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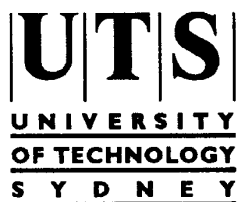
UTS

**UNIVERSITY
OF TECHNOLOGY
SYDNEY**



FACULTY OF BUSINESS

HANDBOOK ♦ 1992



**FACULTY OF
BUSINESS**

**HANDBOOK
1992**

UNIVERSITY OF TECHNOLOGY, SYDNEY

UTS has nine Faculties and each one has a separate Handbook which provides a detailed introduction to the Faculty's Undergraduate Courses.

Each Faculty also has a separate Postgraduate Studies Guide.

Reading these publications will show you how all courses at UTS aim to equip graduates for their professional career. Most courses can be undertaken with part-time attendance. Some are also offered with full-time and sandwich attendance. You do not have to be employed at the time you enrol in a sandwich pattern. And you can usually transfer from one attendance pattern to another at the end of a stage, provided the Head of School approves and there is space available in the class.

UTS does not offer external or correspondence courses.

Further information

The UTS Information Service is open all year in the Tower building at 15-73 Broadway (near Central Railway) and on the entrance level of Kuring-gai campus. If you can't visit them, write to PO Box 123 Broadway 2007 NSW Australia or telephone (02) 330 1222 or (02) 413 8200.

Representatives of UTS attend Careers Days held in the Sydney region through the year.

Open Days are your chance to visit the campus and discuss your career plans and course preferences with members of the Academic staff.

Applications for admission

If you want to be admitted or readmitted to a UTS Undergraduate course, apply to the Universities Admissions Centre by 27 September.

(There are some courses for which you can apply direct to UTS - the deadlines for these are advertised separately.)

If you want to enrol in a Doctoral programme or a Masters by Thesis, UTS will generally accept your application at any time.

For a Master of Arts, Master of Business or other higher degree by coursework, you should lodge your application with the University by 31 October.

EQUAL OPPORTUNITY

It is the policy of the University of Technology, Sydney to provide equal opportunity for all persons regardless of sex, race, marital status, age, physical ability, sexual preference, political conviction or religious belief.

MISSION

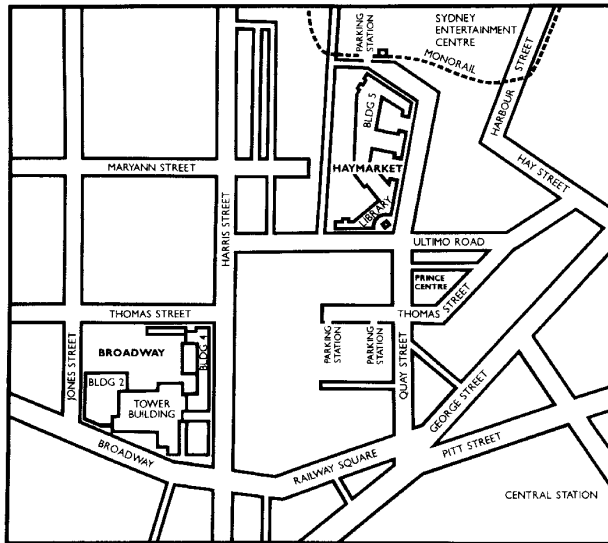
The mission of the University of Technology, Sydney is to provide higher education for professional practice which anticipates and responds to community needs and the effects of social and technological change. The University offers access to its human, physical and technological resources for the advancement of society. It is committed to freedom of enquiry and the pursuit of excellence in teaching, scholarship and research, and to interaction with the practising professions.

The University seeks to accomplish its mission in the following ways:

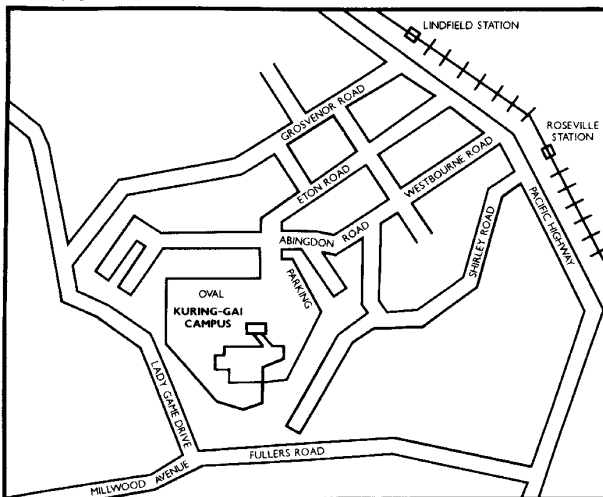
- by teaching an appropriate range of undergraduate, postgraduate and other educational programmes in a variety of attendance patterns for students wishing to enter the workforce at a professional level, those already employed at that level and those in employment who wish to attain that level.
- by ensuring that its courses are designed to enable graduates to carry out full professional practice in their chosen field. The courses aim to develop students' ability to learn, to solve problems, to adapt to change, and to communicate. Students should gain a broad understanding of social as well as technological issues, and acquire a greater perception of the nature and needs of modern society and of their responsibility to play a leading part in shaping it.
- by recognising that it has been established to serve the community as a major resource in vocational higher education. It therefore makes its technological expertise and facilities available to industry, commerce, government, and professional and community organisations. The means by which this is achieved include co-operative education, continuing education, pure and applied research and development, consulting, technology transfer and management, and contribution to national and regional policy development in education and technology.
- by promoting effective teaching and scholarship, professional activity and research by members of the University community to ensure the maintenance of high educational standards and their recognition at national and international levels.
- by continuing to develop and promote policies that ensure equality of opportunity in all its aspects.
- by seeking effective support for its educational activities
- by conducting regular consultative reviews of its mission and objectives.

FACULTY LOCATION MAPS

CITY CAMPUS



KURING-GAI CAMPUS



Faculty of Business

Faculty Office:
Level 1, Building 5C
Corner Quay Street & Ultimo Road
Haymarket, City Campus

Postal Address:
PO Box 123
Broadway NSW 2007

School of Accounting
Level 3, Building 5C
Quay Street, Haymarket
City Campus
Telephone: (02) 330 3562

School of Finance
and Economics
Level 4, Building 5C
Quay Street, Haymarket
City Campus
Telephone: (02) 330 3627

School of Management
Level 4, Building 5C
Quay Street, Haymarket
City Campus
Telephone: (02) 330 3600

School of Marketing
Level 2, Building 5C
Quay Street, Haymarket
City Campus
Telephone: (02) 330 3522

Graduate School of Management
Level 2, Building 5C
Quay Street, Haymarket
City Campus
Telephone: (02) 330 3500, 330 3502

School of Leisure and
Tourism Studies
Room 204, Level 2
Eton Road, Lindfield
Kuring-gai Campus
Telephone: (02) 413 8497

STUDENT SERVICES

Student Services staff are employed by the University to cater for your health, counselling and welfare needs. Staff also assist in the development of study skills and provision for students with disabilities.

WELFARE

Welfare Officers offer assistance with your personal financial security. Central to their work is administration of the Student Loan Fund, and advising on Austudy claims and appeals.

HEALTH

The Health Service has two locations: Level 3A of the Broadway Tower on City campus and Level 5 of Kuring-gai campus. The practice offers a free service with an emphasis on Health Education and Promotion.

COUNSELLING

Counsellors are available on all campuses at least one day per week. They are experienced in dealing with personal difficulties and can advise on administrative matters in relation to the University, such as appeals against exclusion. If you suffer from exam nerves or loss of concentration, you're welcome to see one of the counsellors for assistance. They can also help you to clarify personal and career goals.

STUDY SKILLS

The Study Skills Counsellor, John Piechocki, helps students to understand how best they can learn. Advice is given on time management, writing assignments and how to read and comprehend more in less time. You don't need to have problems to see John - Study Skills counselling is about improving your performance.

ASSISTANCE FOR STUDENTS WITH DISABILITIES

The Special Needs Co-ordinator works with academic, administrative and Student Services staff to ensure appropriate support is available for students with disabilities. Students who have disabilities or chronic illness are encouraged to contact Marie Flood at Level 3A of City campus, Broadway. Telephone (02) 330 1177 or TTY (02) 330 1164 or Fax: (02) 330 1172

WHERE & WHEN TO FIND STUDENT SERVICES

Kuring-gai

Level 5

Monday to Friday 9-5

Broadway

Level 3A, Broadway Tower

Monday to Thursday 9-6

Friday 9-5

Haymarket

Room D105

Monday to Thursday 9-5

Balmain

Student Centre, White Bay

Tuesday & Wednesday 9-5

Gore Hill

Clinical Studies Building, Level 1

Tuesday to Thursday 9-5

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Information correct at March 1992

Produced by the Publications Branch

STAFF

Professor of Management and Dean of Business

S K Mukhi, BE, GradDiplnMgt, MBA, PhD (NSW), MIEAust

Secretary to Dean

A Podzuns

Associate Dean (Division of Accounting & Finance)

P O'Sullivan, BCom (NSW), CPhil (UCLA), CPA, MACS

Secretary

S Johnston

Associate Dean (Division of Management & Marketing)

R Dunford, BA (Hons), BCA (VUW), PhD (ANU)

Secretary

L Thorgood

Director of Undergraduate Programmes

M J Wallace, BSc (Syd), MSc (Hons), MA (Macq), FAIM, FAMI, MCIM (UK)

Director of Student Affairs

J Tyler, MCom (NSW), ACA

Faculty Administrator

E W Watts, BA, BEd, MEdAdmin, DipFinMgt (NE), MCom (NSW), FCPA, FCIS, FAIM

Project Manager

L Newnam, BA (Qld), BA (N'cle), DipTeach (NCAE)

Student Services Manager

C Wilkinson, BA (Hons) (Syd)

Administrative Officer

E Carter - Centre for Management Studies

Public Relations Officer

P Della-Vedova, BEd (Art) (SCAE), DipArt (Ed) (AMCAE)

Student Advisers

P Boesenberg, BA, DipEd (Syd)
K Larsen, BA (NSW)

Information Officer

M Clarke, BA (VisArts) (CAI)

Administrative Assistants

A Clark
K Hunjan
E Ross

Staff Assistant

K Clout

Secretarial Support

E Dorian
B Dziedzic

Centre for Management Studies

E Plummer
J Randall
P Tsen
C Vandepeer

Centre for Manufacturing Management

B Van Es

Technical Manager

L Bonnarens, DipCompElectronic (Nth Syd Tech Coll)

Senior Technical Officer

P Lyons

Technical Officer

E Stacey

General Assistant

D McKay

GRADUATE SCHOOL OF BUSINESS

Associate Professor and Head of School

N Harrison, BA, BSocSc (Hons) (Sing), MBA (WA), AAIM

Graduate Courses Officer

N Muckle, BA (NE), Dip IM (NSW)

Administrative Assistant

J Menefy, BSocSc (NZ)

Administrative Secretary

A Blair

SCHOOL OF ACCOUNTING

Professor of Accounting and Head of School

D J Fraser, BEc (Syd), MCom (NSW), FCA, ACIS, FAIM

Professor of Accounting and Deputy Head of School

Z P Matolcsy, BA (Macq), PhD (NSW)

Associate Professor and Associate Dean, Division of Accounting & Finance, Deputy Head of School
P O'Sullivan, BCom (NSW), CPhil (UCLA), CPA, MACS

Department of Financial Accounting and Auditing

Associate Professor and Head of Department
D J Hardman, MEc (Syd), BCom (Qld), AAUQ, FCPA, ACA, ACIS

Senior Lecturers

A Chew, BA (Sheffield), MSc (LSE), ACA (England & Wales)
S J Topple DipTech (Comm), BBus (NSWIT), MCom (Hons) (NSW), FCPA

Lecturers

B Farrell, MBA (Syd), FCPA
H Gillam, BA, DipEd (Qld), BBus (NSWIT)
K Plummer BA (Macq), MA (Macq), DipEd (STC), ACA
F A Portelli, MCom (NSW), FCPA
B J Rooney, BA (Macq), MCom (NSW), FCPA, ACIS, Solicitor of the Supreme Court of NSW
B Syme, BA (Macq), RN, CPA
J Tyler, MCom (NSW), ACA
P Wells, MCom (Auckland), CPA

Senior Tutor

M Dale, BA, MEc (Macq), CPA

Tutor

S Greer, BBus (KCAE)

Department of Management Accounting and Systems

Head of Department

L Mojsza, BBus (NSWIT), MCom (NSW), FCPA

Senior Lecturers

J W J Aarts, BCom, MBA (NSW), AFAIM
M Schueler, MEc (Syd), GradDipOR (NSWIT), CPA

Lecturers

A Bridges, MEc (NE), MA (Macq), FCPA, AFAIM
E France, BA, MEc (Macq), ASTC
F Giacobbe, BBus (UTS)
S Lim, BBus (NSWIT), MEc (Macq), CPA
G Lowe, BSc, MCom (NSW), DipEd (STC), CPA
G Pazmandy, BBus (NSWIT), CPA

Senior Tutor

D Cable, BCom (Qld), CPA

Office of Co-operative Education

Senior Lecturer and Director

A W Sietsma, BCom (NSW), MEc (Syd), FCPA

Executive Assistant

R Samuel, BA (Mt Holyoke, Mass)

School of Accounting Administrative and Secretarial Support

S Chia
J Dousha
P Fernandez
W Southwell
E Whitehead

SCHOOL OF FINANCE AND ECONOMICS

Professor of Finance and Head of School

C Chiarella, BSc (Hons), MSc (Syd), MCom (Hons), PhD (NSW)

Professor of Finance

T Valentine, BEc (Syd), MA, PhD (Princeton)

Associate Professors

J A Collins, MEc (Syd)
C Hall, MEc (Syd), PhD (Macq)
B Hunt, BEc, MAgSc (Adelaide), PhD (ANU)
G Partington, BSc (Wales), MEc (Hons) (Macq)
L J Perry, MCom, DipEd, PhD (NSW)
C S Terry, BCom (NSW), MEc (Syd), MAppFin (Macq), DPA (NYU)
M J Wallace, BSc (Syd), MSc (Hons), MA (Macq), AFAIM, AFAMI, MCIM (UK)

Principal Lecturer

H Pritchard, BA (Wales), PhD (Syd)

Senior Lecturers

H Bendall, BA (Hons), PhD (NSW)
W L Bui, MCom (WA)
M Freeman, BA (Ec), MEc (Macq)
K R Jones, BA, MCom (N'cle)
M McGrath, BEc (NE), MEc (Macq)
A Simos, BCom (NSW), MEc (Syd), DipSIA
M Stevenson, BA (NE), MCom, MStat (NSW)
P J Wilson, BA (Hons) (NSW), PhD (Woll)

State Bank Lecturer in Banking

R M Trayler, BBus (NSWIT), MAppFin (Macq)

Lecturers

C Currie, BEc (Hons) (Syd), MCom (Hons) (NSW)
 G Hobbes, MCom (NSW)
 J Hussin, MSc (Mich)
 A M Kearns, MCom (Hons) (NSW)
 W O'Connor, BA (NSW), MEc (ANU),
 GradDipComp (Macq)
 K Pearson, BE (Hons) (NSW), MBA (NSWIT)
 M Peat, MEc (Syd)
 G Ta, BA (Singapore), MEc (Syd)
 M K Wong, BCom (Hons) (NSW)

Senior Tutors

E Kasamanie, BAEc (Hons) (Toronto), MEc (Syd)
 V E Le Plastrier, BA (Ec) (Hons), MEc (Hons)
 (Macq)

Tutors

D Cotton, BBus (KCAE)
 E Hutson, BBus (KCAE)
 D V Nguyen, BBus (Hons) (UTS)

Administrative and Secretarial Support

C Fawcett
 A Kellick
 S Lewis

Programmer

P O S Teoh, BEng (Hons) (NSW)

SCHOOL OF LEISURE AND TOURISM STUDIES

Associate Professor and Head of School

R Lynch, DipPhysEd (WTC), MEd (WA), PhD (Ill)

Senior Lecturer and Deputy Head of School

W Spinks, DipPhysEd (WTC), BEd (WA), MA (Ed)
 (Macq)

Associate Professors

J Moncrief, MPE (Brit Col), EdD (CA Berk)
 T Veal, BA(Hons) (Econ Bristol)

Senior Lecturers

G Hawkins, BA (Hons) (Soc) (NSW), PhD (Macq)
 B Hayllar, TeachCert (N'cle), BA (NE), MA (Env
 Ed) (Iowa)
 L Stear, BEc (Syd), GradDipEd (STC)
 B Wearing, BA, MLitt (NE), PhD (NSW), ASTC

Lecturers

M Darby, AssDipArts (MCAE), GradDip (Rec)
 (SCAE)
 T Griffin, BA (Geog), DipUrbStud (Macq),
 GradDipTourismMan (KCAE)

R Harris, BA (Geog) (Macq), GradDipMktg (N'cle),
 AssDipTravel & Tourism (STC), MAITT
 P Jonson, BA (Hons), LLB (Syd), GradDipLeisure
 Studies (KCAE)
 R Ravinder, BSc (Phys) (Madras), MA
 (Pol&PubAdmin) (Madras), PGDipMan (Calcutta),
 MCom (NSW), AssDipTravel & Tourism (STC)
 T Taylor, BA (Rec) (Alberta), GradDipUrbanStud
 (Macq)
 S Wearing, Ord 4 Cert, MTP (NSW)

Senior Tutors

R Barrett, BEd (KCAE), MSc (Hons)
 L A Hall, DipTeach (Salisbury CAE) GradDip (Rec)
 (SCAE)
 B Watt, BEd (KCAE), MEd (UWA)

Tutor

S Darcy, BA (Leisure Studies) (KCAE),
 GradDipEnvStud (Macq)

Administrative and Secretarial Support

F Bullock
 E Chee
 D Spencer
 S Upton

SCHOOL OF MANAGEMENT

Associate Professor and Head of School

R L Kane, BSc (Union College), MSc (Penn State),
 GradDipEd (WAIT), MAPsS, MIPMA

Professor of Management

S K Mukhi, BE, GradDipIndMgt, MBA, PhD (NSW),
 MIEAust

Associate Professors

C Burton, BA (Syd), PhD (Macq)
 R W Dunford, BA (Hons), BCA (VUW), PhD (ANU)
 N H Harrison, BA, BSocSc (Hons) (Sing), MBA
 (WA), AAIM
 M J Lyons, BA (Hons) (NSW), PhD (ANU)
 B C Marx, BA (Syd) BSc, MBA (NSW), MAIPM
 G R Pratt, DipTech, BBus (NSWIT), DipEd (STC),
 MEc (Syd), PhD (Nebraska), AFAIM, FRAIPA,
 MAITEA

Senior Lecturers

M Abraham, BEng, MEngSc, MBA (NSW)
 E Baker, BA (NYU), BSc (Hons), PhD (Lond)
 N S Barnwell, BCom (NSW), MBA (NSWIT),
 AMIMarE, TEng
 T J Fisher, BE (Hons), MA, MBA (Syd), MAppSc
 (NSWIT), DPhil (Oxford), AFAIM, MIEAust, MIEE
 J Onyx, BA (Hons) (VUW), PhD (Macq)

I Palmer, BA (Hons) (ANU), PhD (Monash)
 R Reed, BA (Hons), PhD (Monash)
 G D Sheather, BArch (NSW), MSc (Israel),
 MEkistica (Greece), AFAIM, MRAPL, MRAIA
 K B Spooner, MCom (Hons) (NSW)
 R Van Munster, MEc (Syd), ASTC

Lecturers

D Bubna-Litic, BPsych (UWA), MAPS, MCom (Hons) (Cantab)
 A Caro, BA (Hons) (Cambridge)
 R Cain, BSc(Hons) (NSW), GradDipSocSci (Stockholm), MEc (Macq), FAICD, AFAIM
 G Callender, BBus (NSWIT), DipAdEd (UTS), MCom (NSW), CPA, AFAIM
 J Chapman, BEc (Hons) (NE), PhD (NSW)
 R W Connor, BA (Qld), LittB (NE), MSc (Econ) (Lond), MIPMA
 J D Crawford, BSc (Hons), MEngSc (Syd), PhD (NSW), MAPS
 D Davis, BSc (Hons) (Aston), MSc (Bradford), MIEAust, CEng, MIMechE, MBIM, MCIBSE
 A Errington, BA (Syd), MBA (NSW)
 R Fishman, BA, MCom (NSW), AIMM, MAITD
 D A Harricks, BSc (Agr) (Syd), MBA (NSW)
 P McGraw, BA (Leicester), MA (Warwick)
 C Newton, BCom (Melb), MBA (NSW)
 J Nyland, BA (Hons), DipEd (NSW)
 S Saunders, BA (NE)
 T Smith, BE (Syd), MEngSc (Syd), MBA (NSWIT)
 F Soliman, BE (Syd), MEngSc, PhD (NSW), MIEAust, MACS, AIArbA, AFCHSE, MSSA, MASOR, AIMM, MRAIPA
 S R Tibbles, BSc, MBA (NSW)

Administrative and Secretarial Support

E Cross
 M Errey
 L Hooper
 A Hunt
 K Levi
 B McNeill
 J Tomkins

SCHOOL OF MARKETING

Head of School

M I Halliday, BAgEc (NE), MSc (N'Cle UK), PhD (NSW), MMRSA, FAMI

Professor

K E Miller, BCom (NSW), MBA, PhD (Ohio State), MMRSA, FAMI, FMA,

Associate Professor

N J Barrett, MCom, PhD (NSW), MAIEX, MMRSA

Senior Lecturer

F L Winter, BCA (Hons) (VUW), PhD (NSW), FAIM, FAMA, MMRSA

Lecturers

J Cornish, MEc (Hons), MEd (Syd)
 S Denize, MCom (Otago)
 P Emerson, BSc (Hons), PhD (Syd)
 R Fletcher, BA, MA (Syd), M Com (NSW), MAIEX
 W T Gwynne, BCom (NSW), MA (Lanc), MBA (Cran), AFAMI, AAIM
 J Wright, BEc, MBA (NSW)
 L C Young, MCom (NSW)

Fractional Lecturer

G B Wilkinson, BEc (Hons) (Syd), ACA, FCPA, ACIS

Tutor

R McGuigan, BSc (Hons) (Syd), MCom (NSW)

Administrative and Secretarial Support

G McCarthy

FACULTY BOARD

Ex Officio Members

Dean

Professor S K Mukhi

Associate Deans

Associate Professor R Dunford
 Associate Professor P O'Sullivan

Heads of School

Professor C Chiarella
 Professor D Fraser
 Dr M Halliday
 Associate Professor N Harrison
 Associate Professor R Kane
 Associate Professor R Lynch

Professors

Z Matolcsy
 K Miller
 T Valentine

Director of Undergraduate Courses

Associate Professor M Wallace

Nominated Members

(one from each of the following)

University Library
Centre for Learning and Teaching
Faculty of Engineering
Faculty of Law and Legal Practice
Faculty of Mathematical and Computing Sciences
Faculty of Social Sciences

Elected Members

(four per School)

School of Accounting
School of Management
School of Finance and Economics
School of Leisure and Tourism
School of Marketing
Graduate School of Business

Two members of the Support Staff
One student member from each School

Secretary to Faculty Board

E W Watts

FACULTY INFORMATION

The Faculty of Business is located at both the City campus, Haymarket and the Kuring-gai campus, Lindfield.

The Faculty comprises six schools:

- Graduate School of Business
- School of Accounting
- School of Finance and Economics
- School of Leisure and Tourism Studies
- School of Management
- School of Marketing

Exchange Programmes

Exchange programmes operate with Oregon State University, USA, Aarhus School of Business, Denmark and Wirtschaftsuniversitat, Vienna, Austria. These programmes enable Australian business students to experience life and study abroad. Subjects approved for study are given full accreditation for compulsory or elective subjects.

Prizes

Prizes are awarded annually to students in the Faculty of Business for academic excellence. These prizes are made available through the generosity of private individuals, and organisations in the public and private sectors.

Business Laboratories

The Faculty of Business has established the Business Laboratories. The broad objectives of the laboratories are: to provide student access to special resources and a suitable work area for students using such resources; to collect and protect a number of special Faculty resources; for staff research; to facilitate the continued development and use of audio-visual materials; and to provide an area for seminar activities of a special nature. The Business laboratories provide a varied collection of resources including the following:

- Four laboratories, totalling 80 personal computers connected to a local area network. Each computer is equipped with a 40 megabyte hard disk, a 31/2 inch floppy drive and a colour (VGA type) monitor.
- A number of commercial software packages and several in-house programmes which are loaded onto the network and are used for workshop classes and research projects.
- A facility for video playback and a full professional editing suite: 16mm film projectors and slide projectors.
- Video cameras for use as classroom teaching aids and for making training and promotional videos for Faculty use.

COURSES AVAILABLE

The Faculty of Business offers the following courses:

- Associate Diploma in Recreation+
- Associate Diploma in Community Organisation+
- Bachelor of Accounting
- Bachelor of Arts in:
 - Community Organisation
 - Human Movement Studies+
 - Leisure Studies
 - Tourism Management
- Bachelor of Business with majors in:
 - Accounting
 - Banking
 - Economics
 - Finance
 - Finance and Economics
 - Management
 - Marketing
- Bachelor of Business with combined majors in:
 - Accounting and Finance
 - Banking and Management
 - Finance and Management
 - Finance and Marketing
- Bachelor of Manufacturing Management
- Bachelor of Arts in Leisure Studies (Hons)+
- Bachelor of Business (Hons) in:
 - Accounting
 - Finance and Economics
 - Management
 - Marketing
- Combined degrees:
 - Bachelor of Business/Law
- Graduate Certificates in:
 - Banking
 - Financial Studies
 - Transport Management
- Graduate Diplomas in:
 - Accounting and Finance
 - Administration
 - Arts Management +
 - Banking and Finance
 - Employment Relations
 - Leisure Studies+
 - Marketing
 - Operations Management
 - Tourism Management +
 - Transport Management+
- Master of Arts in Leisure Studies+
- Master of Business (by coursework) in:
 - Accounting (Professional Practice)
 - Accounting and Finance
 - Banking and Finance
 - Employment Relations
 - International Marketing
 - Management
 - Marketing
 - Operations Management
 - Transport Management

- Master of Business Administration (MBA)
- Master of Business (by thesis)
- Master of Management (Community Management)
- Master of Management (Public Management) in:
 - Educational Management
 - General Management
 - Government Business Enterprise
 - Health Management
 - Social Policy
- Doctor of Philosophy
- Continuing Management Education Programme
 - Short Extension Courses

ALL majors in the Bachelor of Business will be offered at both Haymarket and Kuring-gai Campuses.

+ See section on *School of Leisure and Tourism Studies*.

UNDERGRADUATE PROGRAMME

BACHELOR OF BUSINESS

The undergraduate degree programme leads to the award of Bachelor of Business (BBus). Students have a choice of following one of seven major areas of study: Accounting, Management, Banking, Economics, Finance, Finance and Economics, and Marketing. These major areas of study provide the specialisation in the Bachelor of Business programme which is broadened by a common foundation core and common capstone subject. Students in the course may use their elective subjects to complete one of the Faculty's Sub-Majors (detailed below) for further specialisation or to widen their fields of studies.

In addition to satisfying the general requirements for admission to the University of Technology, Sydney, applicants should possess qualifications equivalent to HSC two Units of English and two Units of Mathematics. Applicants for the course who are relying for admission on qualifications gained in countries where English is not the spoken language are advised to contact the UTS Student Information Service.

The Bachelor of Business course may be completed on either a full-time or a part-time attendance pattern, or a combination of these. On a full-time basis, a student may complete the degree programme in a minimum of three years. Part-time attendance allows a student to complete the degree in a period of six years, attending over twelve semesters. The part-time pattern involves attendance in two evening classes and one daytime class. All subjects are taught for three hours per week per semester. *Attendance in a daytime class is compulsory* and may not be substituted by an evening class. Students may change attendance pattern with approval from the Faculty.

COURSE PROGRAMME

FOUNDATION CORE

- 21125 Australian Business Environment
- 21130 Organisational Behaviour
- 22105 Accounting A
- 22115 Business Information Systems
- 24105 Principles of Marketing
- 25110 Microeconomics
- 26122 Business Statistics
- 79101 Law for Business
- 21215 Management and Communication Skills
- 22205 Accounting B
- 25209 Macroeconomics
- 25308 Financial Institutions and Markets
- 25314 Business Finance 1

CAPSTONE

21609 Corporate Strategy

MAJOR SPECIALISATIONS

Students must select one of these Majors at the time of initial enrolments in the course:

Accounting Major

79267 Commercial Law

22320 Financial Accounting 1

22321 Management Accounting 1

79365 Company Law

79462 Revenue Law

22420 Financial Accounting 2

22421 Management Accounting 2

22520 Financial Accounting 3

22521 Management Accounting 3

22522 Auditing

(Note: 22522 may be undertaken as corequisite of 22420)

Management Major

21131 Operations Management

21220 Business and Government

21221 Organisation Design and Change

21306 Employment Relations

21321 Organisational Diagnosis and Evaluation

21630 Managing Strategic Change

PLUS four (4) subjects from one (1) of the following concentrations:

Human Resource Management

Applied Psychology

Operations Management

Business Management

Tourism Management

Leisure Management

Sports Management

Communications Studies

Information Studies

Training and Staff Development

Banking Major

79366 Banking Law

25406 Quantitative Techniques for Finance and Economics

25409 Commercial Banking and Finance

25410 Corporate Financial Statement Analysis

25416 Economics of Money and Finance

25420 Applied Financial Management

25422 International Banking

25503 Investment Analysis and Portfolio Management

OR Honours level equivalent

25522 Bank Lending

25620 Advanced Financial Instruments

Economics Major

25202 Business Forecasting

25210 Microeconomic Policy

PLUS two (2) of the following:

25304 Asian-Australian Economic Relations

25305 Labour Market Economics

25322 Comparative Economic Systems

25306 Resource Economics

25307 Public Finance

25320 Underdeveloped Economy

PLUS

25303 Industry Economics

25330 Applied Business Economics

25309 Macroeconomic Policy

25315 International Economics

25406 Quantitative Techniques for Finance and Economics

25416 Economics of Money and Finance

Finance Major

25406 Quantitative Techniques for Finance and Economics

25410 Corporate Financial Statement Analysis

25421 International Financial Management

25502 Current Issues in Finance

25503 Investment Analysis and Portfolio Management

OR Honours level equivalent

25506 Asset Pricing and Capital Market Studies

OR Honours level equivalent

25621 Financing Decisions

25605 Real Asset Investment and Management

PLUS two (2) of the following:

25620 Advanced Financial Instruments

25420 Applied Financial Management

25202 Business Forecasting OR

25606 Financial Time Series Analysis

22320 Financial Accounting 1 OR

22321 Management Accounting 1 OR

25607 Security Market Regulation OR

79366 Banking Law OR

79462 Revenue Law

Finance and Economics Major

25202 Business Forecasting

25210 Microeconomic Policy

PLUS one (1) of the following:

25303 Industry Economics

25304 Asian-Australian Economic Relations

25305 Labour Markets Economics

25306 Resource Economics

25307 Public Finance

25330 Applied Business Economics

- 25322 Comparative Economic Systems
- 25315 International Economics
- 25320 Underdeveloped Economy

PLUS

- 25309 Macroeconomic Policy
- 25406 Quantitative Techniques for Finance and Economics
- 25421 International Financial Management
- 25420 Applied Financial Management
- 25416 Economics of Money and Finance
- 25503 Investment Analysis and Portfolio Management
OR Honours level equivalent
- 25620 Advanced Financial Instruments

Marketing Major

- 24202 Buyer Behaviour
- 24203 Quantitative Analysis in Marketing
- 24205 Sales Management
- 24210 Advertising Management
- 24215 Marketing Strategy
- 24220 International Marketing
- 79211 Law for Marketing Management
- 24309 Fundamentals in Marketing Research
- 24331 Marketing Decision Models
- 24430 Applied Marketing Research

COMBINED MAJORS

Combined majors link together two appropriate major fields of study in **fourteen (14)** units of study.

Combined Major in Accounting and Finance

- 22320 Financial Accounting I
- 22420 Financial Accounting 2
- 22520 Financial Accounting 3
- 22321 Management Accounting 1
- 22421 Management Accounting 2
- 22522 Auditing
- 25406 Quantitative Techniques for Finance and Economics
- 25621 Financing Decisions
- 25506 Asset Pricing and Capital Market Studies
OR Honours level equivalent
- 25605 Real Asset Investment and Management
- 79267 Commercial Law
- 79365 Company Law
- 79462 Revenue Law

Plus **one (1)** of the following:

- 22521 Management Accounting 3
- 25xxx Issues in Financial Statement Analysis
- 25503 Investment Analysis and Portfolio Management
OR Honours level equivalent
- 25421 International Financial Management

Combined Major in Banking and Management

- 25406 Quantitative Techniques for Finance and Economics
- 21131 Operations Management
- 25420 Applied Financial Management
- 21306 Employment Relations
- 21220 Business and Government
- 25503 Investment Analysis and Portfolio Management
OR Honours level equivalent
- 25409 Commercial Banking and Finance
- 79366 Banking Law
- 21311 Management of Service Operations
- 21221 Organisation Design and Change
- 21321 Organisational Diagnosis and Evaluation
- 21630 Managing Strategic Change
- 25422 International Banking OR
- 25410 Corporate Financial Statement Analysis
- 25522 Bank Lending

Combined Major in Finance and Management

- 25406 Quantitative Techniques for Finance and Economics
- 25621 Financing Decisions
- 25506 Asset Pricing and Capital Market Studies
OR Honours level equivalent
- 25605 Real Asset Investment and Management
- 25503 Investment Analysis and Portfolio Management
OR Honours level equivalent
- 25421 International Financial Management
- 21131 Operations Management
- 21220 Business and Government
- 21221 Organisation Design and Change
- 21306 Employment Relations
- 21321 Organisational Diagnosis and Evaluation
- 21630 Managing Strategic Change
- 21311 Management of Service Operations

Plus **one (1)** of the following:

- 25410 Corporate Financial Statement Analysis
- 25502 Current Issues in Finance
- 25620 Advanced Financial Instruments

Combined Major in Finance and Marketing

- 25406 Quantitative Techniques for Finance and Economics
- 25621 Financing Decisions
- 25506 Asset Pricing and Capital Market Studies
OR Honours level equivalent
- 25605 Real Asset Investment and Management
- 25421 International Financial Management
- 25503 Investment Analysis and Portfolio Management
OR Honours level equivalent
- 24202 Buyer Behaviour
- 24210 Advertising Management
- 24205 Sales Management

- 24309 Fundamentals of Marketing Research
- 24220 International Marketing
- 24331 Marketing Decision Models
- 24215 Marketing Strategy

Plus one (1) of the following:

- 25620 Advanced Financial Instruments
- 25410 Corporate Financial Statement Analysis
- 25502 Current Issues in Finance

Note that Quantitative Techniques for Finance and Economics will be an acceptable substitute prerequisite in lieu of Quantitative Analysis in Marketing, for Marketing Decision Models and Fundamentals of Marketing Research for students in this combined major.

SUB-MAJORS

Sub-Majors involve five (5) units as a minimum, at least three (3) of which must be additional to the foundation core or the relevant major.

- Accounting (for Non-Accounting Majors only)
- Accounting for Small Business (for Accounting Majors only)
- Advertising Management (for Marketing Majors only)
- Applied Psychology (for Non-Management Majors only)
- Banking
- Business Information Systems
- Business Law (Faculty of Law)
- Communication Studies (Faculty of Social Sciences)
- Economics
- Finance Law
- Financial Management
- Human Resource Management (for Non-Management Majors only)
- Information Studies (Faculty of Social Sciences)
- Insurance
- Insolvency
- International Business
- International Marketing
- Leisure Studies
- Management (for Non-Management Majors only)
- Public Relations
- Professional Accounting Practice (for Accounting Majors only)
- Sports Studies
- Taxation Law (Faculty of Law)
- Tourism Studies

BACHELOR OF ACCOUNTING

The School of Accounting offers a Co-operative Education programme in Accounting. The course combines full-time study with full-time supervised periods in industry. Full details are available from Arie Sietsma, Director of Co-operative Education, School of Accounting, Telephone (02) 330 3580.

BACHELOR OF BUSINESS (HONS)

The Faculty offers an honours course with subject areas that correspond with the current Bachelor of Business Majors. The common core comprises four subjects, representing a common structure, with the content of the subjects determined by the School. The four core subjects are: Advanced Theory; Research Methods; Readings for Thesis; and Thesis.

The minimum duration of the BBus (Hons) Course is one year (two semesters) full time and two years (four semesters) part time.

Details on admission requirements are available from the Faculty of Business.

DOUBLE DEGREE IN BUSINESS AND COMPUTING SCIENCES

Students initially enrol in the normal Bachelor of Business degree and take the Computing Sciences sub-major. On satisfactory completion of the Business Degree and the Computing Sciences sub-major, a student then applies to be admitted to the Bachelor of Applied Science (Computing Science). On admittance, the submajor, and part of the Business component is used in lieu of the requirement for external electives in the BAppSc (CompSc).

JOINT DEGREE IN BUSINESS AND LAW

The business component of the proposed degree allows students a choice between specialisations in Accounting, Management, Finance and Economics, Finance and Marketing. The course of five years duration, undertaken on a full-time basis although the Law component requires attendance at evening classes. Graduates of the joint degree programme will possess the specialised knowledge which is required to serve the needs of the legal profession as well as relevant business professions. Only current HSC candidates under the age of 20 are eligible to apply.

THE BACHELOR OF MATHEMATICS AND FINANCE

The Bachelor of Mathematics and Finance is offered as both a three year pass degree and a four year honours degree. The course structure provides for an integrated programme of study in Mathematics, Statistics, Finance, Economics, Accounting, Business Law and Computing.

The mathematical component of the degrees provides the necessary background for the mathematical and statistical techniques which are finding increasing usage in the management of large institutional portfolios in general, and the pricing and hedging of modern financial instruments such as futures and options, in particular. The finance and economics components provide students with the grounding in accounting, economics and finance necessary to understand and become practitioners in Australia's evolving financial system.

Students undertaking this degree will readily find employment with major financial institutions such as banks, insurance companies and government instrumentalities, all of which have a large unmet demand for graduates with sound training in both traditional finance and the mathematical aspects of modern portfolio management.

SUBJECT EXEMPTIONS, ADVANCED STANDING AND SUBJECT SUBSTITUTION

Students enrolling in the Bachelor of Business course who have previously undertaken a course of study at the University or at some other recognised tertiary education institution may be eligible for exemption if subjects previously studied are deemed by the Faculty to be equivalent to those specified for their course.

Students who have completed the following courses through the New South Wales Department of Technical and Further Education within three years* of commencing their Bachelor of Business degree may be entitled to the exemptions listed in Table 1. Entitlement is based on equivalent subjects being passed at level "B" or above.

*Students commencing their Bachelor of Business Degree in 1992 must have completed their TAFE Award in 1988 or later (i.e. graduated during 1989, within three years of commencing at the University).

Table 1

TAFE AWARD B.BUS SUBJECTS

Associate Diploma or Advanced Certificate

Accounting	Accounting A Accounting B Law for Business Commercial Law Australian Business Environment Management and Communication Skills
Hospitality Management	Accounting A Law for Business Australian Industrial Relations Principles of Marketing
Advertising	Principles of Marketing Advertising Practice Advertising Copywriting (Print) OR Advertising Copywriting (TV, Radio, Film)
Banking and Finance	Accounting A Law For Business Australian Industrial Relations Management and Communication Skills Banking and Lending Practice
Commerce	Accounting A Australian Business Environment Management and Communication Skills Law for Business Commercial Law 2
Industrial Relations	Australian Business Environment Management and Communication Skills Australian Industrial Relations Industrial Relations Skills Industrial Relations Patterns and Practices Personnel Management

Management	Australian Business Environment Principles of Marketing Personnel Management Organisation Analysis
Marketing	Principles of Marketing Advertising Practice
Personnel Management	Australian Business Environment Australian Industrial Relations Personnel Management Personnel Management Skills Management and Communication Skills
Public Administration	Australian Business Environment Government A Government Accounting
Public Relations	Principles of Marketing Publicity Practice
Retail Management	Principles of Marketing
Safety Management	Australian Business Environment Australian Industrial Relations Personnel Management Management and Communication Skills
Training and Development	Australian Business Environment Australian Industrial Relations Personnel Management Management and Communication Skills

(iii) Send the form and relevant documents to:
Student Liaison Officer
Faculty of Business
UTS
PO Box 123
BROADWAY NSW 2007

Please note that information on exemptions requested cannot be released until offers have been finalised in early February.

Subjects Linked by Name and Number

Names and/or numbers of certain subjects within the Faculty's courses, both past and present, have been allocated new subject names and/or numbers. For the purpose of administering the rules relating to double and triple failures, these subjects are considered materially the same. A list showing most of these is given on the following pages for reference.

Students applying for exemptions on the basis of subjects completed at *institutions other than TAFE*, should apply as follows:

- (i) Read the University Calendar to select subjects equivalent to those already studied.
- (ii) Complete all details on the yellow "Application for Subject Exemption" form (available from the UTS Information Service, telephone 330 1222) and supply a copy of the official Academic Transcript and the relevant section of the other institution's handbook or syllabus as requested on the yellow form.

SUBJECT EQUIVALENTS

For the purposes of administering rules relating to double and triple failures, these subjects are considered *materially the same*.

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
O.S.U. subjects denoted by alpha-numeric code Aarhus subjects denoted by ASB		
21130: Organisational Behaviour	BA352: Organisational Behaviour	21101: Organisational Psychology 21115: Administrative Behaviour 51101: Administrative Psychology 51405: Administrative Psychology 21242: Administrative Psychology 21142: Administrative Psychology 36202: Organisational Behaviour
21125: Australian Business Environment		21105: Introduction to Business 21112: Management of Organisations
21215: Management and Communication Skills		21406: Management Skills 11111: Communication 1
26122: Business Statistics	29041: Quantitative Business Methods - BA 235	21241 Business Statistics 21141: Business Statistics 21120: Quantitative Methods 33185: Statistics 63185: Statistics 37101 Quantitative Methods
21430: Advanced Industrial Relations		21303: Industrial Relations and Practices Disputation 21305: Industrial Relations Patterns
21343: Quantitative Management	Introduction to Management Science BA338 and Applications of Management Science BA436 or BA434 and BA435 Management Science	
21210: Business and Government		21361: Government A 21361: Australian Government Organisation 21361: Government Organisation in Australia
21221 Organisation Design and Change	* ASB Organisation Theory and International Marketing 29001: Management Processes - BA302 or Organisation Design and 21402: Organisation Theory Control - BA460	21402: Organisation Theory 21111: Organisation Theory 36802: Organisation Design
21408: Employment Relations Skills		21404: Industrial Relations Methods 21420: Industrial Relations Skills

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
21306: Employment Relations		21421: Australian Industrial Relations
21215: Management and Communications Skills		21406: Management Skills 51105: Communication
21422: Personnel Management	29015: Personnel Management - BA467 and 21422: Personnel Management 1 29073: Personnel Management -BA468	21521: Personnel Management 1
21131: Operations Management	29023: Fundamentals of Operations Management - BA311	21447: Operations Management
21462: Fundamentals of Public Administration		21203: Public Administration 21562: Public Administration 1
21565: Public Sector Management A		21565: Public Administration 2
21570: Public Sector Management B	21727: Public Sector Employment Relations	
21591: International Management	International Environment and Management - BA486	
21601: Organisation and Management Project		21601: Applied Organisation Analysis
21670: Public Administration Project	21792: MBA Project - Public Sector Management	
21692: Public Policy		21120: Government Policy Seminar 2 21694: Government Policy Seminar 21205: Government Policy Seminars 21692: Administrative Policy- Public Administration 21119: Government Policy Seminar I
23121: Organisational Diagnosis and Evaluation		21109: Business Policy Seminars 21118: Business Policy Seminar 2 21592: New Horizons in Business 21696: Contemporary Issues in Management
21715: Strategic Management	ASB Strategic Management	
21609: Corporate Strategy		21691: Business Policy and 21693: Managerial Simulation (Business) 21697: Business Policy and Simulation
21727: Public Sector Employment Relations	21570 Public Sector Management B	
21731: Public Sector Finance & Accounting		23705: Public Sector Finance & Accounting

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
21792: Business Project t - Public Sector Management	21670: Public Administration Project	
22105 Accounting A	31914: Financial Methods 1	22101: Financial Accounting 1 22183: Financial Methods 1 22111: Financial Accounting 22112: Financial Accounting 1 22001: Principles of Accounting 31108 Accounting 1
22115: Business Information Systems		22220: Business Information System 1 38101: Computing 1
79101: Law for Business		22160: Commercial Law 1 9001B: Business Law 21112: Business Law 22211: Business Law A 21160: Commercial Law 1 31405 Law and the Legal Process
22205: Accounting B		31205: Accounting II 22202: Financial Accounting 2 22113: Financial Accounting 3 22306: Managerial Cost Accounting
22204: Government Accounting 1		22304: Government Accounting 1
79267: Commercial Law		22261: Commercial Law 2 22212: Business Law B 22214: Commercial Law 2 34201: Commercial Law
22262: Marketing & Consumer Protection	22741: Marketing Legislation in Australia	
22321: Management Accounting 1	29000: Managerial Accounting BA212	22308 Management Accounting 1 22303: Cost Accounting 22305: Cost Accounting 22121: Management Accounting 1 22305: Management Accounting A 31405: Accounting IV
22306: Managerial Cost Accounting	22308: Management Accounting 1 31915: Financial Methods 2	22184: Financial Methods 2 22305: Management Accounting A
79365: Company Law		22361: Company Law Administration 22362: Company Law 22221: Company Law & Procedures 34301: Company Law
79265: Administrative Law 1	22732: Law for Administrators	22465: Administrative Law 22222: Administrative Law 22365: Administrative Law 1

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
79468: Equity and Trusts		79467: Law of Trusts
79606: Advanced Revenue Law		79564: Taxation 2
79666: Advanced Income Tax Law		79663: Advanced Income Tax
79667: Indirect Taxation		79664: Indirect Taxes
79266: Administrative Law 2		22366: Legal Regulation of the Economy 22366: Administrative Law 2
22367: Property Law 3		22367: Intellectual Property Law
22522: Auditing	29047: Auditing 1 - BA427	22401 Auditing 22506: Auditing 1 22401: Auditing 1 22143: Auditing & Internal Control 1 31406: Auditing
22320: Financial Accounting 1		31305: Accounting III 22301: Financial Accounting 3 22405 Financial Accounting 4
22421: Management Accounting 2	29060: Cost Accounting 1 - BA421 and Cost Accounting 2 - BA422	31505: Financial Accounting V 22406: Management Accounting B and 22501: Management Accounting C 32408 Management Accounting 2
79462: Revenue Law		22463: Taxation 1 22231: Taxation 22232: Taxation 1 34401: Revenue Law 22564: Taxation 2 22233: Taxation 2
79466: Trade Law		22466: Trade Practices Law
79270: Industrial and Labour Law		22468: Labour Law 1 79268: Labour Law
79411: Advanced Companies and Securities Law		22150: Company Law 2 22510: Advanced Companies and Securities Law
22512: Advanced Auditing Techniques		22730: EDP Control & Audit
22565: Business Information Systems 2	31525: Systems Analysis Management Information Systems	31124: Systems Analysis 31125: Systems Analysis 22565: Information Systems
22521: Management Accounting 3		22601: Controllership 22155: Controllership 22508: Controllership

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
22520: Financial Accounting 3		22608: Corporate Reporting: Professional and Conceptual Issues 22508: Issues in Corporate Reporting and 22613: Corporate Reporting and Auditing 31605 Accounting VI
22319: Financial Accounting 3		22319: Issues in Financial Statement Analysis
22610: Termination & Executorship Accounting		22610: Termination Accounting 22610: Termination Accounting & Executorship
22612: Corporate Control & Power		22612: The Corporation & Modern Society
22660: Property Law 1		22600: Commercial Law 3
22661: Advanced Labour Law		22661: Labour Law 2
22663: Advanced Income Tax		22363: Taxation 3 22663: Taxation 3
22730: EDP Control & Audit	22512: Advanced Auditing Techniques	22730: Auditing & EDP
22732: Law for Administrators	22365: Administrative Law 1	
22733: Companies and Securities Law		22713: Legal & Economic Environment of Business 22733: Company Law and Regulation
22741: Marketing Legislation in Australia	22262: Marketing & Consumer Protection	
25110: Microeconomics	29042: Microeconomic Theory - EC457 and Principles of Economics - EC213	23105: Microeconomics 23207: Microeconomics 23207: Microeconomic Theory 23102: Economics 2 32201: Economics 2
25209: Macroeconomics	Principles of Economics - EC214 and Macroeconomic Theory & Policy - EC475	23106: Macroeconomics 23101: Economics 1 23204 Macroeconomics 32301 Economics 3
25309: Macroeconomic Policy	29064: Macroeconomic Theory & Policy - EC475 and EC476	23308: Macroeconomic Policy 23308: Advanced Macroeconomic Policy 23103: Economics 3

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
25210: Microeconomic Policy		23310: Microeconomic Policy 21114: Economics 4 23104: Economics 4 23309: Advanced Microeconomics 23104: Economics 4
23401: Comparative Economic Systems	29022: Comparative Economic Systems - ED450 and ED45I	
25302: Industry Economics	29077: Industrial Organisation - EC461	23402 Industry Economics
25322: Comparative Economic Systems		23401: Comparative Economic Systems
25308 Labour Market Economics	29045: Labour Economics - EC427 and Labour Problems - EC425 ASB Labour Econ for Bus Economist	23403: Theory & Application of Labour Economics 32302 Labour Market Economics
25315: International Economics	29078: International Economics EC440 and EC441	23406: International Economics 32601 International Business Economics
25702: Business Forecasting Methods	Introduction to Econometrics - EC383 and Econometrics - EC483	23408: Advanced Topics in Applied Economics 23412: Business Forecasting
23414: Real Estate Investment Decisions		23414: Urban Economics 23409: Urban & Regional Economics 23414: The Economics of Urban Real Estate Management
24105: Principles of Marketing	29074: Marketing - BA312	24201 Principles of Marketing 21107: Principles of Marketing 24301: Principles of Marketing 36403 Marketing for Managers
24202: Buyer Behaviour	29067: Consumer Behaviour - BA476	24302 Consumer Behaviour 36605 Consumer Behaviour
24203: Quantitative Analysis in Marketing		24305 Quantitative Analysis in Marketing
24205: Trade Marketing		24410: Industrial Marketing
24303: Distribution Channels		24732: Distribution Channels
24309: Fundamentals of Marketing Research		24403: Marketing Research 24403 Fundamentals of Marketing Research 36504 Research for Marketing Problems

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
24331: Marketing Decision Models		24512 Marketing Decision Models
24430: Applied Marketing Research		24503 Applied Marketing Research
24404: Sales Administration	29025: Sales Management - BA475	
24220: International Marketing	29026: International Marketing - BA484 ASB International Marketing	36505: International Marketing 24507: International Marketing 24407: International Marketing
24210: Advertising Management	Management of Marketing Communications - BA473	24411: Advertising Management 24508: Promotional Management 24406: Promotional Management 11604: Advertising & Media Management
24415: Marketing Strategy	29020: Marketing Policy - BA472	24506: Marketing Management/ Strategy 36612: Marketing Planning & Implementation
24509: Physical Distribution Management	29052: Distribution Management - BA474	
24601: Contemporary Issues in Marketing Management	24510: Contemporary Issues in Marketing Management	
24730: Advanced Marketing Management	24730: Marketing Management	
24732: Distribution Channels	24303: Distribution Channels	
25314: Business Finance 1	29027: Finance - BA313 and 20931: Financial Management BA 447 22141: Financial Management	21102: Finance 1 21105: Finance 2 25141: Financial Management I 31504: Corporate Finance 25301: Financial Management
25420: Applied Financial Management		25414: Business Finance 2 25401: Financial Management & Policy 22141: Financial Management 25142: Financial Management 2 31604: Advanced Corporate Finance
25007: Securities Market Regulation		25450: Securities Market Regulation 25505: Securities Market Regulation
25503: Investment Analysis Portfolio Management	29072: Securities Analysis & Portfolio Management - BA443	25521: Investment Analysis & Portfolio Management 31502: Security Analysis & Portfolio Management

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
25515: International Finance Management	29048: International Financial Management - BA485 ASB International Financial Management	25531: International Finance 31603: International Finance
25741: Capital Markets		25741: Australian Money & Capital Markets
25304: Asian-Australian Economic Relations		23417: Asian- Australian Economic Relations
25306: Resource Economics		23311: Commodity Economics
25307: Public Finance		32503: Public Finance
25308: Financial Inst & Marketing		25541: Financial Inst & Marketing
25320: Underdeveloped Economy		32404: Underdeveloped Economy
25321: Socialist Systems		32405 Social Economic Systems
25330: Applied Business Economics		23602: Current Issues in Business Economy 25408: Current Issues in Business Economy
25409: Commercial Banking and Finance		22412: Commercial Banking and Finance
25415: Personal Investment		25201: Personal Investment
25502: Current Issues in Finance		25510: Current Issues in Finance
25522: Bank and Lending Practice		2560: Banking and Lending Practice
25606: Financial Time Series		25610: Financial Time Series

GRADUATE PROGRAMME

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration (MBA) programme is aimed specifically at mid-career managers able to attend only on a part-time basis outside business hours. The course provides the opportunity to pursue in greater depth, in the fourth year, one of a number of specialty strands in areas relevant to career interests.

Admission Requirements

To be eligible for admission to the programme an applicant shall:

1. possess an undergraduate degree from a recognised University or College of Advanced Education;
AND
2. have extensive practical and work experience in industry, commerce or government of at least four years duration.

Course Structure

The course consists of sixteen subjects, taken at the normal rate of two subjects per semester. Applicants who are specifically qualified in the relevant discipline may be granted advanced standing. Enquiries should be made to the Graduate School of Business on 330 3552.

Candidates also have the option of undertaking a Reading subject in the field of their specialty strand. They should seek approval from the Director of the MBA programme for this subject.

Course Programme

(Each subject involves 3 hours attendance per week for one semester, unless otherwise stated.)

Semester 1

- 23703 Economics for Management
- 21710 Quantitative Methods

Semester 2

- 22726 Accounting and Financial Administration
- 21718 Organisation Analysis and Design

Semester 3

- 25742 Financial Management
- 24734 Managerial Marketing

Semester 4

- 79729 Legal Environment of Business
- 21719 Organisational Behaviour

Semester 5

- 22727 Information for Management Decisions
- 21720 Employment Relations

Semester 6

- 23704 Government-Business Relations
- One Subject from Specialty Strand

Semester 7

Two subjects from Specialty Strand

Semester 8

- 21721 Business Policy
- Integrating Business Project

Specialty Strands

Specialty Strands for the final year are outlined below:

Banking

- 25741 Capital Markets
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25791 Business Project - Banking

Corporate Accounting

Two of the following:

- 22751 Corporate Accounting Issues
- 79733 Companies and Securities Law
- 22730 E.D.P. Control and Audit
Plus
- 22743 Financial Statement Analysis and Financial
Modelling
- 22790 Business Project - Corporate Accounting

Employment Relations

- 21702 Industrial Relations
- 21724 Human Resource Management
- 79731 Industrial Law
- 21790 Business Project - Employment Relations

Finance

- 25741 Capital Markets
 - 25721 Investment Management
 - 25731 International Financial Management
 - 25790 Business Project - Finance
- Note: Other combinations of Finance subjects may be chosen.

International Business

Three of the following subjects (plus the project):

- 25731 International Financial Management
- 24738 International Marketing Management
- 21717 International Management
- 79742 International Business Law
- 26790 Business Project - International Business

Management

- 21722 Management 1
- 21723 Management 2
- 21730 Managerial Skills Workshop
- 21791 Business Project - Management

Marketing

- 24737 Marketing Information Management
- 24730 Advanced Marketing Management
- 24736 Marketing Communication or
- 24738 International Marketing Management or
- 24742 New Product Management
- 24790 Business Project - Marketing

Operations Management

- 21741 Operations Management
- 21748 Business Project - Operations Management and two (2) of the following:
- 21742 Quantitative Management
- 21743 Productivity and Quality Management
- 21744 Production Planning and Control
- 21745 Service Operations Management
- 21746 Ergonomics
- 21747 Operations Management Policy

Specialised Strand

There is scope for students to develop their own specialty strand from subjects offered in the graduate programme after discussion with the appropriate academic staff and with the approval of the Director of the MBA.

The Project

This allows students to examine an organisation and to utilise in the problem definition, resolution, decision-making, and implementation phases of the study, the skills, procedures and knowledge acquired in the course. The project will be assessed by Report.

Exemptions and Credit by Substitution**Exemption**

Master of Business Administration students may be given exemption for up to 6 subjects, depending on previous qualifications:

Highest Qualification	Exemptions
Bachelor of Business (UTS)	up to 4 subjects
Bachelor of Commerce	up to 4 subjects
Bachelor of Economics	up to 4 subjects
Graduate Diplomas	up to 6 subjects

Master of Business (by Coursework) students may be given exemption for up to 4 subjects, depending on previous qualifications and course of study undertaken.

Students who are granted exemption with credit by substitution are required to select suitable substitute subjects from other Graduate courses within the University.

Credit by substitution may be granted in all Graduate Diploma courses; the Master of Business (by Coursework) and the Master of Business Administration.

Criteria Used to Assess Eligibility for Exemptions and Credit by Substitution

- (i) Level at which the equivalent subject was passed.
- (ii) Duration and hourly commitment per week.
- (iii) Institution where subject was undertaken.
- (iv) Subject matter and assessment procedures.
- (v) Year in which subject successfully completed.

It is unlikely that exemption would be given where the equivalent subject was completed more than five years ago. Consideration may be given if the applicant can demonstrate knowledge of current developments in that area.

Application forms for exemptions are available from the Faculty's Information Office, City Campus. Please submit this application with your application for admission to the programme.

MASTER OF BUSINESS (BY COURSEWORK)

This programme was introduced in 1990. It represents a major innovation to the Faculty's graduate courses. It allows the Faculty to provide substantial specialist courses that are designed for practitioners in functional areas of management. The programme complements the Faculty's MBA, which is a generalist degree for managers.

MASTER OF BUSINESS (ACCOUNTING)

This specialisation is designed to satisfy the Professional Practice Modules of the Institute of Chartered Accountants as part of their academic requirements. It comprises nine subjects, three of which satisfy the requirements of the Institute.

Admission Requirements

1. A degree from a recognised University or College of Advanced Education with an Accounting major, or a relevant (i.e. cognate) Graduate Diploma offered by UTS (or an equivalent course offered by a recognised University or College of Advanced Education) at a credit level;
AND

2. Satisfy the entry requirements set by the Institute of Chartered Accountants in Australia for their Professional Year.

Course Programme

Semester 1

- 79718 Advanced Taxation
22705 Management Planning and Control

Semester 2

- 22751 Corporate Accounting Issues
22730 EDP Control and Audit

Semester 3

- 79811 Taxation Module
22812 Accounting Module 2

Semester 4

- 22810 Accounting Module 1
22760 Applied Research Methods

Semester 5

- 22791 Business Project - Accounting (6 hours)

MASTER OF BUSINESS (ACCOUNTING AND FINANCE)

This specialisation is offered jointly by the School of Accounting and the School of Finance and Economics.

Admission Requirements

1. A degree from a recognised University or College of Advanced Education; and at least two years relevant experience;
OR
2. The completion of a relevant (i.e. cognate) Graduate Diploma offered by UTS (or an equivalent course offered by a recognised University or College of Advanced Education) at a credit level; and at least two years relevant work experience.

Course Programme

(for candidates holding a cognate degree)

Semester 1

- 79733 Companies and Securities Law
25741 Capital Markets

Semester 2

- 22751 Corporate Accounting Issues
25765 Corporate Finance

Semester 3*

- 25721 Investment Management
22743 Financial Statement Analysis and Financial Modelling
22705 Management Planning and Control

Semester 4

- 22760 Applied Research Method plus one elective**
OR
two electives**

Semester 5

- 22793 Business Project - Accounting and Finance (6 hours)
OR
two electives**

- * Students elect to take two of the three subjects offered.
- ** Students who want to take the Accounting Project must take Applied Research Methods. Electives are to be taken from the graduate subjects offered by the Schools of Accounting and Finance and Economics.

Note: Students who gain admission under category 1 but who do not hold a cognate degree must take the following preliminary subjects:

- 22726 Accounting and Financial Administration
25761 Elements of Financial Management

Students who are admitted under category 2 above are eligible for up to 4 exemptions.

Suggested electives include: 22708, 22730, 25705, 25744, 25751, 25752, 25762, 25763, 25764.

MASTER OF BUSINESS (BANKING AND FINANCE)

Admission Requirements

A recognised degree plus at least two years of relevant work experience. Holders of a good cognate degree will be given up to four exemptions. Usually these would be the first four subjects. A limited number of non graduates who have substantial work experience, may be admitted, provided they have successfully completed the Graduate Certificate in Financial Studies with a credit average. Students currently undertaking a relevant Graduate Diploma may transfer to this course provided they have attained a credit average.

Course Programme

Semester 1

- 23703 Economics for Management
25761 Elements of Financial Management

Semester 2

- 25705 Financial Modelling and Forecasting
22726 Accounting and Financial Administration

Semester 3

- 25741 Capital Markets
25765 Corporate Finance

Semester 4

- 79775 Finance Law
25721 Investment Management

Semester 5

- 25743 Corporate Financial Analysis
Elective

Semester 6

- Elective
Elective

Electives

- 25731 International Financial Management
25751 Financial Institution Management
25752 Financial Institution Lending
25762 Synthetic Financial Products
25763 Corporate Treasury Management
25764 Venture Capital Finance
25790 Business Project - Finance

MASTER OF BUSINESS (EMPLOYMENT RELATIONS)

Admission Requirements

1. A cognate degree from a recognised University plus two years of relevant work experience;
OR
2. Possession of the Graduate Diploma in Employment Relations at the credit level (or better) plus two years of relevant work experience.

In the former case, up to four exemptions may be granted from the 12 required subjects, which are listed below:

Semester 1

- 21720 Employment Relations
79731 Industrial Law

Semester 2

- 21719 Organisational Behaviour
Elective

Semester 3

- 21724 Human Resource Management
21725 Organisational Change and Adaptation

Semester 4

- 21702 Industrial Relations
21760 Employment Conditions

Semester 5

- 21751 Management Research Methods
21752 Employment Relations Project Design

Semester 6

- 21750 Advanced Theory in Employment Relations
21716 Employment Relations Project

Students who hold the Graduate Diploma in Employment Relations with credit (or its equivalent), will be required to complete four additional subjects to obtain the Master of Business (Employment Relations). These are:

Autumn Semester

- 21751 Management Research Methods
21752 Employment Relations Project Design

Spring Semester

- 21750 Advanced Theory in Employment Relations
21716 Employment Relations Project

Students who expect to complete the requirements for the Graduate Diploma in Employment Relations at a credit average, may apply to transfer to the Master of Business (Employment Relations). They will be required to undertake the subjects listed above in Semester 5 and Semester 6 of the Masters degree course.

MASTER OF BUSINESS (INTERNATIONAL MARKETING)

Admissions Requirements

1. A degree from a recognised University or College of Advanced Education; and at least two years of relevant work experience
OR
2. The completion of the Graduate Diploma in Marketing offered by UTS (or equivalent course offered by a recognised University or College of Advanced Education) at a credit level; and at least two years of relevant work experience.

Course Programme

Semester 1

- 24702 Marketing Theory and Practice
22740 Accounting for Marketing

Semester 2

- 24710 Buyer Behaviour
24712 Multinational Marketing

Semester 3

- 24720 Marketing Research
Elective

Semester 4

- 24730 Advanced Marketing Management
Elective

Semester 5

- 24743 Contemporary Issues in International Marketing
24755 Applied International Marketing Research (Elective) (1)
or Another elective (2)

Semester 6

- 24744 Competitive International Marketing Strategy
24791 Business Project - International Marketing (2)
or
24755 Applied International Marketing Research (elective)*

Electives

- 21717 International Management
79742 International Business Law
25731 International Financial Management (3)
25736 Asian-Australian Economic Relations

or any other approved and relevant post graduate subject(s) at UTS or other tertiary institutions.

Notes

1. The subject 24755 - Applied International Marketing Research, is a two semester elective subject. Students enrolling for this subject must take it in both semesters 5 and 6.
2. Students not taking Subject 24755 - Applied International Marketing Research, must take an elective in semester 5 and 24791 Business Project - International Marketing in semester 6.
3. Subject 25731 - International Financial Management, has a pre-requisite requirement of subject 25742 - Financial Management, or its equivalent.

MASTER OF BUSINESS (MANAGEMENT)

Admission Requirements

The general admission requirements are:

1. Degree from a recognised University or College of Advanced Education; OR
Evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies in management. (The number of students admitted under this provision will be strictly limited);
AND
2. Evidence that the applicant has current or recent experience at middle to senior management levels in business or the public sector.
3. At least five years of relevant work experience.
4. Applicants must be nominated by a sponsoring organisation which is willing to:
 - (a) pay full course fees
 - (b) allow the student sufficient time off to participate in evening classes, workshops and other activities
 - (c) free the student from all work duties for a three-month period for the Action Learning Programme
 - (d) nominate organisational problems suitable for the Action Learning Programme
 - (e) provide a senior executive who will act as mentor to the student, jointly supervise the Action Learning Programme and ensure that the student has sufficient access and resources to complete the Action Learning Programme.

Course Programme

Semester 1

- 21755 Australian Management
21717 International Management

Semester 2

- 21719 Organisational Behaviour
79729 Legal Environment of Business or
23704 Government-Business Relations

Semester 3

- 21720 Employment Relations
21725 Organisational Change and Adaptation

Semester 4

- 21715 Strategic Management
21730 Managerial Skills Workshop

Semester 5

21756 Business Project - Strategic Management
(6 hours)

21757 Action Learning Programme (6 hours)

Note: 23704 Government-Business Relations requires some acquaintance with formal economics and is only available to those students who satisfy this prerequisite. Please consult your course co-ordinator before enrolling in this subject.

MASTER OF BUSINESS (MARKETING)

The Graduate Diploma in Marketing (GDM) course provides the base entry to the Master of Business (Marketing) Course. Essentially, the Master of Business (Marketing) course adds a further part-time year to the two-year (part-time) GDM. It adds four more subjects to the eight in the GDM for a total of 12 subjects.

Course Programme**Semester 1**

24702 Marketing Theory and Practice

22740 Accounting for Marketing

Semester 2

24710 Buyer Behaviour
Elective

Semester 3

24720 Marketing Research
Elective

Semester 4

24730 Advanced Marketing Management
Elective

Electives

24712 Multinational Marketing

24713 Sales Management

24731 Advertising Management

79741 Marketing Legislation in Australia

24742 New Product Management

Those who are accepted into the Masters course will complete all of the above five 'elective' subjects plus 24750 Marketing Decision Analysis, and 24790 Business Project - Marketing.

**MASTER OF BUSINESS
(OPERATIONS MANAGEMENT)****Admission Requirements**

1. A cognate degree from a recognised University; and a minimum of two years relevant work experience;
OR
2. Completion of the Graduate Diploma in Operations Management at a credit level; and a minimum of two years relevant work experience.

Course Programme**Semester 1**

21741 Operations Management

21742 Quantitative Management

Semester 2

22726 Accounting and Financial Administration

21743 Productivity and Quality Management

Semester 3

21719 Organisational Behaviour

21744 Production Planning and Control or

21745 Service Operations Management

Semester 4

21747 Operations Management Policy
Elective

Semester 5

21751 Management Research Methods

21794 Research Proposal - Operations Management

Semester 6

21795 Research Project - Operations Management
Elective

Electives

21720 Employment Relations

21718 Organisational Analysis and Design

21717 International Management

21746 Ergonomics

21779 Management Skills

**MASTER OF BUSINESS
(TRANSPORT MANAGEMENT)**

The graduate programmes in transport management have been designed with the Chartered Institute of Transport to meet the training/development needs of a rapidly changing transport environment.

Admission Requirements

1. A degree from a recognised University or College of Advanced Education; and a minimum of two years relevant experience.
OR
2. The completion of a relevant (i.e. cognate) Graduate Diploma offered by UTS (or an equivalent course offered by a recognised University or College of Advanced Education) at a credit level; and a minimum of two years relevant work experience.

Course Programme

Semester 1

- 21771 Principles and Practices of Transportation
21742 Quantitative Management

Semester 2

- 21720 Employment Relations
22726 Accounting and Financial Administration

Semester 3

- 24734 Managerial Marketing*
79729 Legal Environment of Business*

Semester 4

- 21772 Transport Operations Management
21719 Organisational Behaviour

Semester 5

- 21751 Management Research Methods
21776 Comparative Studies in Transport Management

Semester 6

- 21747 Operations Management Policy
21793 Business Project - Transport Management

- * Students who are able to demonstrate substantial experience in subjects marked thus* may be allowed to substitute an elective from the following:

- 21715 Strategic Management
21743 Productivity and Quality Management
21744 Production Planning and Control
- Traffic and Transportation
21745 Service Operations Management
21773 Logistics Systems and Physical Distribution
21774 Transport Policy and Planning Analysis
24738 International Marketing Management

Students who already possess an undergraduate degree may be granted exemptions of up to four subjects in which they have had prior tertiary study.

MASTER OF MANAGEMENT (COMMUNITY MANAGEMENT)

Admission Requirements

Category 1:

A Bachelor's degree (in any discipline) plus at least two years relevant work experience.

Category 2:

Possession of undergraduate Diploma, minimum of two years relevant work experience, plus evidence of capacity to complete postgraduate studies.

Category 3:

Possession of other post-secondary qualifications, minimum of two years in a senior specialist or administrative position with a minimum of five years relevant work experience prior to that, plus evidence of capacity to complete postgraduate studies.

Course Programme

Semester 1

- 21766 Managing Community Organisations
21767 Environment of Community Organisations

Semester 2

- 21731 Resource Management
21769 Human Resource Management (Community)

Semester 3

- 21763 Management Information Systems
Elective

Semester 4

- 21718 Organisation Analysis and Design
21778 Raising and Managing Funds

Coursework Stream

Semester 5

- Programme Option
Programme Option

Semester 6

- Programme Option
21759 Strategic Management (Community)

Management Research Stream

Semester 5

- 21781 Social and Community Research
21754 Research Proposal

Semester 6

- 21792 Research Project
21759 Strategic Management (Community)

Programme Options

- 21782 Advanced Resource Management
21762 Clients and Markets
21764 Economics for Public and Community Managers
79749 Law for Managers
21777 Managing Human Resources
21768 Policy Studies
21732 Programme Evaluation
21781 Social and Community Research

MASTER OF MANAGEMENT (PUBLIC MANAGEMENT)

Admission Requirements

1. Degree from a recognised University or College of Advanced Education, and at least two years experience in a specialist administrative or professional role that can be expected to lead to a management position within the public sector.
2. Professional training to Diploma level plus, (i) a minimum of two years experience in a specialist or administrative role in the public sector for which the attainment of a diploma was a pre-requisite, and (ii) evidence of capacity to proceed with a post-graduate programme, demonstrated at an interview.
3. Other formal post-secondary qualifications, whether obtained from an educational institution or otherwise, plus (i) a minimum of two years in a senior specialist or administrative position and at least five years prior experience in the public sector, and (ii) evidence of capacity to proceed with a post-graduate programme, as demonstrated at an interview and through the completion of papers/reports reviewed by the interviewers.

Education Specialisation**Semester 1**

- 21728 Public Sector Management
21733 Environment of Educational Management

Semester 2

- 21735 Resource Management (Education)
21729 Human Resource Management (Public)

Semester 3

- 21736 Communication for Educational Managers
Programme Option

Semester 4

- 21718 Organisation Analysis and Design
Programme Option

Coursework Stream**Semester 5**

- 21753 Advanced Public Sector Management
Programme Option

Semester 6

- 21758 Strategic Management (Public)
21761 Advanced Educational Management

Management Research Stream***Semester 5**

- 21751 Management Research Methods
21754 Research Proposal

Semester 6

- 21792 Research Project
21758 Strategic Management (Public)

General Specialisation**Semester 1**

- 21728 Public Sector Management
21711 Environment of Public Management

Semester 2

- 21731 Resource Management
21729 Human Resource Management (Public)

Semester 3

- Programme Option
Programme Option

Semester 4

- 21718 Organisation Analysis and Design
Programme Option

Coursework Stream**Semester 5**

- 21753 Advanced Public Sector Management
Programme Option

Semester 6

- 21758 Strategic Management (Public)
Programme Option

Management Research Stream***Semester 5**

- 21751 Management Research Methods
21754 Research Proposal

Semester 6

- 21792 Research Project
21758 Strategic Management (Public)

Government Business Enterprise Specialisation

Semester 1

- 21728 Public Sector Management
21711 Environment of Public Management

Semester 2

- 21731 Resource Management
21729 Human Resource Management (Public)

Semester 3

- 21762 Clients and Markets
21763 Management Information Systems

Semester 4

- 21718 Organisation Analysis and Design
21764 Economics for Public and Community
Managers

Coursework Stream**Semester 5**

- 21753 Advanced Public Sector Management
21782 Advanced Resource Management

Semester 6

- 21758 Strategic Management (Public)
Programme Option

Management Research Stream***Semester 5**

- 21751 Management Research Methods
21754 Research Proposal

Semester 6

- 21792 Research Project
21758 Strategic Management (Public)

Health Specialisation**Semester 1**

- 21728 Public Sector Management
21738 Environment of Health Management

Semester 2

- 21739 Resource Management (Health)
21729 Human Resource Management (Public)

Semester 3

- 21749 Computerised Information Systems for
Managers
79749 Law for Managers

Semester 4

- 21718 Organisation Analysis and Design
Programme Option

Coursework Stream**Semester 5**

- 21753 Advanced Public Sector Management
Programme Option

Semester 6

- 21758 Strategic Management (Public)
Programme Option

Management Research Stream***Semester 5**

- 21751 Management Research Methods
21754 Research Proposal

Semester 6

- 21792 Research Project
21758 Strategic Management (Public)

Note: The Health Specialisation of the Master of Management in General Management has been accredited by the Australian College of Health Service Executives.

Social Policy Specialisation**Semester 1**

- 21728 Public Sector Management
21711 Environment of Public Management

Semester 2

- 21731 Resource Management
21729 Human Resource Management (Public)

Semester 3

- 21762 Clients and Markets
Programme Option

Semester 4

- 21718 Organisation Analysis and Design
21764 Economics for Public and Community
Managers

Coursework Stream**Semester 5**

- 21753 Advanced Public Sector Management
Programme Option*

Semester 6

- 21768 Policy Studies
21758 Strategic Management (Public)

*Recommended Elective is Subject 21777 Managing Human Services

Management Research Stream***Semester 5**

- 21751 Management Research Methods or
21781 Social and Community Research
21754 Research Proposal

Semester 6

- 21792 Research Project
21758 Strategic Management (Public)

Programme Options

- 21732 Programme Evaluation
21762 Clients and Markets
21763 Management Information Systems
21764 Economics for Public and Community Managers
21765 Values, Ethics and Outcomes
21768 Policy Studies
21782 Advanced Resource Management
79749 Law for Managers

Special Electives for various Specialisations**Education Specialisation**

- 21730 Managerial Skills Workshop
21777 Managing Human Services
T3342 Ethics and Leadership in Adult Education
T3341 Policy Analysis in Adult Education

General Specialisation

- 21749 Computerised Information Systems for Managers

Government Business Enterprise Specialisation

- 21749 Computerised Information Systems for Managers

Health Specialisation

- 21777 Managing Human Services

Social Policy Specialisation

- 21781 Social and Community Research
21749 Computerised Information Systems for Managers

***Management Research Stream**

This optional stream is available only to those students who attain a minimum Credit average across

all subjects in Semesters 1 to 4 of this course. The aim of the Research Stream is to equip competent students with a range of fundamental research skills to enable them to complete a significant applied research project which, while limited in scope to around 15,000 to 18,000 words, meets the requirements of academic rigour of post-graduate research degrees.

Note: Students who complete Years 1 and 2 may leave the programme and apply for an award of a Graduate Diploma in Management. Those continuing may select either the Coursework Stream or, if a minimum credit average has been attained in Semesters 1-4, the Management Research Stream.

GRADUATE DIPLOMA COURSES**GRADUATE DIPLOMA IN ACCOUNTING AND FINANCE**

The skills required by accountants have been changing over the last decade under the influence of modern technology and this influence is likely to accelerate in the next few years. The major technological influence on accounting, (viewed as a discipline concerned with the management of information for use by organisations and individuals) is the rapid development of computer hardware and software.

There are now two major accounting activities. First there are the technical skills involved in the collection, classification and reporting of information. The second important activity is the understanding of the interface in the use of information. Knowledge of the behavioural impact of accounting information, organisational relations, and the utilisation of accounting information for corporate financial decisions is important to managers of accounting information systems. For instance, many job situations require an understanding of the issues arising in modern finance practice and in particular require techniques for financial appraisal and for designing an appropriate funding mix.

Students enrolling in the programme will also be expected to adapt quickly to these new developments in the profession.

Structure and Scope of the Course

The course comprises eight subjects which may be selected according to academic background and interest. Students who want to deepen their understanding of accounting and information systems would select subjects 22751 Corporate Accounting

Issues, 22730 EDP Control & Audit and 22705 Management Planning and Control. Students who wish to develop their understanding of corporate finance functions would tend to select other subjects. In addition, students interested in banking finance may now select from two new electives: 25751 Financial Institution Management and 25752 Financial Institution Lending. Those who do so may qualify for Senior Associate status with the Australian Institute of Bankers (AIB).

The programme shown hereunder has been designed for maximum flexibility. Any combination of subjects may be chosen from the ones listed (subject to prerequisites shown) except that the subject 22726 Accounting and Financial Administration must not be taken by students who have undertaken an accounting major in undergraduate studies.

The overall study programme will contain some formal lectures but generally the material will be presented in seminars. The knowledge and insight of participants with detailed experience in business and government will be combined with presentations by the academic staff of new developments in their disciplines and the results of current research.

In addition to class activity students will be exposed to the practical aspects of business and a substantial amount of independent reading.

Course Programme

Semester 1

79733 Companies and Securities Law
22708 Management Information Systems

Semester 2

25765 Corporate Finance
22751 Corporate Accounting Issues, or
22726 Accounting and Financial Administration **

Semester 3*

22705 Management Planning and Control
25721 Investment Management
22743 Financial Statement Analysis and Financial Modelling
25751 Financial Institution Management

Semester 4*

22730 EDP Control and Audit
25741 Capital Markets
25744 Current Issues in Finance
25752 Financial Institution Lending

* Students elect to take two of the four subjects offered.

** Students who have completed accounting subjects in their undergraduate studies must not take Accounting and Financial Administration.

Admission Requirements

1. Degree from a recognised University or College of Advanced Education, with an accounting major; and a minimum of two years relevant work experience
OR
2. Evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies in accounting and finance.

A limited number of places in Category (2) will be available to applicants who have extensive business experience and who have held a position of responsibility but who have no formal tertiary education.

GRADUATE DIPLOMA IN ADMINISTRATION

The course has been designed to provide a basis for the development of careers in management for graduates who have not previously undertaken an administrative studies degree course.

Course Objectives

The aims of the course are to enable suitably qualified applicants to:

1. gain an understanding of the administrative processes and a knowledge of contemporary approaches to them for the effective performance of managerial functions;
2. develop and improve skills in decision making and problem solving;
3. obtain an understanding of the environment in which firms operate.

Admission Requirements

The basis of eligibility for admission to the programme is as follows:

1. possession of an undergraduate degree from a recognised University or College of Advanced Education; or other evidence of general and professional qualifications as will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies;
AND
2. a minimum of two years experience in industry, commerce or government.

Course Programme

The programme is structured on a part-time basis over a two year period. Students take a maximum of eight subjects at the normal rate of two per semester, where each subject involves the equivalent of three hours class attendance per week.

Semester 1

23703 Economics for Management
21710 Quantitative Methods

Semester 2

22726 Accounting and Financial Administration
21718 Organisation Analysis and Design

Semester 3

22727 Information for Management Decisions
24701 Contemporary Marketing Management

Semester 4

21715 Strategic Management
79729 Legal Environment of Business

GRADUATE DIPLOMA IN BANKING AND FINANCE

General Information

The method of entry to this course is the prior successful completion of either the Graduate Certificate in Financial Studies or the Graduate Certificate in Banking.

The student then undertakes the remaining four subjects during his/her period of enrolment in the Graduate Diploma.

Course Programme

23703 Economics for Management
25761 Elements of Financial Management
22726 Accounting and Financial Administration
25705 Financial Modelling and Forecasting
25741 Capital Markets
25751 Financial Institution Management
25752 Financial Institution Lending
25721 Investment Management, or
79775 Finance Law

Admission Requirements

Prior completion of either the Graduate Certificate in Financial Studies or the Graduate Certificate in Banking.

Course Fees

This course is offered on a full fee paying basis. The current cost is \$1,250 per subject.

GRADUATE DIPLOMA IN EMPLOYMENT RELATIONS

The course has been designed primarily for men and women who are currently employed or show potential for employment, at senior policy-making levels in the fields of employment relations, including the specific areas of personnel management, industrial relations, occupational health, affirmative action and training.

Course Objectives

The main objective is to provide an opportunity for such people to study in-depth and at a professional level those factors contributing to the complexity of decision-making in Australian Personnel Management and Industrial Relations and as a result of this study to improve the quality of their own skills, problem-solving and decision making and advice to senior management. In addition the course provides an opportunity for line managers from the functional areas of management, and other qualified persons with a specialist interest, to improve their competency in this field.

Admission Requirements

Admission to the course is open to applicants who:

1. Possess a Bachelors Degree from the University of Technology, Sydney;
OR
2. Possess an equivalent qualification;
OR
3. Submit such other evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

In addition to the above formal qualifications to qualify for admission to the programme, applicants need to provide evidence that:

- (a) they have had recent practical experience at a responsible level in either Personnel Management or Industrial Relations: in business, the public sector or trade unions;
- (b) they are gaining experience in Employment Relations that will subsequently equip them to hold a responsible senior position; OR
- (c) they have had experience in line management where further knowledge and skills in Personnel Management and/or Industrial Relations would be extremely beneficial.

Admission to the course is on a quota basis and is determined on the basis of the student's ability to cope with the content of the course, benefit from it and make use of it in Australian business or government organisations.

Each student's study programme is made up of formal lectures, seminars, project and field work. In the final stages of the course students are involved to a greater degree in seminar activity involving independent reading and discussion in seminar sessions of topics essential to the field.

The aim of the whole course is to achieve a sound balance of theory and practice. Consequently the course includes such practical activities as participation in staff selection activities and human resource development activities, observation of day-to-day activities of trade union officials, observation of proceedings before industrial tribunals, etc.

Course Programme

(All subjects equivalent to three hours attendance per week.)

Semester I

21720 Employment Relations
79731 Industrial Law

Semester 2

21719 Organisational Behaviour
Elective*

Semester 3

21724 Human Resource Management
21725 Organisational Change and Adaptation

Semester 4

21702 Industrial Relations
21760 Employment Conditions

*Elective

Students choose one of the following subjects:

79711 Advanced Industrial Law
21729 Public Personnel Management
OR

A graduate subject conceptually related to the course and the student's own area of interest and responsibility, as approved by the course co-ordinator.

GRADUATE DIPLOMA IN MARKETING

Course Objectives

The objectives of the course are:

- to provide an understanding of marketing, marketing management, and marketing functions;
- to develop skills in identifying marketing management problems;
- to foster skills in developing and analysing alternative marketing strategies for solving marketing management problems;
- to develop skills in generating, evaluating, and utilising relevant information for use in solving marketing management problems.

Structure and Scope of the Course

Each student's study programme is made up of formal lectures, case studies, projects and field work. Because of the small numbers of students in each class, emphasis through the course is placed on collaborative effort of students and staff. In the final stages of the course, students are involved to a greater degree in seminar activity involving independent reading and discussion in seminar sessions of topics essential to the field. The aim of the course is to achieve a sound balance of theory and practice. Consequently the course includes such practical activities as participation in a market research project and examination of current marketing case studies.

The course has been designed so that it has some flexibility and the individual course programme caters for the professional development needs of each student. Consequently there are a number of common subjects to be completed by all students, and in addition, provision has been made to allow some concentration in the final stages.

The course commences with necessary foundation subjects, branches into functional sub-disciplines and concludes with an integrating subject.

As a result of the practical nature of the course, students are required to participate in projects set by individual subject co-ordinators. These do not extend beyond one semester and are aimed at integrating subject matter, particularly in the final semester subject.

Course Programme

Semester I

24702 Marketing Theory and Practice
22740 Accounting for Marketing

Semester 2

24710 Buyer Behaviour
Elective

Semester 3

24720 Marketing Research
Elective

Semester 4

24730 Advanced Marketing Management
Elective

Elective Subjects

24731 Advertising Management
79741 Marketing Legislation in Australia
24712 Multinational Marketing
24742 New Product Management
24713 Sales Management

Admission Requirements

Subject to the availability of places, admission to the course will be open to applicants who:

1. Are graduates, including diplomates, of a University or College of Advanced Education;
OR
2. Possess an equivalent qualification;
OR
3. Submit such other evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

In addition to the above formal qualifications, applicants are required to provide evidence of substantial relevant experience in business or the public sector.

A limited number of places will be available to applicants who have gained extensive business experience and have held a position of responsibility but who have no formal tertiary education.

GRADUATE DIPLOMA IN OPERATIONS MANAGEMENT

This course is directed at two levels. Firstly, the operations manager (or potential operations manager) who recognises the need for training in the management of operations, and secondly, other functional managers, including those in general management, who seek to improve their managerial effectiveness by developing some knowledge of operations management.

Admission Requirements

Subject to the availability of places, admission to the course will be open to applicants who:

1. Are graduates, including diplomates of a University or College of Advanced Education;
OR
2. Possess an equivalent qualification;
OR
3. Submit such other evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies;
AND
4. Have substantial relevant experience in business or the public sector.

A limited number of places will be available to applicants who have gained extensive business experience and have held a position of responsibility but who have no formal tertiary education.

Course Programme

Semester I

- 21741 Operations Management
- 21742 Quantitative Management

Semester 2

- 22726 Accounting and Financial Administration
- 21743 Productivity and Quality Management

Semester 3

- 21719 Organisational Behaviour
- 21744 Production Planning and Control or
- 21745 Service Operations Management

Semester 4

- 21747 Operations Management Policy
Elective

Elective Subjects

- 21746 Ergonomics
- 21720 Employment Relations
- 21718 Organisation Analysis and Design

GRADUATE DIPLOMA IN TRANSPORT MANAGEMENT

The graduate programmes in transport management have been designed with the Chartered Institute of Transport to meet the training/development needs of a rapidly changing transport environment.

The industry is in transition. Issues such as deregulation, labour market reform, intermodal integration, transport terminal management (airports, rail, seaports) and the increased use of information technologies will challenge industry managers over the next decade.

These issues and the skills that will be required to confront them - including specialist transport skills as well as generic management skills in finance, employee relations, marketing - are introduced in to a basic level in the Graduate Certificate and developed to a higher level in the Graduate Diploma and Master of Business (Transport Management).

Successful completion of the Graduate Diploma, or Master of Business (Transport Management), allied with appropriate experience would be deemed to meet the requirements for full Corporate Membership of the Chartered Institute of Transport.

Structure and Scope of the Course

This is a two year part-time course which shares a common programme with the first two years of the Masters degree programme. It builds basic skills in transport management and moves on to develop more

specialised skills in transport operations management, in marketing, and in the organisational and business environment of transport companies.

Course Programme

Semester 1

- 21771 Principles and Practices of Transportation
- 21742 Quantitative Management

Semester 2

- 21720 Employment Relations
- 22726 Accounting and Financial Administration

Semester 3

- 24734 Managerial Marketing*
- 79729 Legal Environment of Business*

Semester 4

- 21772 Transport Operations Management
- 21719 Organisational Behaviour

* Students who are able to demonstrate substantial experience in subjects marked thus* may be allowed to substitute an elective from the following:

- 21715 Strategic Management
- 21743 Productivity and Quality Management
- 21744 Production Planning and Control
- 21745 Service Operations Management
- Traffic and Transportation
- 21773 Logistics Systems and Physical Distribution
- 21774 Transport Policy and Planning Analysis
- 24738 International Marketing Management

Admission Requirements

The general admission requirements are:

1. The prior successful completion of the Graduate Certificate in Transport Management;
OR
2. Degree from a recognised University or College of Advanced Education; and a minimum of two years relevant work experience;
OR
3. Evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

GRADUATE CERTIFICATE IN BANKING

The skills required by people in the finance industry whether it be in banking or corporate finance have been changing over the last decade, under the influence of modern technology, deregulation and globalisation of the financial system.

The purpose of the course is to provide banking practitioners with the opportunity to acquire performance enhancing skills and expertise in the finance industry. The course will provide the knowledge and skills required of the modern successful banker. The successful completion of the Graduate Certificate in Banking may provide graduates with qualifications for Senior Associate membership of the Australian Institute of Bankers.

Course Programme

The course is a one year part-time programme.

Semester 1

- 25741 Capital Markets
- 25751 Financial Institution Management

Semester 2

- 25752 Financial Institution Lending
- 25721 Investment Management
or
- 79775 Finance Law

Admission Requirements

The general admission requirements are:

1. Degree from a recognised University or College of Advanced Education; and a minimum of two years relevant work experience in the finance industry;
OR
2. Completion of the Graduate Certificate in Financial Studies;
and relevant work experience in the finance industry.

Transfer to the Master of Business (Banking and Finance)

Students who have successfully completed the course at a credit average (and without any failures) may be eligible to apply for entry to the Master of Business (Banking and Finance). Exemptions for up to four subjects may be granted.

Transfer to the Graduate Diploma in Banking and Finance

Students who have successfully completed either the Graduate Certificate in Financial Studies or the Graduate Certificate in Banking, may apply to transfer to the Graduate Diploma in Banking and Finance.

If this option is taken the student will undertake the remaining four subjects of the Graduate Diploma in Banking and Finance in his/her second (and final) year of study.

Course Fees

This course is offered on a full fee paying basis. The current cost is \$1,250 per subject.

GRADUATE CERTIFICATE IN FINANCIAL STUDIES

The skills required by people in the finance industry whether it be in banking or corporate finance have been changing over the last decade, under the influence of modern technology, deregulation and globalisation of the financial system.

The aim of the course is to provide a tertiary level knowledge of the foundations of modern finance theory and practice. It would be of particular interest to those graduates working in the various fields of finance whose degree is in a field other than Business, Finance, Commerce or Accounting.

The course may also be undertaken by a limited number of non-graduates who have outstanding work experience.

Course Programme

The course is a one year part-time programme.

Semester 1

23703 Economics for Management

25761 Elements of Financial Management

Semester 2

22726 Accounting and Financial Administration

25705 Financial Modelling and Forecasting

Admission Requirements

The general admission requirements are:

1. Degree from a recognised University or College of Advanced Education; and a minimum of two years relevant work experience
OR
2. Evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

Transfer to the Master of Business (Banking and Finance)

Successful completion of the course at a credit average (and without any failures) provides entry qualification to the Master of Business (Banking and Finance), with exemptions from the first year.

However, if the Master of Business (Banking and Finance) is subject to quota and the number of applicants from the Graduate Certificate in Financial Studies exceeds this quota, applications will be accepted in order of merit.

Transfer to the Graduate Diploma in Banking and Finance

Students who have successfully completed either the Graduate Certificate in Financial Studies or the

Graduate Certificate in Banking, may apply to transfer to the Graduate Diploma in Banking and Finance.

If this option is taken the student will undertake the remaining four subjects of the Graduate Diploma in Banking and Finance in his/her second (and final) year of study.

Course Fees

This course is offered on a full fee paying basis. The current cost is \$1250 per subject.

GRADUATE CERTIFICATE IN TRANSPORT MANAGEMENT

The graduate programmes in transport management have been designed with the Chartered Institute of Transport to meet the training/development needs of a rapidly changing transport environment.

The industry is in transition. Issues such as deregulation, labour market reform, intermodal integration, transport terminal management (airports, rail, seaports) and the increased use of information technologies will challenge industry managers over the next decade.

These issues and the skills that will be required to confront them - including specialist transport skills as well as generic management skills in finance, employee relations, marketing - are introduced in to a basic level in the Graduate Certificate and developed to a higher level in the Graduate Diploma and Master of Business (Transport Management).

Successful completion of the Graduate Diploma, or Master of Business (Transport Management), allied with appropriate experience would be deemed to meet the requirements for full Corporate Membership of the Chartered Institute of Transport.

Course Programme

This one-year, part-time programme consists of four subjects and aims to provide transport managers with the basic knowledge and skills - in the areas of quantitative management, employment relations, accounting and finance - as well as an introduction to transportation principles and practices.

Semester 1

21771 Principles and Practices of Transportation

21742 Quantitative Management

Semester 2

21720 Employment Relations

22726 Accounting and Financial Administration

Admission Requirements

The general admission requirements are:

- 1 Degree from a recognised University or College of Advanced Education; and a minimum of two years relevant work experience;
OR
2. Evidence of general and professional qualifications that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

RESEARCH PROGRAMME

DOCTOR OF PHILOSOPHY

The University of Technology, Sydney offers a Doctor of Philosophy (PhD). Supervision of candidates is undertaken by appropriate academic staff from within the Faculty.

For further information contact the Graduate School of Business on 330 3552.

MASTER OF BUSINESS (BY THESIS)

The Faculty offers a limited number of places each year to suitably qualified students to follow a programme of study leading to the award of Master of Business (MBus) available on a full-time or part-time basis, for graduates seeking to extend and deepen their knowledge by undertaking an appropriate research investigation under professional supervision by academic staff of the Faculty. For each candidate a member of the University staff is appointed as principal supervisor. Additional supervisors may be appointed to cover a particular inter-disciplinary need or when the location of a candidate's research makes sustained face-to-face contact with the principal supervisor difficult.

Admission Requirements

The general rules for Masters Degrees by thesis apply to the Master of Business. To be eligible for admission to the Masters Degree programme, applicants shall:

1. possess a Bachelor of Business Degree from the University of Technology, Sydney or possess an equivalent qualification, AND
2. satisfy the Faculty that they possess the qualities which will enable them to perform at a high level in graduate research work.

Each applicant is required, prior to admission, to submit a thesis topic for acceptance in the programme. In general, proposed topics will be raised in the first instance with the programme co-ordinator.

The co-ordinator will then advise which Head of School should be contacted. The student should then resolve with the relevant Head of School whether the thesis topic is manageable.

Course Requirements

Two subject requirements have been established to help each candidate with the preparation of his or her thesis. The first is a research techniques subject, the second subject involves formal seminar presentations giving an update of thesis research. Each of the Faculty's four schools co-ordinates and organises its own two-subject sequence. These are detailed below for each of the schools.

School of Management

21785 Research Techniques in Management

21786 Research Seminars in Management

School of Accounting

22785 Research Techniques in Accounting

22786 Research Seminars in Accounting

School of Finance and Economics

23785 Research Techniques in Finance and Economics

23786 Research Seminars in Finance and Economics

School of Marketing

24785 Research Techniques in Marketing

24786 Research Seminars in Marketing

Students are required to complete the two-subject sequence relevant to their thesis topic. Thus, a student who is researching a topic in Accounting will be required to complete 22785 and 22786, and so on.

The first subject is normally taken in Autumn Semester, immediately following admission to the course. It introduces each candidate to a range of methodologies used in researching business topics.

The second is a continuing subject, taken every semester. It provides a forum for candidates to present papers which form part of the preparation of their thesis. Attendance at these seminars is compulsory, as is the presentation of one paper each semester. These seminars will be held in the evenings on approximately seven occasions each semester. In addition, candidates may be required to successfully complete particular subjects which will assist them in completing their thesis.

In certain cases, students may be required to undertake supplementary subjects as a part of their preparation.

In general terms, the requirement of the degree is the preparation of a thesis which is judged by its examiners to be:

“...a distinct contribution to the knowledge of the subject whether by original investigation or by review, criticism or design.”

The thesis itself is expected to be in the vicinity of 40,000 words, and be of distinct relevance to business in areas such as Accounting, Marketing, Finance and Economics and Management.

A Masters Degree candidate shall not normally be eligible for the award of a Masters Degree by thesis until:

- (a) in the case of a full-time student, at least four semesters have elapsed from the time of his/her registration as a Masters Degree candidate, OR
- (b) in the case of a part-time or external student, at least six semesters have elapsed from the time of his/her registration as a Masters Degree candidate, except that a student who is specially qualified in the relevant discipline may, with the approval of Academic Board, be eligible for the award in less than the normal minimum time.

Course Programme

26700 Master of Business - Full time

26701 Master of Business - Part time

CONTINUING MANAGEMENT EDUCATION PROGRAMME

The Faculty offers a range of short courses on specialist professional topics, and is constantly expanding its activities in this direction. In addition to those advertised, extension courses can often be arranged on request from a suitable number of applicants. A variety of durations and attendance patterns can be arranged to suit clients' needs.

Most courses are conducted by the Continuing Education Directorate or the Centre for Management Studies. Courses offered are:

- Accelerated Personal Performance
- Accounting A
- Accounting B
- Accounting and Finance for Managers
- Accounting and Profit Control for Non-Financial Executives
- Accounting for the Sales and Marketing Function
- Advanced Income Tax
- Advertising: Its Place in the Marketing Mix
- Advertising Management

- Applied Financial Management
- Auditing
- Australian Corporation Law
- Bank Lending
- Better Business Writing
- Business and Commercial Law
- Business Computing Certificate
- Business Planning
- Business to Business Marketing
- Commercial Banking and Finance
- Commercial Negotiation Skills
- Company Law
- Corporate Financial Statement Analysis
- Corporate Reporting
- Creative Aspects of Advertising and Direct Marketing
- dBase 111+
- Ensuring Employee Performance
- Ergonomics
- Ergonomics Fundamentals
- Essentials of Law for Managers
- Finance for Non-Financial Executives
- Financial Accounting 1-92
- Financial Decision Making
- Financial Institutions and Markets
- Financial Management
- Financial Statement Analysis
- Fundamental Techniques of Total Quality Control
- FX and Money Markets
- Graduate Conversion Course in Accounting
- How to Become a Successful Manager
- How to Evaluate a Business Venture
- Indirect Taxes
- Industry Economics
- Insurance Contracts
- Introduction to Direct Marketing
- Introduction to Microcomputers
- Investments and Portfolio Management
- Legal Aspects of Personnel Management
- Life Insurance Practice
- Life Insurance Laws
- Lotus 1-2-3
- Management Accounting 1
- Management Accounting 2
- Management Development Programme for the Aged Care Industry
- Management Information for Life Insurance Companies
- Managerial Skills
- Market Research
- Marketing Concepts
- Marketing of Services
- Marketing Practice
- Occupational Health and Safety
- Operations Management
- Options
- Personal Investment

- Planning, Developing and Managing New Products
- Politics of Power and Survival in Business
- PR and Public Affairs
- Presentation Skills
- Principles and Practices for Human Resource Training and Development
- Principles of Marketing
- Project Management
- Reinsurance
- Revenue Law
- Risk Management
- Sales Management
- Selection and Interviewing
- Strategic Planning and Organisational Development
- Superannuation and Retirement Planning
- Taxation Law
- Theory of General Insurance
- Total Quality Management

LEISURE & TOURISM STUDIES

The School of Leisure and Tourism Studies was established in 1986, although programmes in the area had commenced in 1979. The School now offers eight award programmes in the field of leisure and tourism studies: Bachelor of Arts (Leisure Studies), Bachelor of Arts (Tourism Management), Bachelor of Arts (Human Movement Studies), Bachelor of Arts (Leisure Studies) (Honours), Graduate Diploma in Leisure Studies, Graduate Diploma in Tourism Management, Graduate Diploma in Arts Management and Master of Arts (Leisure Studies). This range of programmes caters for persons wishing to become professional workers in the growing leisure, tourism and sports industries at all levels, from programming and leadership to middle management.

TOURISM INDUSTRY ADVISORY COMMITTEE

Mr. G. Buckingham, Sales Manager (Industry), Australian Airlines.

Mr. G. Buckley, Director of Travel and Tourism Research, Frank Small and Associates.

Mr. P. Crombie, General Manager, N.S.W. Tourism Commission.

Mr. J. Dart, Chief Executive, Australian Federation of Travel Agents.

Mr. W. Faulkner, Director, Bureau of Tourism Research.

Mr. A. Gilmour, Professor of Environmental Studies and Director Graduate School of the Environment, Macquarie University.

Mr. P. Harbison, Blake Dawson Waldron.

Mr. R. Harris, Lecturer, School of Leisure and Tourism Studies, UTS.

Mr. W. Hollow, Director Wholesale, Travel Scene Holidays.

Mr. J. Kelley, Manager N.S.W., AAT Kings Tours Pty. Ltd.

Mr. I. Kennedy, Vice President South Pacific, Pacific Asia Travel Association.

Mr. B. Kirkham, N.S.W. Manager, Qantas Airways.

Ms. K. Kohan, Financial Controller, The Regent.

Dr. R. Lynch, Head, School of Leisure and Tourism Studies, UTS.

Mr. J. McKernan, National Marketing Manager, Australian Tourism Industry Association.

Mr. M. Mannington, Director, ID Tours South Pacific Pty. Ltd. (Chairperson).

Mr. R. Ravinder, Lecturer, School of Leisure and Tourism Studies, UTS.

Mr. D. Simpson, Director, Dain Simpson Associates.

Mr. A. South, Director Hotels and Leisure Division, Colliers Jardine.

Mr. L. Stear, Senior Lecturer, School of Leisure and Tourism Studies, UTS.

Mr. M. Testoni, General Manager, Gledswood Homestead.
 Mr. A. Thirlwell, Managing Director, Australian Tourism Commission.
 Mr. M. Woodbridge, Director, Radison Hotels.
 Mr. M. Woolley, Publisher, Traveltrade.

SPORTS MANAGEMENT ADVISORY COMMITTEE

Ms. J. Cripps, Development Officer, N.S.W. Sports Council for the Disabled.
 Ms. N. Dix, National Executive Director, All Australia Netball Association Ltd.
 Mr. R. Elphinston, General Manager, Sydney Olympics 200 B.d.
 Dr. R. Lynch, Head, School of Leisure and Tourism Studies, UTS.
 Mr. I. Macleod, National Media and Public Relations Officer, Royal Life Saving Society of Australia.
 Mr. R. McMurtrie, General Manager, Auto Cycle Union of Australia.
 Mr. A. Mewett, Executive Officer, Australian Bowls Council.
 Dr. J. Moncrieff, Associate Professor, School of Leisure and Tourism Studies, UTS.
 Mrs. J. Morrison, Secretary, N.S.W. Chapter of Australian Society of Sports Administrators.
 Mrs. K. Sheedy, N.S.W. State Manager, New South Wales State Centre Inc. Surf Life Saving Association of Australia.
 Mr. W. Spinks, Senior Lecturer, School of Leisure and Tourism Studies, UTS.
 Mr. R. Eustace, Director, Fitness Consultancy.

ARTS MANAGEMENT ADVISORY COMMITTEE

Mr. G. Bolters, Sydney.
 Mr. M. Brown, National Arts Industry Training Council.
 Ms. E. Butcher, Administrator, NIDA.
 Mr. J. Cooper, Lecturer, Department of Business Law, UTS.
 Ms. M. Delofski, Australian Film Commission.
 Ms. G. Hawkins, Senior Lecturer, School of Leisure and Tourism Studies, UTS.
 Dr. E. Jacka, Communications Law Centre, University of N.S.W.
 Ms. M. Jacka, Actors Equity.
 Dr. R. Lynch, Head, School of Leisure and Tourism Studies, UTS.
 Ms. D. Mills, CCDU, Australia Council.
 Ms. H. Mills, Concert Music ABC.
 Mr. A. Mitchell, Lecturer in Performance Studies, Faculty of Social Sciences, UTS.
 Dr. I. Palmer, Senior Lecturer, School of Management, UTS.

Mr. P. Roth, Performing Arts Board, Australia Council.
 Ms. D. Sharpe, Sly and Weigall.
 Mr. R. Sweica, Community Services, Powerhouse Museum.
 Mr. R. Taylor, Adjunct Lecturer in Financial Management, UTS.
 Mr. A. Veal, Associate Professor, School of Leisure and Tourism Studies, UTS.

LEISURE INDUSTRY ADVISORY COMMITTEE

Mr. G. Best, Acting Deputy Director, Department of Sport, Recreation and Racing (Chairperson).
 Mr. I. Bowden, Commercial Manager, Australian Post-Tel Institute.
 Mr. P. Brown, Senior Lecturer, Division of Leisure Studies, University of Newcastle.
 Mr. C. Conroy, Manager, Out and About Activities.
 Ms. M. Ferguson, Recreation Officer, Drummoyne Council.
 Mr. N. Goldspring, Manager, N.S.W. Academy of Sport.
 Mr. B. Hayllar, Senior Lecturer, School of Leisure and Tourism Studies, UTS.
 Ms. C. Heley, Education and Training Officer, Meetings Industry Association.
 Mr. F. Hilson, Chairperson, Australian Council for Rehabilitation of Disabled.
 Mr. P. Jonson, Lecturer, School of Leisure and Tourism Studies, UTS.
 Ms. M. Koloff, Senior Consultant, Hotel/Motel and Leisure Department, Baillieu Knight Frank.
 Dr. R. Lynch, Head, School of Leisure and Tourism Studies, UTS.
 Ms. W. McCarthy, Executive Director, The National Trust of Australia (N.S.W.).
 Mr. P. McKay, General Manager, Harbord Diggers Memorial Club.
 Mr. R. Menachemson, General Manager, AMF Bowling Centres.
 Mr. G. Roberts, Manidis Roberts Consultants.
 Mr. P. Wilson, General Manager, Leisure N.S.W.

BACHELOR OF ARTS (LEISURE STUDIES)

The Bachelor of Arts (Leisure Studies) provides students with the knowledge and professional skills necessary to operate within the leisure industries. Graduates of this programme develop theoretical knowledge and skills relevant to the organisation, researching, planning, administration, marketing and equitable distribution of leisure services. The degree prepares graduates for employment in various leisure industry sectors including community arts, natural resource management, community development, leisure marketing, tourism, commercial leisure and sports administration.

BACHELOR OF ARTS (TOURISM MANAGEMENT)

The Bachelor of Arts (Tourism Management) was introduced in 1989. The curriculum focuses on producing graduates with a strong understanding of the distinctive features of tourism and the tourism industry, with the knowledge and range of skills which provide the flexibility to effectively manage in an environment of significant growth and change. The programme will also develop students' understanding of tourism as an increasingly important social phenomenon, which will foster an appropriately critical approach to this field of study.

BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES)

The course is focused on producing graduates with a strong understanding of the processes and mechanisms underlying human movement and with the knowledge base and skill repertoire necessary to manage and plan human movement activities in the leisure and education contexts. The course will provide graduates with the necessary skills to gain initial employment in the human movement field as well as the analytical skills necessary for critical appraisal of developments in the field.

BACHELOR OF ARTS (LEISURE STUDIES)(HONOURS)

The Bachelor of Arts (Leisure Studies)(Honours) is designed to provide outstanding undergraduate students with the opportunity to undertake a one year full-time advanced programme of study. The direction of this programme will be largely determined by individual students in consultation with their academic adviser.

GRADUATE DIPLOMA IN ARTS MANAGEMENT

The Graduate Diploma in Arts Management is a two year part-time course offered with the support of the National Arts Industry Training Council. It is an intensive course designed primarily for administrators who have experience in the arts industries and are seeking professional management training. The emphasis of the course is on management skills applied in a cultural context.

GRADUATE DIPLOMA IN LEISURE STUDIES

The Graduate Diploma was specifically designed to cater for those persons who already have a professional qualification in a related area or who have had long work experience in the field. Like the Bachelor of Arts programme it concentrates on the needs of middle management in the leisure industry to understand the social, economic and institutional context which give shape to both the leisure choices made by individuals and to the range of opportunities from which they are able to choose.

GRADUATE DIPLOMA IN TOURISM MANAGEMENT

The Graduate Diploma is an advanced and intensive programme designed to meet the vocational needs of graduates seeking or pursuing management careers in the tourism industry. The programme was introduced in 1988 in response to the growing need in public and private sector firms and organisations for highly skilled managers with detailed knowledge and understanding of tourism systems and their operating environments. The Graduate Diploma is distinctive among tourism programmes in that its coverage of the tourism industry encompasses all sectors viewed from a managerial perspective.

MASTER OF ARTS (LEISURE STUDIES) (By Thesis or Coursework)

The Master of Arts (Leisure Studies) is an advanced programme of studies which will provide an opportunity for those working in or entering the leisure profession - in the public, private, voluntary or academic sector - to study the subject in greater depth than has previously been possible in New South Wales.

BACHELOR OF ARTS (LEISURE STUDIES)

Structure of the Programme

The Bachelor of Arts (Leisure Studies) comprises three elements:

1. Social Theory

These subjects are designed to develop in students an understanding of people and their social, political and physical environments. They include:

- Developmental and Educational Psychology
- Microeconomics
- Leisure In Social Context
- Contemporary Management Practices
- Organisational Behaviour

2. Leisure Studies Core

The following subjects provide a common conceptual grounding in theories of leisure and an understanding of the structure and distribution of leisure services:

- Leisure in Australia
- Leisure, Sport and Culture
- Social Psychology of Leisure
- Leisure Theory
- Leisure and Public Policy
- Leisure and Specific Populations

The following subjects develop knowledge and skills relevant to the research, planning, analytic and management tasks performed by professionals in the leisure field:

- Law for Leisure, Sport and Tourism
- Leisure Programme Planning
- Information Technology for Leisure and Tourism
- Leisure Research
- Principles of Marketing
- Leisure and Tourism Planning
- Accounting Practices (Leisure Services)

The following subjects integrate the theoretical and applied facets of leisure studies:

- Professional Practice I and II
- Contemporary Issues in Leisure

3. Leisure Studies Electives

These subjects are designed to equip students with specialist knowledge and skills relevant to the diverse leisure industry. Students have a choice of 6 electives.

- Tourism Systems
- Arts and Entertainment Management
- Parks and Natural Areas Management I
- Administration of Australian Sport
- Tourism Industry
- Parks and Natural Areas Management II
- Human Ecology
- Recreation Facility Design and Management

- Recreation Leadership
- Leisure and Education
- Individual Research Project
- Community Arts
- Sport in Recreation
- Water Based Recreation
- Community Fitness and Lifestyle I and II
- Outdoor Education I and II

For example, students may use their elective options to pursue a sub-major in a separate area of study offered by another Department. Possible areas of study include communication, management, legal studies, health studies, and others.

Admission Requirements

Admission to the Bachelor of Arts (Leisure Studies) is available to:

- Students who have completed their secondary education in New South Wales and gained the Higher School Certificate, or the equivalent qualification from another state, and
- Mature aged persons where preference will be given to people with vocational experience in recreation or a related field, and
- Graduates from the Associate Diploma (Recreation) with a credit (or equivalent) subject average, who will be granted automatic entry.

Admission with Advanced Standing

An applicant who presents qualifications additional to those required for admission may, under Kuring-gai Campus regulations, be granted Advanced Standing.

It is anticipated that applications for Advanced Standing will come from the following sources:

- (a) Students who may have completed part or all of an Associate Diploma in Recreation (either at University of Technology, Sydney (Kuring-gai Campus) or from an interstate college).
- (b) Students who have been enrolled in the Associate Diploma programme prior to 1989 and who wish to apply for entry to the degree may expect to be granted status in those subjects for which there is an equivalent in the revised Associate Diploma programme. Any other subjects will be considered on their merit.
- (c) From students who may have completed part of the UG1 degree programme in Recreation at Charles Sturt University (Bathurst).
- (d) From students who may have completed part of a degree in a related area of study, notably Social Science or Business Studies, or part of a Leisure/Recreation degree offered by an interstate college.
- (e) From students who have been employed in the leisure field, either in a formal capacity or by way of voluntary endeavour.

Applications for Advanced Standing are considered individually on their merits and students will be expected to provide supporting documentation. The granting of credit depends upon: the degree of similarity to the nominated University of Technology, Sydney (Kuring-gai Campus) equivalent, the level at which the subject was completed, and the length of time elapsed since completion of the subject.

Attendance Patterns

The Bachelor of Arts (Leisure Studies) is taught on a full-time and part-time basis. The normal time for completion of the requirements is three years (six semesters) or part-time equivalent. In special circumstances the Faculty Board may grant an extension of time to complete. Full-time students should be aware that they will be required to attend evening classes and part-time students may be required to attend day time classes as part of their programme of study.

Workload

All subjects in the Bachelor of Arts (Leisure Studies) specify three hours per week class contact. Such contact involves lectures, tutorials, workshops, seminars or a combination of these. However, the number of weekly hours and the form of class contact may vary.

The total work load per week for each subject is defined in terms of a 'week-hours' weighting which recognises that class contact is only one part of course work. Each subject is given a 'week hour' weighting of between six and eight hours.

Progression in the Programme

Progression in the programme will be by subject rather than by semester. However, in determining a student's progression, consideration will be given to subject prerequisites or corequisites and the maximum time permitted for the completion of the Bachelor of Arts (Leisure Studies).

Assessment

Assessment is progressive throughout the course. Typical methods would include reports, essays, tutorials, seminar and workshop presentations, resource development and examinations.

Graduation Requirements

In order to qualify for the award of Bachelor of Arts (Leisure Studies) the student must complete 28 subjects, comprising 22 core subjects and 6 elective subjects.

Typical Patterns of Study

The typical pattern of study for a full-time student in the programme is shown below.

BACHELOR OF ARTS (LEISURE STUDIES)

Typical full-time programme

Semester 1

27129 Information Technology for Leisure and Tourism
27127 Leisure in Social Context
27126 Leisure in Australia
E2105 Developmental and Educational Psychology
25110 Microeconomics

Semester 2

24105 Principles of Marketing
27314 Leisure, Sport and Culture
27106 Social Psychology of Leisure
27223 Leisure Programme Planning
27510 Professional Practice 1

Semester 3

21130 Organisational Behaviour
27326 Leisure and Specific Populations
27225 Leisure Research 1
– Accounting Practices (Leisure Services) Elective
27150 Professional Practice 1 (cont)

Semester 4

27323 Leisure and Public Policy
27325 Leisure Research II
K36616 Contemporary Management Practice
Elective 2
Elective 3

Semester 5

27523 Leisure and Tourism Planning
27526 Leisure Theory
27250 Professional Practice II
Elective 4
Elective 5

Semester 6

27606 Contemporary Issues in Leisure
27628 Law for Leisure, Sport and Tourism
Elective 6
27250 Professional Practice II (cont)

Typical Part-Time Programme

Semester 1

- 27129 Leisure in Australia
E2105 Developmental and Educational Psychology
27129 Information Technology for Leisure and Tourism

Semester 2

- 27106 Social Psychology of Leisure
24105 Principles of Marketing

Semester 3

- 27127 Leisure in Social Context
25110 Microeconomics
21130 Organisational Behaviour

Semester 4

- 27314 Leisure, Sport and Culture
27223 Leisure Programme Planning
27150 Professional Practice I

Semester 5

- 27326 Leisure and Specific Populations
Elective
27510 Professional Practice I (cont)

Semester 6

- 27323 Leisure and Public Policy
K36613 Contemporary Management Practice

Semester 7

- 27225 Leisure Research I
22105 Accounting A

Semester 8

- 27325 Leisure Research II
Elective

Semester 9

- 27523 Leisure and Tourism Planning
27628 Law for Leisure, Sport and Tourism
27250 Professional Practice II

Semester 10

- Elective 3
Elective 4
27250 Professional Practice II (cont)

Semester 11

- 27526 Leisure Theory
Elective 5

Semester 12

- 27606 Contemporary Issues in Leisure
Elective 6

It is anticipated that some part-time students will elect to complete three subjects in most semesters, thereby allowing completion of the course within five years.

BACHELOR OF ARTS (TOURISM MANAGEMENT)

The degree of Bachelor of Arts (Tourism Management) was developed as a result of the tourism industry's demand for trained professionals who understand how to manage within this unique operating environment. An industry consultation committee of tourism industry professionals had input into the development of the programme and its curriculum.

The level of demand within the tourism industry for specialist managers has been heightened by current trends such as:

- the increased industrialisation of tourism in Australia;
- the continuing strong growth in Australian inbound and outbound tourism with significant increases in the supporting infrastructure and superstructure which provides for such growth;
- the expansion of the tourism industry leading to some concentration of large, integrated corporations, creating the need for large numbers of qualified personnel in corporate management positions; and
- increasing interest by all levels of government in policy and planning roles for the development and management of tourism.

All these trends point to a growing demand for trained professional managers to cope with the increasing size, complexity and sophistication of the travel and tourism industry in Australia.

Key Aspects of the Degree

The Bachelor of Arts (Tourism Management) is distinctive in five respects:

1. It follows a broad and holistic approach to the study of tourism. Explicit coverage is given to all essential elements of the tourism phenomenon (including those which are non-industrial), and to the environments with which tourism interacts.
2. The programme is inter-disciplinary, making use of systems theory to create a framework for subsequent interdisciplinary description analysis and inquiry.
3. The programme gives full coverage to all of the tourism industry's sectors. The level and breadth of this approach enables students to develop a comprehensive awareness and understanding of tourism system elements and the tourism industry sectors' significant interrelationships. Within this approach, students are free to choose whether or not to specialise in any particular industry sector or other aspect of tourism.
4. The course has a practical hands-on industry operations component. This takes the form of a

two-subject module with students choosing either the hospitality operations module or the travel and tourism operations module.

5. It has an industry experience component which includes a minimum 10 weeks of work experience during the course. Students are required to carry out a major industry related management project.

These features ensure the programme's tourism industry relevance.

Structure of the Programme

The Bachelor of Arts (Tourism Management) comprises the following elements:

- 4 Foundation Knowledge Subjects
- 4 Foundation Skills Subjects
- 4 Tourism Knowledge Base Subjects
- 7 Professional Tourism Skills Subjects
- 2 Broad Environmental Influence Subjects
- 1 Capstone Project (2 units)
- 4 Electives

The specific titles of the subjects in each category are as follows:

1. Foundation Knowledge Subjects

- Leisure in Australia
- Microeconomics
- Organisation Behaviour
- Principles of Marketing

2. Foundation Skills Subjects

- Information Technology for Leisure and Tourism
- Business Statistics
- Leisure Research I
- Accounting A
- Accounting B

3. Tourism Knowledge Base Subjects

- Tourism Systems
- The Tourism Industry
- Tourist Behaviour
- Tourism's Environmental Interactions

4. Professional Tourism Skills Subjects

- (a) Practical Operations
 - Hospitality Operations 1 and 2 OR
 - Travel and Tourism Operations 1 and 2
- (b) Management
 - Contemporary Management Practices
 - Tourism Management
- (c) Planning and Research
 - Leisure Research II
 - Leisure and Tourism Planning
- (d) Marketing
 - Tourism Services Marketing

5. Broad Environmental Influence Subjects

- Leisure and Public Policy
- Law for Leisure, Sport and Tourism

6. Capstone Project

- Tourism Studies Project (2 subjects)

7. Elective Units

4 electives of the student's choice from the following areas:

- Leisure Planning and the Environment
- Public Relations
- Human Relations
- Communication
- Marketing

In addition to the electives recommended above, subjects from a range of disciplines within UTS are available to the student.

Admission Requirements

Admission to the Bachelor of Arts (Tourism Management) is available to:

- Students who have completed their secondary education in New South Wales and gained the Higher School Certificate, or the equivalent qualification from another state, and
- Mature age persons where preference will be given to people with vocational experience in tourism or a related field.

Admission with Advanced Standing

After admission to the School, students may apply to the Faculty Board for advanced standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of advanced standing in a subject successfully completed at another institution.

Attendance Patterns

The Bachelor of Arts (Tourism Management) is taught on a full-time basis only. The normal time for completion of requirements is three years.

In special circumstances the Faculty Board may grant an extension of time to complete. Students should be aware that they will be required to attend evening classes as part of their programme of study.

Workload

All subjects in the Bachelor of Arts (Tourism Management) specify three hours per week class contact. Such contact involves lectures, tutorials, workshops, seminars or a combination of these. However, the number of weekly hours and the form of class contact may vary.

The total workload per week for each subject is defined in terms of a 'week-hours' weighting which recognises that class contact is only one part of course work. Each subject is given a 'week hour' weighting of between six and eight hours.

Progression in the Programme

Progression in the programme will be by subject rather than by semester. However, in determining a student's progression, consideration will be given to subject prerequisites or corequisites and the maximum time permitted for the completion of the Bachelor of Arts (Tourism Management), i.e., 8 semesters.

Assessment

Assessment is progressive throughout the course. Typical methods would include reports, essays, tutorials, seminar and workshop presentations, resource development and examinations.

Graduation Requirements

In order to qualify for the award of Bachelor of Arts (Tourism Management) the student must complete 28 subjects of study including 4 Elective subjects. In addition, students will be required to undertake a minimum of 10 weeks industry related work experience during the course. The normal time for completion of the above requirements is 6 semesters (3 years) full-time.

Typical Pattern of Study

The typical pattern of study for a full-time student in the programme is shown below.

BACHELOR OF ARTS (TOURISM MANAGEMENT)

Typical Full-time programme

Semester 1

27128 Tourism Systems
27126 Leisure in Australia
27129 Information Technology for Leisure and Tourism
25110 Microeconomics
22105 Accounting A

Semester 2

27648 The Tourism Industry
27632 Tourist Behaviour
24105 Principles of Marketing
26122 Business Statistics
22205 Accounting B

Semester 3

27327 Tourism's Environmental Interactions
27644/54 Hospitality Operations 1 and 2 OR
27643/53 Travel and Tourism Operations 1 and 2
27225 Leisure Research I
21130 Organisational Behaviour

Semester 4

27642 Tourism Services Marketing
27325 Leisure Research II
27323 Leisure and Public Policy
K36613 Contemporary Management Practices
Elective 1

Semester 5

27631 Tourism Management
27523 Leisure and Tourism Planning
27527 Tourism Studies Project
Elective 2

Semester 6

27631 Tourism Studies Project (cont)
27628 Law for Leisure, Sport and Tourism
Elective 3
Elective 4

BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES)

The degree of Bachelor of Arts (Human Movement Studies) was developed as a result of the significant changes worldwide in the physical education/sports studies/human movement field. Some of these changes are also evident in Australia there being evidence of:

- significant and increasing demand for healthy lifestyle, fitness and sports programmes throughout the community;
- increasing levels of economic investment and public sector expenditure on health, sport and fitness;
- increasing employment opportunities in the health, sport and fitness industries;
- increasing demand for health, sport and fitness professionals with appropriate qualifications;
- increasing awareness of the need to provide for the health, fitness and sport requirements of special populations in the community, and
- increasing scholarly attention to the field of Human Movement Studies.

Key Aspects of the Degree

1. The programme not only provides a substantial academic and professional grounding in human movement, but it also allows students to focus on a particular aspect of the field through specialisations in human movement science,

fitness management sports management and outdoor education.

2. The programme is focused on producing graduates with a strong understanding of the processes and mechanisms underlying human movement in the leisure context.

Structure of the Programme

The Bachelor of Arts (Human Movement Studies)

(Kinesiology major) comprises:

- 5 Preparatory Studies
- 12 Human Movement Studies
- 7 Contextual Studies
- 4 Electives
- 28 Total

Preparatory Studies

- Leisure in Australia
- Leisure Sport and Culture
- Chemistry
- Human Biology
- Human Physiology

Human Movement Studies

- Functional Anatomy
- Performance Studies 1
- Performance Studies 2
- Performance Studies 3
- Performance Studies 4
- Performance Studies 5
- Kinesiology
- Motor Learning and Control
- Mechanics of Human Motion
- Physiological Efficiency of Human Movement
- Measurement and Development of Physical Ability
- Biomechanical Efficiency of Human Movement

Contextual Studies

- Information Technology for Leisure and Tourism
- Leisure Programme Planning
- Social Psychology of Leisure
- Professional Practice 1
- Professional Practice 2
- Leisure Research 1
- Leisure Research 2

Electives

Electives 1-4 (to be chosen from elective stream A)

THE BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES)

(Sports Management Major) comprises:

- 5 Preparatory Studies
- 8 Human Movement Studies
- 11 Leisure Management and Planning Studies
- 4 Electives
- 28 Total

Preparatory Studies

- Leisure in Australia
- Leisure, Sport and Culture
- Chemistry
- Human Biology
- Human Physiology

Human Movement Studies

- Functional Anatomy
- Performance Studies 1
- Performance Studies 2
- Performance Studies 3
- Kinesiology
- Mechanics of Human Motion
- Physiological Efficiency of Human Movement
- Measurement and Development of Physical Ability

Leisure Management and Planning Studies

- Information Technology for Leisure and Tourism
- Leisure Programme Planning
- Social Psychology of Leisure
- Professional Practice 1
- Professional Practice 2
- Leisure Research 1
- Leisure Research 2
- Accounting A
- Organisational Behaviour
- Administration of Australian Sport
- Principles of Marketing

Electives

Electives 1-4 (to be chosen from elective stream B)

Admission Requirements

Admission to the Bachelor of Arts (Human Movement Studies) is available to:

- Students who have completed their secondary education in New South Wales and gained the Higher School Certificate, or the equivalent qualification from another state, and
- Mature age persons where preference will be given to people with vocational experience in the broad human movement field.

Admission with Advanced Standing

After admission to the School, students may apply to the Faculty Board for Advanced Standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of Advanced Standing in a subject successfully completed at another institution.

Attendance Patterns

The Bachelor of Arts (Human Movement Studies) is taught on a full-time basis only. The normal time for completion of requirements is three years.

In special circumstances the Faculty Board may grant an extension of time to complete. Students should be aware that they will be required to attend evening classes as part of their programme of study.

Workload

All subjects in the Bachelor of Arts (Human Movement Studies) specify three hours per week class contact. Such contact involves lectures, tutorials, workshops, seminars or a combination of these. However, the number of weekly hours and the form of class contact may vary.

The total workload per week for each subject is defined in terms of a 'week hours' weighting which recognises that class contact is only one part of course work. Each subject is given a 'week hour' weighting of between six and eight hours.

Progression in the Programme

Progression in the programme will be by subject rather than by semester. However, in determining a student's progression, consideration will be given to subject prerequisites or corequisites and the maximum time permitted for the completion of the Bachelor of Arts (Human Movement Studies), i.e. 8 semesters.

Assessment

Assessment is progressive throughout the course. Typical methods would include reports, essays, tutorials, seminar and workshop presentations, resource development and examinations.

Graduation Requirements

In order to qualify for the award of Bachelor of Arts (Human Movement Studies) the student must complete 28 subjects comprising 24 core subjects and 4 elective subjects. The normal time for completion of the above is 6 semesters (3 years) full-time.

Typical Pattern of Study

The typical pattern of study for a full-time student in the programme is shown below:

BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES) Typical full-time programme

Semester 1

- 27129 Information Technology for Leisure and Tourism
- 27126 Leisure in Australia
- 27149 Performance Studies 1
- E8546 Chemistry
- 27125 Functional Anatomy

Semester 2

- 27106 Social Psychology of Leisure
- 27223 Mechanics of Human Motion
- E8137 Human Biology
- 27150 Professional Practice 1
- 27223 Leisure Programme Planning

Semester 3

- 27316 Kinesiology
- E8203 Human Physiology
- 27225 Leisure Research 1
- 27611 Measurement and Development of Physical Ability
- 27249 Performance Studies 2
- 27150 Professional Practice 1 (cont)

Semester 4

- 27314 Leisure, Sport and Culture
- 27235 Leisure Research 2
- 27330 Physiological Efficiency of Human Movement
- 27349 Performance Studies 3 Elective

Kinesiology Major

Semester 5

- 27250 Professional Practice 2
- 27331 Motor Learning and Control Elective
- 27449 Performance Studies 4

Semester 6

- 27508 Biomechanical Efficiency of Human Movement Elective
- Elective
- 27549 Performance Studies 5

Sports Management Major

Semester 5

- 27250 Professional Practice 2
- 22105 Accounting A Elective
- 21130 Organisational Behaviour

Semester 6

- 27307 Administration of Australian Sport Elective
- Elective
- 24105 Principles of Marketing

A. Elective Stream; 4 of:

- Principles of Marketing
- Administration of Australian Sport
- Recreational Facility Design and Management
- Organisational Behaviour
- Environmental Influences in Exercise Physiology
- Analytical Procedures in Exercise Physiology
- Sport Psychology
- Prevention and Care of Athletic Injuries
- Outdoor Education 1
- Outdoor Education 2
- Recreation Leadership
- Water Based Recreation

B. Elective Stream; 4 of:

- Sport Psychology
- Leisure and Public Policy
- Leisure and Tourism Planning
- Recreation Facility Design and Management
- Law for Leisure Sport and Tourism
- Contemporary Management Practice
- Introduction to Public Relations
- Accounting B

BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES) DIPLOMA OF EDUCATION

The degree of Bachelor of Arts (Human Movement Studies) Diploma of Education was developed as a result of the significant changes worldwide in the physical education field. Some of these changes are apparent in Australia there being evidence of:

- significant broadening of the Physical Education curriculum base to include health, leisure and fitness education;
- an increasing number of upper secondary programmes in Human Movement Studies;
- increasing demand for teachers with planning and management expertise;
- increasing utilisation of school facilities for after-hours community use, particularly for health, sport and fitness activities;
- increasing sophistication of school sport programmes;
- increasing need to provide for the health, fitness and sport requirements of special populations in the education sector, and
- increasing demand for secondary teachers with more than one teaching specialisation.

Key Aspects of the Degree

1. The programme not only provides a substantial academic and professional grounding in human movement, but it also allows students to focus on a particular aspect of the field through specialisations in human movement science,

fitness education, sports management, outdoor education, health education, dance education, special education, and various curriculum areas in secondary education.

2. The programme is focused on producing graduates with a strong understanding of the processes and mechanisms underlying human movement in the leisure and education contexts.

Structure of the Programme

The Bachelor of Arts (Human Movement Studies) Diploma of Education comprises the typical structure of the Bachelor of Arts (Human Studies) plus the subjects offered in the Dip.Ed.

Admission Requirements

Admission to the Bachelor of Arts (Human Movement Studies) Diploma of Education is available to:

- Students who have completed their secondary education in New South Wales and gained the Higher School Certificate, or the equivalent qualification from another state, and
- mature age persons where preference will be given to people with vocational experience in the broad human movement field.
- admission to the Diploma of Education may be according to merit.

Admission with Advanced Standing

After admission to the School, students may apply to the Faculty Board for Advanced Standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of Advanced Standing in a subject successfully completed at another institution.

Attendance Patterns

The Bachelor of Arts (Human Movement Studies) Diploma of Education is taught on a full-time basis only. The normal time for completion of requirements is four years.

In special circumstances the Faculty Board may grant an extension of time to complete. Students should be aware that they will be required to attend evening classes as part of their programme of study.

Workload

All subjects in the first 3 years of the Bachelor of Arts (Human Movement Studies) Diploma of Education specify three hours per week class contact. Such contact involves lectures, tutorials, workshops, seminars or a combination of these. However, the number of weekly hours and the form of class contact may vary. Hours of contact may vary in the Diploma of Education.

The total workload per week for each subject is defined in terms of 'week hours' weighting which recognises that class contact is only one part of course work. Each subject is given a 'week hour' weighting of between six and eight hours.

Progression in the Programme

Progression in the programme will be by subject rather than by semester. However, in determining a student's progression, consideration will be given to subject prerequisites or corequisites and the maximum time permitted for the completion of the Bachelor of Arts (Human Movement Studies) Diploma of Education, i.e. 10 semesters.

Assessment

Assessment is progressive throughout the course. Typical methods would include reports, essays, tutorials, seminar and workshop presentations, resource development and examinations.

Graduation Requirements

In order to qualify for the award of Bachelor of Arts (Human Movement Studies) Diploma of Education the student must complete 37 subjects of study comprising 5 Preparatory Studies units, 12 Human Movement Studies subjects, 7 Contextual Studies subjects, 9 Education Studies subjects and 5 Elective subjects. The normal time for completion of the above is 8 semesters (4 years) full-time.

Typical Pattern of Study

The typical pattern of study for a full-time student in the programme is shown below:

BACHELOR OF ARTS (HUMAN MOVEMENT STUDIES)

DIPLOMA OF EDUCATION

Typical full-time programme

Semester 1

- 27129 Information Technology for Leisure and Tourism
- 27126 Leisure in Australia
- 22149 Performance Studies 1
- E8546 Chemistry
- 27125 Functional Anatomy

Semester 2

- 27106 Social Psychology of Leisure
- 27223 Mechanics of Human Motion
- E8137 Human Biology
- 27150 Professional Practice 1
- 27223 Leisure Programme Planning

Semester 3

- 27310 Kinesiology
- E8203 Human Physiology
- 27225 Leisure Research 1
- 27611 Measurement and Development of Physical Ability
- 27249 Performance Studies 2
- 27150 Professional Practice 1 (cont)

Semester 4

- 27314 Leisure, Sport and Culture
- 27325 Leisure Research 2
- 27330 Physiological Efficiency of Human Movement
- 27349 Performance Studies 3
- Elective

Semester 5

Kinesiology Major

- 27250 Professional Practice 2
- 27331 Motor Learning and Control
- Elective
- 27449 Performance Studies 4

Sports Management Major

- 27250 Professional Practice 2
- 22105 Accounting A
- Elective
- 21130 Organisational Behaviour

Semester 6

Kinesiology Major

- 27508 Biomechanical Efficiency of Human Movement
- Elective
- Elective
- 27549 Performance Studies 5

Sports Management Major

- 27307 Administration of Australian Sport
- Elective
- Elective
- 24105 Principles of Marketing

A. Elective Stream; 4 of:

- Principles of Marketing
- Administration of Australian Sport
- Recreation Facility Design and Management
- Organisational Behaviour
- Environmental Influences in Exercise Physiology
- Analytical Procedures in Exercise Physiology
- Sport Psychology
- Prevention and Care of Athletic Injuries
- Outdoor Education 1
- Outdoor Education 2
- Recreation Leadership
- Water Based Recreation

B. Elective Stream; 4 of:

- Sport Psychology
- Leisure and Public Policy
- Leisure and Tourism Planning
- Recreation Facility Design and Management
- Law for Leisure Sport and Tourism
- Contemporary Management Practice
- Introduction to Public Relations
- Accounting B

Semester 7*

- 12803 Philosophical Bases of Secondary Education
Elective
- 14115 Health Education
- 17434 Curriculum Physical Education IC
Practicum 2 15 days

Semester 8*

- 12965 Curriculum Development
- 12802 Sociological Bases of Secondary Education
Elective
Elective
Practicum 2 15 days

* subject to change.

BACHELOR OF ARTS (HONOURS) (LEISURE STUDIES)

This is a one year full-time or two year part-time extension to the BA (Leisure Studies). The programme comprises three course work subjects and a major thesis. It is designed to provide students with the resources to further develop and apply their research skills, and to pursue special areas of interest in much greater depth than is possible in either the undergraduate degree or the more professionally oriented Graduate Diploma courses offered by UTS (Kuring-gai). The Honours award also provides successful candidates with direct access to the MA (Leisure Studies) at UTS (Kuring-gai) and more ready (if not direct) access to Masters programmes in allied areas such as environmental studies, social welfare or planning.

Aims

1. To develop, at an advanced undergraduate level, knowledge of the phenomenon of leisure through the medium of research.
2. To facilitate the completion of a substantive research thesis which focuses around theory, applied/professional issues or some combination of these.
3. To provide a pathway of direct entry to the MA (Leisure Studies).
4. To make contributions to knowledge in the field of leisure studies.

Admission Requirements and Procedures

Admission to the Honours course is open to students who have successfully completed the BA (Leisure Studies) at UTS (Kuring-gai) and who have satisfied the following criteria:

1. Maintained a credit average or better in the final two full-time semesters.
2. Candidates for admission would also be encouraged to complete the BA (Leisure Studies) subject, Leisure Studies Special Project.
3. Admission is also open to students from other institutions who have undertaken degrees in Leisure Studies, Human Movement Studies, Tourism Studies or related areas. A credit average or better in the final two semesters of study is required.

Entry to the BA (Honours) via Professional Experience

In exceptional cases consideration will be given to applicants who have completed the Kuring-gai BA (Leisure Studies) pass degree. These applicants may, within a period of three calendar years from their graduation, apply for admission to the Honours course. In such cases where applicants may not fully have met criteria listed above, outstanding professional achievements will be taken into account. Each particular application in this category will be considered on its merits.

Application Procedure

Applications will be called for from among existing BA (Leisure Studies) students during the first semester of each year. Students who are in their penultimate semester and who consider that they can meet the entry requirements, are eligible to apply. Applications are to be made in writing to the Administrative Assistant in the School of Leisure and Tourism Studies.

Each applicant is, at the time of application, to indicate a tentative area of thesis research. The area indicated should coincide with the current areas of staff expertise. A list of these areas will be made available to students who wish to apply.

Places will be offered tentatively during the second semester of the year and these will be confirmed pending the maintenance of a high credit average.

The application procedures may be modified from time to time in accord with the admission procedures of the School.

Admission Decision Procedures

Decisions regarding admission will be made by a committee comprised of the Head of School, Honours Course Co-ordinator (Convenor) and the BA (Leisure Studies) Co-ordinator. A tentative offer of a place will be communicated to applicants within a reasonable period after written applications have been received. Firm offers of places will be communicated to successful applicants after final exam results become available.

The admissions committee will also decide upon any applications received from former graduates who are applying following a period of professional work.

Course Structure and Curriculum

The Honours component of the BA (Leisure Studies) will normally be completed in one year's full-time or two years' part-time study. Except under special circumstances, students may not extend their candidature beyond twice the normal period for completion.

Course Requirements

To qualify for the Award, candidates must successfully complete 30 semester hours* as follows:

1. Honours Research Seminar, 3 semester hours.
2. Two elective subjects chosen from subjects available in the Graduate Diplomas in Leisure Studies, Tourism Management or other approved 3 semester hour subjects.

Both elective subjects may be completed in the first semester or they may be taken in separate semesters.

In special cases, a reading subject may be substituted for one of the taught elective subjects.

The precise nature of each student's programme will be determined in consultation with the Honours Course Co-ordinator. The aim will be to choose those subjects which will facilitate completion of the Honours Research Thesis.

3. 7 x 3 semester hour Honours Thesis Subjects (total of 21 semester hours).

* 1 semester hour equals one hour of class contact (or equivalent) over one semester.

Classes of Honours to be Awarded

Three classes of Honours will be awarded: Class 1; Class 2 in two divisions 1 and 2; and Class 3.

Typical Pattern of Study

The typical pattern of study for a full-time student in the programme is shown below:

BACHELOR OF ARTS (HONOURS) (LEISURE STUDIES)

A typical full-time programme

Semester	Subject	Semester Hours
I	Honours Research Seminar	3
	Elective 1	3
	Honours Thesis	9
II	Elective 2	3
	Honours Thesis	12
	Total Hours	30

A typical part-time programme

Semester	Subject	Semester Hours
I	Honours Research Seminar	3
	Elective 1	3
II	Elective 2	3
	Honours Thesis	3
III	Honours Thesis	9
IV	Honours Thesis	9
	Total Hours	30

GRADUATE DIPLOMA IN ARTS MANAGEMENT

The Graduate Diploma in Arts Management is a two year part-time course offered with the support of the National Arts Industry Training Council. It is an intensive course designed primarily for administrators who have experience in arts industries and are seeking professional management training. The emphasis of the course is on management skills applied in a cultural context.

The programme adopts a wide definition of the arts and addresses the training needs of cultural workers across theatre, film, music, galleries, museums, and funding bodies and regional arts centres.

The programme takes an inter-disciplinary approach drawing from established disciplines (such as cultural studies and sociology) and areas of professional studies (such as marketing, law and management).

The programme is offered in conjunction with the Graduate Diploma in Tourism Management, the Graduate Diploma in Leisure Studies and the Master of Arts (Leisure Studies).

Objectives

The objectives of the programme are:

1. To provide an understanding of the role and function of the arts in Australia as they are shaped by historical, economic, social and political forces.
2. To develop skills in management and cultural programming for those who are employed in or wish to enter the field of arts management.

3. To combine practical skills in management with the ability to research and think critically about arts organisations and planning.

Structure of the Programme

The Graduate Diploma in Arts Management requires the student to complete a programme of eight semester subjects of which six are compulsory and two are electives.

Compulsory Subjects:

- The Arts Environment in Australia
- Accounting and Financial Management
- Law and the Arts
- Arts Organisations and Management
- Marketing for the Arts
- Arts Management Research Project

Elective Subjects:

The elective subjects fall into two categories: (a) professional management studies or (b) applied cultural studies. Students can elect to specialise in one of these areas or select from both categories.

(a) Electives in Management Studies

- Publicity and Public Relations
- Small Business Management
- Organisation Structure and Change
- Managing Communication
- Intellectual Property and Copyright
- Management Information Systems
- Employee Relations Administration

(b) Electives in Cultural Studies

- Popular Culture*
- Cultural Tourism*
- Leisure and Public Policy*
- Artefacts, Museums and History
- Community Arts Management*
- Material Culture

These are a small sample of available electives. Students may choose subjects from graduate programmes offered across the University. The asterisk electives are offered within the School of Leisure and Tourism Studies. The others come from various faculties such as Social Sciences or from other Schools within the Faculty of Business. By negotiation, students may undertake approved subjects offered by other universities.

Admission Requirements

You are eligible for admission to the Graduate Diploma in Arts Management if you have a degree or equivalent award and administration or management experience in the arts or a related industry. You are also eligible if you have extensive management experience and wish to make a definite career change

into arts administration. A limited number of places are reserved for persons without a degree or equivalent award but who have considerable experience in arts management. Such persons are admitted to the course on a probationary basis for one semester. Applicants may be required to attend an interview prior to an offer of entry being made.

Admission with Advanced Standing

Should study of one or more subjects in the programme involve duplication of previous graduate-level study, the student may apply to the Faculty Board for advanced standing in those subjects.

Regardless of the advanced standing granted, it is expected that all students, except those transferring directly from an equivalent post-graduate course, will undertake course work of 1200 semester hours in order to qualify for the award of the Graduate Diploma. Thus the granting of advanced standing simply allows the students to expand the number of elective subjects taken.

Attendance Patterns

The Graduate Diploma in Arts Management is only available on a part-time basis. This involves students studying two subjects each semester over two years. This involves six hours of class contact during teaching weeks and a total workload of approximately 20 hours per week during each semester.

Workload

The award of the Graduate Diploma in Arts Management requires the satisfactory completion of a programme comprising a minimum of 1200 hours of course work. These hours of course work are referred to as either semester hours (the hours of work required in a subject during the semester) or as week hours (the hours of work required in a subject each week). In both cases the number of hours is a total of the time spent in formal class contact and the additional hours required for reading, assignments and other course work.

Most subjects are comprised of 150 semester hours. A 150 hour subject involves 45 hours per semester of classroom instruction and a further 105 hours per semester of course related work. Expressed as week hours this would be 3 hours per week of classroom instruction and a further 6 hours per week of course related work.

Graduation Requirements

- (i) In order to qualify for the award of Graduate Diploma in Arts Management a student must complete a programme of at least 1200 semester hours, unless substitutions permitted as defined in (ii) below.

- (ii) Students may be permitted to substitute other subjects offered in the University for those in the defined programme where duplication of previous studies would result from following the normally prescribed programme. Each case will be considered on its merits.
- (iii) A student who fails a subject must repeat it in a later semester or take another subject in its place where this is permitted.
- (iv) The normal time for the completion of the Graduate Diploma in Arts Management will be four semesters (part-time). However the Graduate Diploma may be awarded to students who complete the requirements in six semesters. In special circumstances the Faculty Board may grant an extension beyond this time, or may permit students to complete their programmes in less than the normal time.

Typical Patterns of Study

A typical pattern of study is shown below:

GRADUATE DIPLOMA IN ARTS MANAGEMENT

Typical part-time programme

Semester	Number	Subject	Hours
I	27753	The Arts Environment in Australia*	150
	27751	Accounting and Financial Management*	150
II	27756	Law and the Arts*	150
	27755	Arts Organisations and Management*	150
III	27752	Marketing for the Arts*	150
	27707	Leisure and Tourism Research**	150
IV	27754	Arts Management Research Project*	150
	27811	Cultural Tourism*	150
		Total Hours	1200

* indicates a core subject.

** indicates an elective subject. Elective subjects may be chosen from the Leisure Studies area or from other faculties in the University or, by negotiation, from other universities.

GRADUATE DIPLOMA IN LEISURE STUDIES

The Graduate Diploma in Leisure Studies is an intensive programme of study inquiring into leisure as an important element of society. It was introduced in 1983 to meet a growing demand in government commercial and community organisations for

professional personnel able to respond effectively to developments in the growing fields of leisure and recreation.

The programme is informed by the body of knowledge in the emerging area of leisure studies, a multi-disciplinary field of studies drawing from established disciplines (such as sociology and economics) and areas of professional studies (such as marketing and planning).

The programme is offered in conjunction with the Graduate Diploma in Tourism Management and there are linkages between the two in certain subject areas.

Objectives

The objectives of the programme are:

- To provide an informed theoretical knowledge of leisure as it is located in political, economic and cultural contexts.
- To develop skills for the analysis of leisure related phenomena. These skills are in areas such as research, planning, marketing, policy and economic analysis.
- To provide the knowledge and skills to work effectively within existing organisations and towards changing organisations where change is considered necessary in the interests of equality and effectiveness of service delivery.

Structure of the Programme

The Graduate Diploma in Leisure Studies requires a pattern of study selected from the following subjects:

1. Leisure Studies Core (compulsory subjects)

- Leisure Theory
- Leisure and Tourism Research
- Leisure and Tourism Organisation and Policy
- Economics of Leisure and Tourism
- Leisure Studies Project

2. Electives

(a) Electives in Leisure Studies

- Tourism and Leisure Marketing
- Popular Culture
- Cultural Tourism
- Leisure and Tourism Planning
- Applied Studies
- Leisure and Tourism Futures

OR

(b) Electives from other Schools

- Information Studies
- Management
- Computing Sciences
- Finance and Economics
- Teacher Education
- Humanities

OR

(c) Electives from the Graduate Diploma in Tourism Management and Graduate Diploma in Arts Management

* see the description of this programme in this section of the Handbook

OR

(d) Electives from other tertiary institutions

* by negotiation students may undertake approved units offered by other colleges and universities.

Admission Requirements

Applicants should hold a degree or equivalent award as a prerequisite for admission to the programme. Some experience in the administration, organisation, or delivery of leisure related services is desirable. A limited number of places are reserved for persons without a degree or equivalent award but who have considerable experience in the management, planning, or delivery of leisure services. Such persons are admitted to the course on a probationary basis for the first two semesters. Applicants may be required to attend an interview prior to an offer of entry being made.

Admission with Advanced Standing

Should study of one or more of the subjects in the programme involve duplication of previous graduate-level study, the student may apply to the Faculty Board for Advanced Standing in those subjects. Regardless of the advanced standing granted, it is expected that all students, except those transferring directly from an equivalent postgraduate course, will undertake course work of 1200 semester hours in order to qualify for the award of the graduate diploma. Thus, the granting of Advanced Standing simply allows students to expand the number of elective subjects taken.

Attendance Patterns

The Graduate Diploma in Leisure Studies begins in February each year.

Students undertaking the full-time programme will usually study four subjects each semester and, under normal circumstances, complete the programme in one year. This involves twelve hours of class contact during teaching weeks and a total workload of approximately 40 hours per week during each semester.

Students undertaking the part-time programme will usually study two subjects each semester and under normal circumstances, complete the programme in two years. This involves six hours of class contact during teaching weeks and total workload of approximately 20 hours per week during each semester.

Workload

The award of the Graduate Diploma in Leisure Studies requires the satisfactory completion of a programme comprising a minimum of 1200 hours of course work. These hours of course work are referred to as either semester hours (the hours of work required in a subject during the semester), or as week hours (the hours of work required in a subject each week). In both cases the number of hours is a total of the time spent in formal class contact and the additional hours required for reading, assignments and other course related work.

Most subjects are comprised of 150 semester hours. A 150 hour subject involves 45 hours per semester of classroom instruction and a further 105 hours per semester of course related work. Expressed as week hours this would be 3 hours per week of classroom instruction and a further 6 hours per week of course related work.

Subjects offered outside the Department of Leisure Studies are normally 100 hour units.

Applied Studies is a flexible subject which may be taken for 50, 100 or 150 hours.

Progression in the Programme

Progress in the programme will be by subject, rather than semester. Prerequisites and corequisites will be specified for some subjects and will govern entry to those subjects. Specific regulations governing students' progression, particularly in relation to maximum time for programme completion and the granting of 'exemptions' or 'advanced standing' will be determined by the Faculty Board.

Graduation Requirements

- (i) In order to qualify for the award of the Graduate Diploma in Leisure Studies a student must complete a programme of at least 1200 semester hours, unless exemptions are granted or substitutions permitted as defined in (ii) and (iii) below.
- (ii) Credit for relevant studies completed at the post-graduate level in other institutions may be granted by the Faculty Board up to a maximum of three subjects. Each case will be considered on its own merits, normally on a subject by subject basis.
- (iii) Students may be permitted to substitute other subjects offered in the Kuring-gai Campus for those in the defined programme where duplication of previous studies would result from following the normally prescribed programme. Each case will be considered on its merits and on a subject by subject basis.

- (iv) A student who fails a subject must repeat it in a later semester or take another subject in its place where this is permitted.
- (v) A student who fails a subject in a sequence in which its passing is a prerequisite of the next subject in the sequence must repeat the subject failed before taking the next subject in the sequence.
- (vi) The normal time for completion of all the requirements of the Graduate Diploma will be two semesters (full-time) or four semesters (part-time). However, the Graduate Diploma may be awarded to students who complete the requirements in six semesters (part-time). In special circumstances the Faculty Board may grant an extension beyond these times, or may permit students to complete their programmes in less than normal time.
- (vii) In special cases and with the approval of the Course Co-ordinator a student may take up to two upper level undergraduate subjects as electives in the Graduate Diploma. Such subjects will normally require additional pieces of assessment over and above those that apply at the undergraduate level.

Typical Pattern of Study

Typical patterns of study for full-time and part-time students are shown on the following pages.

GRADUATE DIPLOMA IN LEISURE STUDIES

Typical full-time programme

Semester	Number	Subject	Hours
I	27712	Leisure Theory*	150
	27709	Leisure and Tourism Organisation and Policy*	150
	27707	Leisure and Tourism Research*	150
	27711	Leisure and Tourism Planning**	150
	27945	OR Leisure and Tourism Futures**	150
II	27704	Economics of Leisure and Tourism*	150
	27804	Tourism and Leisure Marketing**	150
	27809	Leisure Studies Project*	150
	27710	Popular Culture**	150
		Total Hours	1200

* indicates a compulsory core subject.

** indicates an elective subject. Elective subjects may be chosen from the Leisure Studies area,

from the Graduate Diploma in Tourism Management, from other Kuring-gai Campus departments or, by negotiation, from other colleges or universities.

GRADUATE DIPLOMA IN LEISURE STUDIES

Typical part-time programme

Semester	Number	Subject	Hours
I	27712	Leisure Theory*	150
	27709	Leisure and Tourism Organisation and Policy*	150
II	27704	Economics of Leisure and Tourism*	150
	27710	Popular Culture**	150
III	27707	Leisure and Tourism Research*	150
	27711	Leisure and Tourism Planning**	150
	27945	OR Leisure and Tourism Futures**	150
IV	27809	Leisure Studies Project*	150
	27804	Tourism and Leisure Marketing**	150
		Total Hours	1200

* indicates a compulsory core subject.

** indicates an elective subject. Elective subjects may be chosen from the Leisure Studies area, from the Graduate Diploma in Tourism Management, from other Kuring-gai Campus departments or, by negotiation, from other colleges or universities.

GRADUATE DIPLOMA IN TOURISM MANAGEMENT

The Graduate Diploma in Tourism Management is an advanced and intensive course designed to provide the necessary knowledge and skills for graduates seeking or pursuing management careers in the tourism industry.

The course was developed, in close conjunction with senior managers in the Australian tourism industry, to help meet the growing need in public and private sector firms and organisations for highly skilled, practical managers who also have a detailed knowledge and understanding of tourism systems and their operating environments.

The School of Leisure and Tourism Studies is a Member of the Australian Tourism Industry Association, the Australian Federation of Travel Agents, and

the Pacific Asia Travel Association. Its courses are recognised by these organisations and by the National Tourism Industry Training Committee.

Objectives

The course aims to develop knowledge of relevant theory and the practical skills necessary to successfully plan, organise and manage the production and marketing of tourism services and goods.

The Graduate Diploma's approach to tourism management studies is distinctive among tourism courses in Australia. Rather than focusing on a single industry sector such as hospitality services, the course systematically covers the full range of elements associated with the tourism phenomenon. It also highlights how critically important it is for effective senior managers in the tourism industry to understand the interrelationships among these elements.

Throughout the course, heavy emphasis is placed on acquisition of strategic planning skills for tourism development, management and marketing. These skills are critical to survival in a dynamic industry operating in an often volatile environment.

Structure of the Programme

The course requires completion of a programme of eight semester subjects, of which five are compulsory, and three are elective. Its design allows a choice of a generalist programme, or a specialisation (via elective subjects and project topics) in a tourism industry sector and/or a functional aspect of management.

Compulsory Subjects

The initial compulsory subjects are designed to provide a conceptual base formed of tourism theories, and a knowledge and understanding of the structures, functions and operation of tourism systems and the tourism industry. They also include selected applied professional studies which are designed to provide the knowledge and skills necessary for research, analysis, planning, development, operations, management, and marketing in the tourism industry. The subjects are:

- Tourism Systems
- The Travel and Tourism Industry
- Tourism and Leisure Research
- Tourism and Leisure Marketing
- Tourism Management

Elective Subjects

Everyone entering the course will be able to select at least three elective subjects.

In cases where a student's academic background is such that undertaking one or more subjects in the prescribed programme would involve duplicating

previous studies, they can be granted approval to undertake an expanded range of electives as an alternative to the prescribed subjects. Elective subjects within the tourism/leisure field include:

- Economics of Tourism and Leisure
- Travel and Tourism Law
- Tourism and Leisure Planning
- Accounting, Finance and Management
- Tourism Management Project
- Cultural Tourism
- Leisure Theory
- Information Management in Tourism

Alternatively, students may elect to take other approved subjects offered by the teaching Schools and Faculties in UTS.

OR, by negotiation, students can undertake certain subjects offered by Macquarie University or Lincoln College, Canterbury, New Zealand.

Admission Requirements

- Applicants should hold a recognised degree or equivalent award and have some experience in the planning, management or operation of a tourism industry or allied firm or organisation, or have a definite intention to seek a management career in the tourism industry or allied field.
- Applicants who have a degree, but no relevant experience, should be prepared to submit a statement which makes clear their reasons for seeking to undertake the course.
- Applicants who hold a relevant TAFE diploma will be eligible for admission if they can demonstrate a record of career progress based in part on their TAFE qualifications.
- Applicants with no recognised degree or equivalent award, but with significant experience and a record of progress in the tourism industry, or an allied field, can also apply and will be considered for entry.
- If necessary, prospective entrants will be interviewed to aid the selection process.

Course Duration, Attendance and Programme Commitment

The course is offered as a full-time programme over one year, and as a part-time programme over two years. The course operates over two semesters per year. First semester runs from early March to late June. Second semester runs from late July to late November.

Students undertaking the full-time programme study four subjects each semester and complete the course in one year. This involves 12 hours of class contact during teaching weeks, and a total workload (including class contact) of 35-40 hours per week during

each semester. Students undertaking the part-time programme study two subjects each semester and complete the course in two years. This involves 6 hours of class contact during teaching weeks, and a total workload (including class contact) of 18-20 hours per week during each semester.

Most classes in the Graduate Diploma in Tourism Management are currently offered on Tuesdays and Thursdays between 2.30pm and 9.30pm, with part-time students having to attend classes on only one of those days per week. However, it should be noted that, in many cases, electives taught by other Schools are offered on other days.

Progression in the Programme

Progress in the programme will be by completed subject rather than by semester. Prerequisites and corequisites will be specified for some subjects and will govern entry to those subjects.

Each student is required to complete each course subject to the satisfaction of the lecturer concerned and to achieve this must complete all prescribed work, assignments and examinations.

Specific regulations governing maximum time for completion, the issuing of advanced standing, and the granting of exemptions are determined by the Faculty Board.

Graduation Requirements

- (i) To qualify for the Graduate Diploma in Tourism Management a student must complete a defined programme totalling 1200 semester hours, unless exemptions are granted or substitutions permitted as defined in (ii) and (iii) below.
- (ii) Credit for relevant studies completed at graduate level in other institutions may be granted by the Faculty Board up to an equivalent of two 150 semester hour subjects. Each case will be considered on its own merits, normally on a subject by subject basis.
- (iii) Students may be permitted to substitute other subjects offered at the University of Technology, Sydney (Kuring-gai Campus) (or at other institutions) for those in the defined programme where duplication of previous studies would result from following the defined programme. Each case will be considered on its merits and on a subject by subject basis.
- (iv) A student who fails a subject must repeat it in a later semester or take another subject in its place where this is permitted.
- (v) A student who fails in a subject which is a prerequisite for another subject must repeat and pass the failed subject before taking the subject for which it is a prerequisite.

- (vi) The normal time for the completion of all the requirements of the Graduate Diploma will be one year (full-time) and two years (part-time). However, the award can be obtained by part-time students who complete the requirements in six semesters. In special circumstances the Faculty Board can grant extensions beyond these times, or permit students to complete the programme in less than the normal time.

Typical Patterns of Study

Typical patterns of study for full-time and part-time students are shown below:

GRADUATE DIPLOMA IN TOURISM MANAGEMENT

Typical full-time programme

Semester	Subject	Subject Hours
I	Tourism Systems	150
	The Travel and Tourism Industry	150
	Tourism and Leisure Research	150
	Elective	150
II	Tourism and Leisure Marketing	150
	Tourism Management	150
	Elective	150
	Elective	150
	Total Hours	1200

GRADUATE DIPLOMA IN TOURISM MANAGEMENT

Typical part-time programme

Semester	Subject	Subject Hours
I	Tourism Systems	150
	The Travel and Tourism Industry	150
II	Elective	150
	Elective	150
III	Tourism and Leisure Research	150
	Elective	150
IV	Tourism and Leisure Marketing	150
	Tourism Management	150
	Total Hours	1200

MASTERS OF ARTS (LEISURE STUDIES)

The Master of Arts (Leisure Studies) has been designed for managers/administrators working in the leisure and tourism industries who wish to pursue advanced studies, either to enhance their knowledge and understanding of leisure and tourism or to address policy or management issues. It is also designed for those with appropriate academic qualifications who

wish to study more academic or theoretical issues as a basis for a research/academic career.

Aims

The aims of the course are:

1. To provide an opportunity for advanced study of leisure.
2. To provide an opportunity for in-depth exploration of leisure phenomena within a chosen disciplinary or applied field.
3. To develop, at an advanced level, knowledge and skills in research and its application to the study of leisure and leisure issues and problems.
4. To develop critical and analytical skills as applied to leisure policy, management and theory.

Course Structure

Duration

The course is normally of one calendar year's duration full-time or two calendar years part-time. However, candidates who have not studied leisure or social science research methods at tertiary level are required to take 'bridging subjects', which lengthens their study period.

The course consists of 8 semester-subjects of 3 class hours each (150 semester hours) giving 1200 hours of study in all.

Broad Structure

The course consists of 8 semester-subjects of 3 class hours each or their equivalent. The taught semester subjects vary in structure. A number follow the pattern of other graduate subjects, comprising approximately 40 hours class contact time and 110 hours of individual study, assignments or other work associated with the subject. In other cases the class contact time is 20 hours, with 130 hours of individual study - such subjects tend to involve less formal lecturing and more seminars, with more emphasis being placed on the students' own reading, as befits a course at Masters level.

Up to three bridging subjects are provided for those candidates with insufficient background in research methods, leisure/tourism theory or one of the specialist areas.

The course structure consists of Core Subjects, Elective Subjects and a Thesis or a Project. The Core Subjects provide the opportunity for development of the student's skills and knowledge in research methods, leisure/tourism theory and a specialist field of study. In Mode A the rest of the programme consists of a combination of four elective taught subjects and a project; in Mode B the rest of the programme consists of thesis work.

Mode A (by coursework and project) is seen as suitable for those students who have not studied leisure at undergraduate or graduate level and therefore wish to widen their knowledge basis.

Mode B (by thesis) is suitable for those students who have already completed a wide range of course work and wish to develop in a more focused way by means of research. In Mode B, 75 per cent of the course involves thesis work.

Three specialist areas are currently offered:

- Cultural Studies/Sociology of Leisure
- Leisure Policy
- Leisure and Tourism marketing

The elective subjects available under Mode A consist of the full range of graduate elective subjects on offer in the School and elsewhere in UTS. Students' choices of elective subjects are subject to the approval of the Programme Co-ordinator and are expected to constitute a coherent programme of study and in particular to provide support for the student's proposed project work. Candidates are required to pass these subjects at credit level.

Details of the bridging subjects are set out in Figure 1. Candidates taking these subjects are required to pass at credit level in order to proceed to the MA programme. Details of individual subjects and requirements for these are shown in the Postgraduate Subject Synopses. Details of the MA programme proper are set out in Figure 2 (the numbers in brackets indicate the balance between class contact and personal study time - e.g. 30/120 = 30 hours class contact and 120 hours personal study time).

FIGURE 1: BRIDGING SUBJECTS

	Semester Hours**
A. Research Methods	
27707 Leisure and Tourism Research	150
B. Leisure/Tourism Theory	
27712 Leisure Theory	150
OR	
27705 Tourism Systems	150
C. Specialisations	
27710 Popular Culture	150
OR	
27811 Cultural Tourism	150
OR	
27709 Leisure and Tourism Organisation and Policy	150
OR	
27807 Tourism and Leisure Marketing	150

FIGURE 2: M.A.(LEISURE STUDIES) PROGRAMME CORE SUBJECTS

	Semester Hours**
General	
C1.Advanced Research Methods for Leisure and Tourism Studies (20/130)	150
Specialisations	
Cultural Studies:)
C2.Sociology of Leisure (20/130))
OR)
Leisure Policy:)150
C3.Leisure Policy (30/120))
OR)
Leisure/Tourism:)
C4.Advanced Tourism and Leisure Marketing (30/120))

ELECTIVES AND THESIS

- * elective subjects can be drawn from approved graduate subjects available within the leisure/ tourism programme or elsewhere in the University.
- ** Semester hours refers to the total number of hours per semester devoted to formal class contact and preparation, study, assignment and project work.

Admission Requirements

To be admitted to the MA Programme candidates must have an appropriate level of qualifications and appropriate basic knowledge. This will be assessed by the Course Co-ordinator who will advise the School Admissions Officer of the appropriateness or otherwise of candidates' qualifications and knowledge.

Qualifications

Candidates must possess:

- an honours degree, or
- a post-graduate diploma with a credit grade average*

Knowledge

Candidates must satisfy the Course Co-ordinator that they have a basic level of knowledge and skills in:

- social science research methods,
- leisure or tourism theory,
- one of the three specialisations of the course, namely:

- cultural studies/sociology,
- public policy and/or planning,
- management/marketing.

The level of knowledge required is indicated by the content of the bridging subjects. Candidates not meeting this requirement will be required to take appropriate Bridging Subjects, and pass them at credit level, before being admitted to the MA programme. To avoid delays due to timetabling, candidates who need to take more than one bridging subject may be offered conditional entry to the MA programme upon satisfactorily completing one bridging subject. They will still need to meet necessary prerequisites for each subject taken, and to complete the required bridging subjects at the earliest opportunity.

It follows that normally any other candidates would need first to take the Graduate Diploma in Leisure Studies or the Graduate Diploma in Tourism Management (or the BA Honours Year) and obtain a credit grade average in order to be admitted to the MA programme.

Exceptionally, a candidate who has performed particularly well in a non-honours bachelors degree (high credit grade average) and can demonstrate the required level of knowledge and has had at least two years' work experience in a relevant field at a suitable professional or managerial level, could be admitted directly to the MA programme.

Typical Patterns of Study

MASTER OF ARTS (LEISURE STUDIES)

**A typical full-time Mode A programme
(by course work and Thesis)**

Preparatory Semester: (if required):
Up to 4 bridging subjects.

Semester 1:

- C1. Advanced Research Methods
- C2. Sociology of Leisure or
- C3. Leisure Policy or
- C4. Tourism and Leisure Marketing
- 2 elective subjects

Semester 2:

- 2 elective subjects
- MA Project

A typical full-time Mode B programme (by Thesis)

Preparatory Semester: (if required):
Up to 4 bridging subjects.

Semester 1:

- C1. Advanced Research Methods
- C2. Sociology of Leisure or
- C3. Leisure Policy or
- C4. Tourism and Leisure Marketing
- Thesis work

Semester 2:
Thesis work

**A typical part-time Mode A programme
(by course work and project)**

Preparatory Semester 1: (if necessary):
Up to 2 bridging subjects

Preparatory Semester 2: (if necessary):
Up to 2 bridging subjects

Semester 1:

- C1. Advanced Research Methods
- C2. Sociology of Leisure or
- C3. Leisure Policy or
- C4. Tourism and Leisure Marketing

Semester 2:
2 electives

Semester 3:
2 electives

Semester 4:
MA Project

**A typical part-time Mode B programme
(by Thesis)**

Preparatory Semester 1: (if necessary):
Up to 2 bridging subjects

Preparatory Semester 2: (if necessary):
Up to 2 bridging subjects

Semester 1:

- C1. Advanced Research Methods

Semesters 2,3,4:
Thesis work

Advanced Standing

Applications for Advanced Standing will be considered on the basis of the existing policies and practices of the University and the School of Leisure and Tourism Studies.

Since the MA degree is a specialised course leading to a high level award, the amount of Advanced Standing which should be permitted is more restricted than for less specialised courses and lower level awards. Advanced Standing may be granted for a maximum of 2 taught subjects and will be granted only for approved studies completed at graduate level and for which a credit grade has been obtained.

Advanced Standing will not be granted for subjects completed as part of an honours programme or graduate diploma programme which has been assessed as part of the necessary qualifications for the candidate's entry to the MA programme.

Applications for variation in course programmes will be considered where students can demonstrate that they have studied core subjects to the requisite level. Advanced Standing will not be granted for the Thesis or the MA Project

Thesis and Project Supervision

Whether working on a Thesis or MA Project, the student will be allocated an appropriate supervisor from among the staff of the School. Where additional expertise is required, additional supervisors will be appointed from other parts of the University or beyond. Where supervisors are required from outside of the University an appropriate fee will be paid by the School.

Students will be required to determine their topic, and a supervisor(s) will be appointed, as soon as possible, where practicable during the semester before they begin formal work on their study. This will mean agreeing on the topic by:

- end of the 1st semester for a full-time Mode A student
- early in the 1st semester for a full-time Mode B student
- end of the 3rd semester for a part-time Mode A student
- end of 1st semester for a part-time Mode B student

The choice of topic and study framework will be required to relate to the area of specialisation which the student has studied in the taught part of the course.

Students will be required to submit outline study proposals by a specified date. The amount of detail will vary depending on the topic and availability of literature. A detailed study outline will be submitted early in the study period by arrangement with the supervisor.

Students will be expected to present their study proposals and the results of their studies in seminar situations.

Students engaged on an MA Project or a Thesis will be allocated a supervisor with an interest and relevant expertise. Where appropriate, particularly in the case of theses, additional advisers will be sought from outside the School and outside of the institution.

Students will be required to meet regularly with their supervisors - normally on a fortnightly basis. In situations where students have similar study topics or are at a similar stage in their research and could benefit from the interchange, joint meetings of students will be arranged.

The Course Co-ordinator will arrange a Graduate Research Seminar which will be attended by all students involved in thesis or project work. When students are at the planning stage the seminar will take place relatively frequently, (approximately every two weeks); the purpose will be to guide students collectively in the research planning process and provide students with the opportunity to present their proposals to their peers and benefit from critical debate. At later stages the seminar will be held less frequently; the purpose of these later meetings will be for students to report progress and present findings.

MA Projects will be assessed by two internal markers. In the case of Theses an internal marker (not the supervisor) and an external marker will be appointed and the student may be required to attend a viva voce examination.

The submission date for a thesis will be one calendar year after the start of the M.A. programme for a full-time student and two calendar years after the start of the programme for part-time students. This will normally mean a submission date at the end of the long vacation in February, rather than the end of semester in December.

Mode A candidates will be required to pass the four electives at credit level.

Intake

The number of students to be admitted each year to the MA programme will be a minimum of 8 and a maximum of 15 full-time equivalent students.

UNDERGRADUATE SUBJECT SYNOPSES

xxxxx ACCOUNTING PRACTICES (LEISURE SERVICES)

To be able to list factors critical to the successful financial management of leisure services; to develop practical skills in keeping basic accounting records, preparing basic financial reports of the performance and position of an organisation and financial analysis; to be able to identify and use in managing on a day to day basis, the factors that are critical to continued funding of leisure services.

21125 AUSTRALIAN BUSINESS ENVIRONMENT

To act as a foundation subject by giving students an insight into Australian business organisations. The context of Australian business and its historical development. The interaction of the national and international, social, political and economic forces in Australia and their impact on Australian business. The changing roles and demands upon managers both historical, contemporary and in the future.

21130 ORGANISATIONAL BEHAVIOUR

To examine behaviour in organisations, theories which attempt to explain this behaviour and the implications of these theories for management practices.

Individual and group responses to organisational processes, motivation, conflict, power and control, culture, leadership, decision making, communication, organisational change.

21131 OPERATIONS MANAGEMENT

To develop an understanding of the workings of business operations and systems, as a base for discussion of various techniques for effectively managing operations functions.

Decision making in operations management; Product design and process planning including continuous flow process, job shop, batch flow, machine-paced and worker-paced line flow process, hybrid and other processes; Matching process technology with product/market requirements; Service operations management; Operations management strategy including new technology management, management information systems, performance measurements; Planning, scheduling, and controlling production including capacity planning, capacity control, size and location of facilities, service systems and scheduling personnel, process control (monitoring production schedules, JIT and Kanban techniques); Materials management including nature and scope of

materials systems, resource requirements systems, inventory replenishment policies (inventory management, MRP); Current issues in quality and productivity management; Current issues in human resource management.

21210 BUSINESS AND GOVERNMENT

To enable students to understand the structure of government and political processes in Australia; to develop a critical appreciation of the inter-relationship between business and government.

Government in Australia: structures, role and scope; political process. Government and business interaction and inter-dependency. Changing patterns in the role of Government and business-government relations. Case studies in regulation, de-regulation, governmental intervention and the politics of business-government interaction.

21215 MANAGEMENT AND COMMUNICATION SKILLS

Pre-requisite: 21130 Organisational Behaviour

The subject aims to develop an understanding of the nature of intra- and interpersonal competencies and their relevance to management and communication practices in contemporary organisational settings. It explores skill learning in order to establish a platform for continued development on the part of the student.

The nature of intra/interpersonal competence; contributions from modern communication theory; self-management skills; basic interpersonal communication skills; small group communication skills; organisational communication; interviewing skills; conflict management skills.

21221 ORGANISATION DESIGN AND CHANGE

Pre-requisite: 21125 Australian Business Environment

To introduce students to the basic structural form of business organisations, and the influences which act upon the structural forms. To discuss the importance of Organisational change and the change process in organisations.

Basic structural forms of business; influence technology; environment strategy and size structure; power politics in organisations, organisation culture; organisational forms of the future; organisational change and change process.

21306 EMPLOYMENT RELATIONS

The objectives of this subject are: (a) To provide students with an understanding of the context of the employment relationship and how it is influenced by economic, legal, social, technological and political

forces; (b) To develop in students an understanding of the causes, manifestations and results of industrial conflict from an employer and employee point of view; (c) To outline the form and function of industrial relations institutions; (d) To introduce students to the basic aspects of managing workplace relations and develop effective skills in these areas.

Approaches to Employment Relations; Development of Employment Relations in Australia; Industrial Conflict; Form and Function of Australian Trade Unions; Role of Employers; Federal and State Industrial Relations Systems; Wage Determination; Human Resource Planning; Recruitment; Selection and Induction; Training and Development; Appraisal and Career Planning; Legal Aspects of Employee Relations; Participatory Structure and Decision-making in the Workplace.

21311 MANAGEMENT OF SERVICE OPERATIONS

Pre-requisite: 21215 Management and Communications Skills

This course examines the importance of the Services Sector to the Australian economy. It presents the challenges of designing, producing and delivering services and explores the managerial tasks faced by different types of service-producing organisations. The course presents management tools and service concepts useful to service management and identifies the role services play in a manufacturing setting.

The significance of services in the economy; classification of services; the overlap of operations, marketing and human resources; the management challenges for different types of service businesses; analysis of delivery systems including location, layout and capacity; quality assurance; organisation behaviour and design issues for services.

21321 ORGANISATIONAL DIAGNOSIS AND EVALUATION

Pre-Requisite: 21221 Organisation Design and Change

To develop analytic skills and knowledge relevant to diagnosing problems, assessing situations and evaluating planned changes in organisations. To learn how to select and apply research techniques and diagnostic tools for gathering and interpreting information. To gain practical experience in organisational diagnosis and evaluation by participating in a group research project.

Planning for organisational design and change. Choosing and refining the research method(s). Using models of organisation to guide the analysis. Communicating the findings of an investigation.

21407 STRATEGIC HUMAN RESOURCE MANAGEMENT

Pre-requisite: 21306 Employment Relations

Students will be able to: (a) Describe the development of Human Resource Management (HRM) as a field and explain how this development relates to HRM roles and problems; (b) Explain the concepts of Strategic HRM and Human Resource Planning and how they relate to business planning, in theory and in practice; (c) Describe and criticise suggested relationships between the organisation's external environment, stage of development, strategy, structure and HRM; (d) Explain the suggestions that have been made as to how training and staff development, career development and staff appraisal systems should be managed strategically; (e) List and explain the major capabilities of a Human Resource Information system.

The field of Human Resource Management (HRM), including views on the evolution of HRM, roles that HRM can play within the organisation and critiques of HRM; Human Resource Planning as strategic HRM; Alternative views of strategic HRM such as vision driven organisational transformation and issue-focused incrementalistic approaches; The concept of external-internal "fit" and its critics; Changes in the environment of Australian organisations and their affect upon HRM; Hypothesised relationships between HRM and types of external environments, stages of organisational development, organisational strategy, organisation structure; Strategic approaches to managing HRM sub-fields such as training and staff development, career development and staff appraisal systems; Computers and strategic HRM, including Human Resource Information Systems and expert systems.

21408 EMPLOYMENT RELATIONS SKILLS

Pre-requisite: 21306 Employment Relations

The objective of this subject is to develop knowledge and skills in a range of practical or applied areas critical to effective performance in employee relations.

Employee Relations Problem Solving; Evaluating Strategic Options; Measuring Employee Relations Initiatives; Selection Interviewing; Counselling and Disciplining; Appraisal Interviewing; Negotiating to Reach Agreement; Advocacy Before Industrial Tribunals.

21409 ENTREPRENEURSHIP & INNOVATION

Pre-requisites: the completion of second year full-time or part-time equivalent or permission of Head of School of Management.

To encourage students to consider entrepreneurial ventures as a serious career option and to analyse their interests and abilities in achieving such a goal. To develop skills, attitudes and knowledge relevant to the successful launching and management of a new business venture. To provide an understanding of the process of innovation and its function in creating business opportunity. To give students a methodology for and experience in the preparation of business plans, particularly those related to new ventures.

Personal preferences and skills audit; definition of entrepreneurship and characteristics of the entrepreneur; definition and explanation of the theory of innovation; entrepreneurship, theory and practice; the difference between an idea and a business opportunity; the business planning process overview; components of the business plan; business plan finalisation and presentation.

21430 ADVANCED INDUSTRIAL RELATIONS

Pre-requisite: 21306 Employment Relations

To provide students with up-to-date knowledge in the more strategically important areas of industrial relations.

Government Policy and Industrial Relations Strategy; Union Policy, Strategy and Prospects; Employer Reform Proposals; Forms of Co-determination; Implications of Equal Employment Opportunity and Occupational Health and Safety Legislation; Changing Role of the Arbitration Bodies; Role of Industrial Relations Practitioners in the Business Environment.

21517 INTERNATIONAL MANAGEMENT

This subject allows the student to study a number of other management models and so assists the student to better understand the evolution of Australian management. At the same time it enables the student to gain a clearer understanding of doing business outside of the Australian environment.

The nature of International Management and researching international management; variables determining management styles and practices; multinational and transnational corporations; international human resource management; evolution of Japanese management styles; management in a command economy - People's Republic of China; the Four Dragons - Hong Kong, Taiwan, Korea, Singapore; K-type management; emerging N.I.C.s - India and Thailand; the Swedish model; Germany and co-determination.

21609 CORPORATE STRATEGY

Pre-requisites: Completion of Stages I through V

To introduce responsible whole-business decision-making at management level and higher. This includes an appreciation of co-operation in organisations and gives students a practical perspective on how the specialist subjects relate to each other. Foundations of business activity; purpose and processes of corporate strategy; what really happens in boardrooms; developing and selecting strategy; power relationships; the business environment; change and strategy; implementing strategy in turbulent times; whole-business management.

21630 MANAGING STRATEGIC CHANGE

Pre-requisites: Management majors - all subjects through Stage V

To extend and develop the Business student's understanding of strategic change. The primary purpose is to explore the variety of strategic options available to organisations rather than to set up any prescription or blue print for action. Emphasis will be placed on the inevitability of change; the impossibility of accurate prediction of the extent or direction of the change and in consequence the overriding need of strategists within all organisations to be flexible in their strategy development; highlighting indeed the necessity for frequent performance reviews and contingency planning.

Factors influencing strategic choice - the need to prioritise environmental forces - the need to make specific decisions. Maximising the return from people. Strategy and Social Responsibility. Strategy and Social Responsibility - Ethics. Strategy and Growth. Strategist as a change agent. Detailed Planning.

22105 ACCOUNTING A

This initial subject establishes the basic concepts of accounting and introduces accounting as an integral part of organisations and market place interaction.

Its objectives are to: Consider in terms of a conceptual framework the generally accepted ideas that underpin the practice of accounting; Provide an ability to prepare accounting reports together with an understanding of the nature and quality of accounting information; Introduce the use of accounting information for the purposes of accountability, decision-making and control.

The content of this subject covers two broad areas: (a) An introduction setting out the nature of accounting and its relationships to financial and products markets together with double entry book-keeping's unique ability to record market activity; (b) The body of the course dealing with the accounting process

(journals to ledger), double entry book keeping, definition of the elements of financial statements, using control accounts, control of cash, using accrual accounting, inventory, non-current assets, preparation of financial statements and the so-called limitations of the historical cost model.

22115 BUSINESS INFORMATION SYSTEMS

To introduce computer technology in a business setting to students who have had little or no prior experience with computers. Examination of concepts in relation to:

1. Information systems in organisations
2. Sociological issues emanating from the application and use of computer technology

To expose students in a practical manner to the use and application of productivity software tools.

Introduction to computers; basic concepts; computers large and small; input and output; the central processing unit and storage; data communication; programming; process, tools and techniques; programming languages and operating systems; personal productivity software; file processing and data base systems; introduction to business systems; management and systems analysis; management support and expert analysis; the automated office; automating production; uses of computers: some applications; computer crime and security.

22205 ACCOUNTING B

Pre-requisite: 22105 Accounting A

To equip students with appropriate skills in the accounting techniques necessary to understand the format and content of financial accounting statements and to participate in a managerial capacity in the analysis of accounting information as it is used to facilitate decision-making.

The topics in this subject cover areas in both financial and management accounting. The analysis of financial statements and projection of cash flows. The preparation of accounting reports for companies and partnerships. The development of relevant cost concepts used in costing systems that also facilitate product costing and the preparation of budgets. Accounting information as it aids the evaluation of performance as well as responsibility accounting will be covered.

22319 ISSUES IN FINANCIAL STATEMENT ANALYSIS

Pre-requisites: 22202 Financial Accounting 2; 21241 Business Statistics

This subject focuses on the relevance of Financial Accounting information to economic decisions such as investment and lending decisions including the use of statistical techniques for understanding the

relationship between accounting numbers and accounting phenomena such as financial distress and corporate failures; and for understanding the behaviour of accounting numbers over time.

Objectives of Financial Accounting; sources of accounting information; introduction to accounting ratios; cross-sectional and longitudinal accounting studies; relationships of accounting numbers of share price behaviour, corporate financial distress, mergers and acquisitions activities and other corporate accounting phenomena.

22320 FINANCIAL ACCOUNTING I

Pre-requisite: 22205 Accounting B

To provide students with learning experiences which will enable them to develop the necessary skills and knowledge to: (a) Appreciate the environment of contemporary company financial accounting and reporting; (b) Describe and evaluate the role and functions of the legislature, regulators and professional bodies in shaping the form and content of the financial statements of companies; (c) Apply and evaluate the requirements of the Companies Code, Stock Exchange Listing Requirements and specific Accounting Standards in accounting for and reporting on corporate activity.

The contemporary environment of corporate accounting and reporting. Accounting for company income tax; reserves and dividends. Accounting for company liquidations. Accounting for the acquisition of companies. Equity Accounting. Cash Flow Statements.

22321 MANAGEMENT ACCOUNTING 1

Pre-requisites: 22115 Business Information Systems; 22205 Accounting B; 26122 Business Statistics

To introduce the student to the basic concepts underlying management accounting in its historical development and its organisational setting. The objective is to introduce appropriate cost terminology and a study of cost behaviour patterns in a variety of costing systems. Job/order costing, process costing and standard costing systems will be studied in depth as a foundation for subsequent management accounting subjects. Analysis of the cost-volume-profit model will allow the students to bring together the techniques developed in the course and to apply them in a managerial decision context.

Introduction to Management Accounting; Accounting for Material, Labour and Overhead Costs; Job-Order Costing; Process Costing; Standard Costing; Joint Product Costing; Cost Behaviour Analysis; Cost-Volume-Analysis; Direct Costing.

22420 FINANCIAL ACCOUNTING 2

Pre-requisite: 22320 Financial Accounting 1

To develop the necessary skills and knowledge the student requires to understand, apply and evaluate, using a costly contracting perspective, the accounting standards, conceptual framework and related issues of contemporary accounting professional and academic interest.

An introduction presenting the extant accounting position on the nature and objectives of external financial reporting and the elements of the costly contracting viewpoint. Building on this will be a detailed examination of the character, definition and issues relating to the accounting for assets, equity, liabilities and income combined with the analysis of the Statements of Accounting Concepts, Accounting Standards Accounting Guidance Releases, Corporations Law and Stock Exchange requirements used in Australia to regulate accounting activity.

22421 MANAGEMENT ACCOUNTING 2

Pre-requisite: 22321 Management Accounting 1

To develop skills in the understanding and application of advanced techniques in cost determination, cost control, budgeting and costing systems. The unit also introduces a range of quantitative techniques in management accounting applications.

Topics covered are:

1. Financial Control Systems
2. Cost-volume-profit analysis; the estimation of cost, revenue and profit functions; deterministic and probabilistic cost models
3. Cost analysis and forecasting using regression analysis
4. Budgeting - the budgeting process: objectives, procedures and issues; the master budget and sub-schedules; cash-flow forecasting and budgeting
5. Capital budgeting and its integration into the master budget
6. Cost and profit analysis under constrained conditions; management accounting applications of linear programming techniques
7. Decision analysis and management accounting; decision making under uncertainty; information economics; the expected value of information
8. Project costing and management - Critical Path Method, Project Evaluation and Review Technique and management accounting; Inventory Management

22520 FINANCIAL ACCOUNTING 3

Pre-requisites: 22522 Auditing; 22320 Financial Accounting 1

To provide a capstone subject involving the theoretical/conceptual framework for the information content and disclosure requirements of contemporary corporate reporting.

Evolution of accounting thought and language; development of accounting principles and structure; nature and role of theory; theory construction and verification in accounting; positive accounting theory and methodology; accounting information and securities markets; information asymmetry - creative accounting practices and insider trading information; accounting earnings and security prices; accounting disclosure regulation rationales; contracting process and agency relationships; role of accounting numbers - management compensation plans and corporate debt contracts; accounting and the political process; corporate accounting and culture; social accounting and additional disclosures.

22521 MANAGEMENT ACCOUNTING 3

Pre-requisite: 22308 Management Accounting 1

To provide students with an understanding of the functions of controllership and of the role of Management Control Systems in organisations. The subject emphasises the development and application of analytical skills in identifying and solving a wide variety of problems in organisations.

The fundamental elements of organisations and the controllership function. Planning, organising, activating and controlling in manufacturing organisations, in discretionary expenditure centres and in service organisations. Motivational/behavioural aspects of the Management Control System. Current developments in manufacturing environments and practices, and their impact on the respective roles of management, the controller and other key parties in the organisation.

22522 AUDITING

Pre-requisites: 22115 Business Information Systems; 22205 Accounting B; 79365 Company Law

To provide students with an understanding of the role of auditors and auditing in providing assurances to diverse parties interested in the entity under audit, that the information presented about the entity is properly drawn up in accordance with prescribed criteria; of the economic and social context in which auditors and auditing operates; and of the conceptual issues of risk analysis and systems based auditing in both EDP and manual environments. Knowledge of the concepts which underpin the audit activities, eg internal controls, will also provide students with a framework for developing sound business practices.

Auditing theory, the audit report, public sector audits, legal and ethical environment, audit objectives, evidence, documentation, materiality, risk, audit planning, internal control, audit program, revenue and cash receipts cycle, audit sampling, computer based auditing, purchases and payments cycle, inventory cycle, payroll cycle, assets, equities and liabilities, ethics and accountability.

24105 PRINCIPLES OF MARKETING

To develop an awareness and understanding of marketing concepts and how these concepts apply to profit and not for profit organisations. To provide the foundations from which a more advanced study of marketing may be pursued. To show the relevance of the need for a marketing orientation in a dynamic and changing business environment. To allow students to test and apply marketing concepts in a dynamic simulated business environment. The simulation also highlights the need for group decision making for effective management. To develop and enhance competence in the analysis of "real world" marketing problems.

The marketing concept; the marketing environment; buyer behaviour; market segmentation; elements of product planning; product life cycle and new product development; distribution; promotion and mass selling; personal selling; pricing strategy/financial assessment; marketing research/planning and controlling; international marketing.

24202 BUYER BEHAVIOUR

Pre-requisite: 24105 Principles of Marketing

To introduce the student to the basic concepts, principles, and theories of buyer behaviour in the context of marketing both consumer goods and industrial goods. In examining buyer behaviour, viewpoints and insights established in the social sciences - psychology, sociology, social anthropology and economics - are applied to marketing. From this basis, a broad understanding of the intricacies of consumer behaviour is developed by examining the current theories and models in the buyer behaviour literature. The major objective is to provide students with a sound framework for analysing the complex processes involved in consumer interactions.

The consumer decision process; The social and cultural environment; The psychological foundations of consumer behaviour; High involvement decision processes; Low involvement decision processes; Public policy issues in buyer behaviour; The regulation and ethics of buyer behaviour.

24203 QUANTITATIVE ANALYSIS IN MARKETING

Pre-requisite: 24403 Fundamentals of Marketing Research

To develop expertise in the application of quantitative methods relevant to the marketing profession. Introduction to decision analysis; Marketing models in Lotus 123; exploratory analysis; sales forecasting; optimisation.

24205 SALES MANAGEMENT

Pre-requisite: Principles of Marketing

To develop an understanding of the concepts and theories which guide the conducting of business in markets between organisations. Business-to-business buying and selling; management of interfirm relationships; negotiation; sales force management; distribution and network relationships development.

24210 ADVERTISING MANAGEMENT

Pre-requisites: 24201 Principles of Marketing (required); 24302 Consumer Behaviour (recommended)

To provide a theoretical framework for students to appreciate the interrelationship of the advertising function with the other functional areas of business. To develop and enhance decision making skills in advertising and sales promotion. To provide students with skills that will directly facilitate advertising and promotion effectiveness. To develop students' ability to prepare and present reports to management.

Introduction to Advertising and Promotion Management. Marketing Objectives applied to Advertising and Promotion. Target Audience Action Objectives. Communication Objectives. Creative Strategy. Promotion Strategy. Media Strategy. Current Issues in Advertising.

24220 INTERNATIONAL MARKETING

Pre-requisite: 24105 Principles of Marketing

To introduce international marketing using the marketing concepts, consider how marketing strategies are affected by environmental factors; students are expected to formulate strategies for international environments.

International marketing - nature - concepts; economic environment; cultural environment of political and legal environment; international marketing task; marketing intelligence; product decisions; pricing decisions; distribution decisions; promotion decisions; planning organisation.

24309 FUNDAMENTALS OF MARKETING RESEARCH

Pre-requisites: 24105 Principles of Marketing; 26122 Business Statistics

To examine the purposes and methods of marketing research.

Nature role of marketing research; the research process of problem formulation; management and research; research design; experimentation in marketing research; questionnaire design; attitude measurement; primary and secondary data; the sampling process; probability vs no probability samples; sampling and research design; sample size

determination; sampling/non sampling error; data collection procedures; the marketing research report; marketing information systems.

24331 MARKETING DECISION MODELS

Pre-requisite: 24203 Quantitative Analysis in Marketing

To study marketing management decision processes and procedures from a product manager's point of view. Specifically this will involve: Developing analysis skills to take a verbal description of a decision situation into a "computer assisted" domain; Developing insights into "modelling" a variety of product management decisions; Familiarising students with current computer software and its application in product management.

Introduction to marketing models. Tools for model development. Stochastic model applications. Deterministic model applications. Forecasting - Time series. Marketing Strategy Models. New Product Models. Consumer Behaviour Models. Resource Allocation Models. Market Segmentation Models. Implementing Marketing Models in Organisations.

24415 MARKETING STRATEGY

Pre-requisites: 24309 Fundamentals of Marketing Research; 24202 Buyer Behaviour

To develop the ability to apply decision making skills to problems of marketing strategy. To provide students with experience in developing marketing plans, understanding the ethical dimensions of marketing decisions, and to further the ability to identify, evaluate, recommend and implement long term marketing strategies which will positively impact the profitability of the firm.

The Marketing Planning Process; Strategic Marketing; Environmental Analysis; Competitive Analysis; Competitive Advantage; The Marketing Plan; Marketing Tactics; Implementation of Marketing Decisions; Advanced topics in Marketing Management; Ethical and social responsibility dimensions of marketing decision making.

24430 APPLIED MARKETING RESEARCH

Pre-requisite: 24309 Fundamentals of Marketing Research

To provide an opportunity for extensive and deep experience in the practicalities of working research. Group projects; computer exercise; developing liaison with client organisations; designing programmes of research.

25110 MICROECONOMICS

To develop an understanding of microeconomic theory as a basis for further studies in business, and

the ability to analyse the operation of the economy and to predict the microeconomic consequences of economic events.

Basic market theory; demand theory; elasticity of demand; short-run cost theory; short-run supply theory and long-run cost theory; resource market theory; perfect and monopolistic competition; oligopoly and monopoly; firm behaviour - theory of competition policy; theory of trade; market failure theory; income redistribution; industry policy; regulation.

25202 BUSINESS FORECASTING

Pre-requisite: 26122 Business Statistics

To develop a sound practical understanding of a variety of forecasting models with the assistance of the University's spreadsheet and statistical software packages.

Fundamentals of quantitative forecasting; smoothing methods; decomposition methods; simple regression; multiple regression; econometric models and forecasting; fundamental techniques and a comparison of methods.

25209 MACROECONOMICS

Pre-requisite: 25110 Microeconomics

To develop in students an understanding of the fundamentals of macroeconomic analysis in theory and practice.

Inflation and unemployment; aggregate supply and demand; national accounts; elementary income determination theory; interest rates and expenditure; the monetary sector; combining money and expenditure sectors; the balance of payments; prices, wages and the Phillips curve; stagflation.

25210 MICROECONOMIC POLICY

Pre-requisite: 25110 Microeconomics

To show how and why Governments become involved in the private sector.

Topics: The need for public regulation and/or control of business activity; microeconomic policy formulation; theory of firms and markets; restrictive trade practices; consumer protection; small business; industry policy; tariffs and structural change; foreign investment; resources policy.

25303 INDUSTRY ECONOMICS

Pre-requisites: 25110 Microeconomics; 25210 Microeconomic Policy

To examine the behaviour of firms in concentrated markets with emphasis on Australian manufacturers.

The industrial organisation model; goals of the firm in non-competitive markets; measures of market concentration and monopoly power: economies of firm size; barriers to entry; product differentiation and market competition; market structure and technological change; horizontal and vertical integration; conglomerate mergers; oligopoly pricing; research and development in Australia; the future of Australian manufacturing industry; firm performance.

25304 ASIAN-AUSTRALIAN ECONOMIC RELATIONS

Pre-requisites: 25110 Microeconomics; 25209 Macroeconomics

To analyse key Asian economies and their developing economic relations with Australia.

Topics covered are:

1. Developed Economies: Australia and Japan;
2. Newly Industrialised Economies: First generation. South Korea, Taiwan, Hong Kong and Singapore;
3. Newly Industrialised Economies: Second Generation economies;
4. Special Cases: China.

25305 LABOUR MARKET ECONOMICS

Pre-requisites: 25110 Macroeconomics; 25209 Macroeconomics

To examine the market for labour in Australia and Government involvement in the labour market. Introduction to the Australian labour market; theories of the labour market; key labour market issues in Australia today - unemployment, technological change, immigration, wage determination, Trade Unions, manpower planning, structural change and the deregulation debate.

25306 RESOURCE ECONOMICS

Pre-requisites: 25110 Microeconomics; 25209 Macroeconomics

To provide an understanding of the operation of the agricultural and mining sectors of the Australian economy and reinforce understanding of microeconomic technique by applying them in these areas.

The place of agriculture and mining in the Australian economy; theory of agricultural protection; futures markets; price and income support schemes and marketing boards; wool and beef; some agricultural cartels; sugar, eggs, wheat; benefit cost analysis irrigation; develop the North? Ord River (WA); Fitzroy River (WA), Daly River (NT); some mining industries: coal, uranium, iron ore, oil; Northern Territory Land Rights Act 1976; Government policy issues: tax, foreign investment, linkages; the effects of tariffs on mining and agriculture - the Gregory Theory.

25307 PUBLIC FINANCE

Pre-requisites: 25110 Microeconomics; 25209 Macroeconomics

To provide an understanding of the multiple economic objectives of the public sector and the trade-offs which have to be made; to examine normative models of the public household; to investigate the economic environment within which decisions are made; to comprehend ways of measuring public sector performance and to assess empirical results; to further enhance students' skills in micro-economics.

Secular growth of public expenditure; fiscal functions; public expenditure analysis; tax transfers, criteria and reform; public and foreign debt; and public enterprise economics.

25308 FINANCIAL INSTITUTIONS AND MARKETS

Pre-requisites: 25110 Microeconomics; 25209 Macroeconomics

To gain an understanding of the functioning of Australia's financial markets and institutions. To develop skills in pricing financial securities and knowledge of synthetic financial instruments.

Financial intermediation; interest rate determination; financial market theory; bond pricing; foreign exchange market futures; options and swaps; the financial system and the Reserve Bank; introduction to Banking; equity market.

25309 MACROECONOMIC POLICY

Pre-requisite: 25209 Macroeconomics

Within the context of "open economy models" to: explain the behaviour of major macroeconomic variables; evaluate the current policy debates, and the performances of the policymakers; "forecast" the impacts of various policy and non-policy disturbances on the economy.

Short run output and price determination; micro foundations of aggregate demand, aggregate supply and price adjustment (including examination of the Real Business cycle, "New Classical" and "wage and price rigidity" models); introduction to macroeconomic policy.

25314 BUSINESS FINANCE 1

Pre-requisites: 25110 Microeconomics; 26122 Business Statistics; 22105 Accounting A
Co-requisite: 25308 Financial Institutions and Markets

To introduce students to the essential concepts of financial decision-making in a business environment.

Consumption/Investment decision; Investment decision and techniques for evaluation; factors

affecting investment; the concept of risk; the pricing of risk; investment decisions under risk; the financing decision; sources of finance, leasing; capital structure theories; dividend policy.

25315 INTERNATIONAL ECONOMICS

Pre-requisites: 25110 Microeconomics; 25209 Macroeconomics

To provide an understanding of the principles and forces of international trade and capital flows and how this economic activity influences business and government decision-making in Australia.

Balance of payments; international monetary system and problems. Income, money and the balance of payments; economic policy in the short and long run; the Eurodollar market; international capital flows; economic assessment of opportunities and risk; evaluation of alternative economic models for international operation; economic evaluation and performance measurement in a complex international environment.

25320 UNDERDEVELOPED ECONOMIES

Pre-requisite: 25209 Macroeconomics

To broaden students' economic perspective by exposing them to different economic systems in the process of development; to develop an understanding of the characteristics and problems of developing countries as a major part of the world economy; to increase proficiency in applied economic analysis; to provide greater understanding of the changes in the international economy; and to further understanding of the recent development in Australia's Asia/Pacific region and the opportunities for Australian trade and investment that arise.

Theories of underdevelopment and the characteristics of underdeveloped countries; case studies, including China, Latin and Central America, and ASEAN; opportunities for the Australian economy in the Asia/Pacific region.

25322 COMPARATIVE ECONOMIC SYSTEMS

Pre-requisite: 25209 Macroeconomics

This course is designed to introduce students to a comparative study of economic systems in capitalist, socialist and underdeveloped societies. It emphasises the implications for the Australian economy of contemporary changes in the international economy.

Socialist Economic Systems; Economic Reform in the USSR; Democracy and Capitalism in Eastern Europe; Socialism and Economic Reform in China; The Economics of the Third World; Australia and the Asian Economy; the North American Trading Bloc; The European Community.
Note: Not offered in 1992

25330 APPLIED BUSINESS ECONOMICS

Pre-requisites: 25314 Business Finance 1; 25209 Macroeconomics; 22115 Business Information Systems

To demonstrate the application of economic principles to a range of practical management problems and issues of relevance to managers in the private and public sectors.

Concepts and techniques of decision making. Information for management decisions. Research methods. Processing and presentation, the economics of MIS. The Economics of Strategic Management. Applied Topics.

25406 QUANTITATIVE TECHNIQUES IN FINANCE AND ECONOMICS

Pre-requisite: 26122 Business Statistics

Co-requisite: 25314 Business Finance 1

To develop in students sound quantitative skills to enable them to enhance their understanding of financial and economic models.

Students will be introduced to calculus, matrix algebra, regression and financial mathematics and appropriate applications.

25408 CURRENT ISSUES IN BUSINESS ECONOMICS

No longer offered. (See 25330 - Applied Business Economics)

25409 COMMERCIAL BANKING AND FINANCE

Pre-requisites: 25308 Financial Institutions and Markets; 25314 Business Finance 1

To Introduce students to a broader view of changing banking environment; develop understanding of financial decision-making in banking; introduce students to the relationship between finance theory and practice.

Introduction to commercial banking; finance reports and bank performance; costs of funds and capital adequacy; risks of domestic banking; banks foreign exchange risks; managing bank risks; managing a bank's foreign exchange operations; liquidity management; bank's use of synthetic products; economics of banking operations; bank management and strategic planning.

25410 CORPORATE FINANCIAL STATEMENT ANALYSIS

Pre-requisites: 25314 Business Finance 1; 22205 Accounting B; 25406 Quantitative Techniques for Finance and Economics

To enable students to grasp the importance of financial statement information in financial decisions.

To equip students with the necessary analytical skills to discriminate the critical indicators of a firm's current and future performance.

Overview of the nature, availability and usefulness of financial and non-financial information; a guide to earnings quality; time series and cross sectional techniques of analysis; estimating future cash flows and other information from financial statements; and application of analysis to equities, bankruptcy prediction, credit rating, implementation of accounting standards, and takeover predictions.

25414 BUSINESS FINANCE 2

No longer offered (See 25420 - Applied Financial Management)

25415 PERSONAL INVESTMENT

Pre-requisites: 22105 Accounting A; 25110 Microeconomics

To provide an understanding of the process and strategies of investing from the viewpoint of the personal investor and the personal investment adviser.

Principles of investing; the market environment; analysis of investment alternatives : fixed interest securities; shares; property and collectables; options and futures, managed investments, insurance and superannuation; financial and investment planning.
Note: Not offered 1992 Autumn.

25416 ECONOMICS OF MONEY AND FINANCE

Pre-requisite: 25308 Financial Institutions and Markets

The primary behavioural objective of the subject is to develop in students an ability to practice as 'money market economists'. It is anticipated that successful participation in, and completion of, this subject will equip students to evaluate and/or to provide briefings to domestic money market dealers, and to provide inputs into the management of portfolio sector weightings.

Domestic and international flow of funds; daily variations in cash flows and the role of the Reserve Bank in the cash market; monetary analysis; influences on interest rates; monetary policy in Australia; theories of the demand for money; the effects of policy and non-policy disturbances in a fixed and flexible real wage open economy model.

25420 APPLIED FINANCIAL MANAGEMENT

Pre-requisite: 25314 Business Finance I

Students are advised not to attempt this subject until they have made substantial progress in their studies.

For a full-time student this subject would normally be taken in semester five.

To provide students with the opportunity to integrate, apply and extend their studies in finance, and/or economics, and/or banking, in a practical decision making setting.

A major feature of the course will be the use of a financial simulation and/or case study material. Each topic consists of a review of the subject material and the application of that material in the applied decision context of a computer simulation, or case study. Typically students will form teams representing the board of directors and executive financial management of a firm. They will be responsible for decisions in production, procurement, pricing, credit management, inventory management, investment, financing and dividend policy.

25421 INTERNATIONAL FINANCIAL MANAGEMENT

Pre-requisite: 25314 Business Finance I

To introduce students to the theoretical framework and the practical techniques associated with exchange rate exposure, differing socio-political environments, international accounting and taxation and capital raising alternatives.

International financial management: mechanics and functions of foreign exchange markets; exchange rate determination and parity relationships; forecasting, measurement of foreign exchange risk; multinational working capital management; trade finance; financing foreign operations; long term asset and liability; international taxation management.

25422 INTERNATIONAL BANKING

Pre-requisite: 25314 Business Finance I

To develop within students an understanding and appreciation of sound and practical problems facing bankers when dealing in international markets and trade. The development of knowledge and organisational awareness within students in current theory and practice relevant to international financial institutions transactions.

Introduction to international banking, lending, foreign trade, foreign exchange and effects on financial position; foreign exchange markets; international financial relationships; foreign exchange risk management; country risk management; market making; international payments system; and offshore banking units.

25503 INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

Pre-requisite: 25420 Applied Financial Management

To introduce the conceptual and theoretical framework of the portfolio approach to investment in assets; to apply techniques of portfolio analysis and investment management; and to introduce the pricing and uses of the newer financial securities.

Mathematical and statistical basis; combining securities into portfolios; Efficient Sets; Efficient Sets II Short Sales/No Short Sales; index models; measuring portfolio performance; bills, bonds and the term structure of interest rates; options; futures.

25506 ASSET PRICING AND CAPITAL MARKET STUDIES

Pre-requisites: 25314 Business Finance I; 25406

Quantitative Techniques in Finance and Economics

To enable Finance majors to be able to review and critically evaluate finance theory and research papers from the mainstream academic and professional literature. Its content focuses, in an integrative manner, on the overall body of finance theory and evidence relating to asset pricing and capital market issues.

The contribution of Markowitz and others to modern portfolio theory and the CAPM, including market equilibrium and efficient market assumptions; Empirical tests relating to the CAPM and its derivatives; Arbitrage Pricing Theory; Pricing models for contingent claims, in particular, Options and Futures; Efficient Capital Markets - Theory and Evidence.

25515 INTERNATIONAL FINANCE

No longer offered. (See 25421 - International Financial Management)

25522 BANK LENDING

Pre-requisites: 25314 Business Finance I; 25308 Financial Institutions and Markets

To develop understanding and appreciation of sound and practical banking practices, including lending, international trade, current issues, legal matters.

Review of the banking industry; lending principles and practice; loans, advances and other financing instruments; corporate lending practices; project finance; international financing; current issues.

25605 REAL ASSET INVESTMENT AND MANAGEMENT

Pre-requisites: 25621 Financing Decisions; 25506 Asset Pricing and Capital Market Studies

To create and run sophisticated financial planning models; examine in depth the various analytical techniques for evaluating capital budgeting decisions;

evaluating investment and management of working capital; to review the impact of investment decisions on an organisation's strategy for survival and success in a dynamic environment; to develop clear and succinct presentation skills.

Financial planning; managing cash and marketable securities; inventories and accounts receivable; capital budgeting; estimating project cash flow; risk in capital budgeting; corporate strategy; valuing strategic competitive advantages, existing projects, private firms, takeovers, sunrise technologies and government projects.

25607 SECURITIES MARKETS REGULATION

Pre-requisites: 25314 Business Finance I; 79101 Law for Business

To develop an understanding of the regulatory nature of securities markets, including the process of regulation and the various players involved. To develop an understanding of the different theoretical frameworks, within which regulations can be analysed. To critically evaluate current issues of regulatory debate and reform in securities markets, such as insider trading and takeovers.

Review of the securities markets, the process of regulation and the players; criteria for acceptable research; role of the regulators (the Australian Securities Commission and Australian Stock Exchange) and the role of ethics upon the market; regulatory theories; the efficient market hypothesis; mischief rule model of regulation and the doctrine of fiduciaries; market manipulation; insider trading; takeovers; information disclosure and creative accounting; licensing market players (brokers, advisers).

25610 FINANCIAL TIME SERIES ANALYSIS

To provide a course in the statistical techniques of time series analysis applied to the analysis of financial data. To equip students with the skills required to conduct an empirical investigation of a theoretical model.

25620 ADVANCED FINANCIAL INSTRUMENTS

Pre-requisites: 25314 Business Finance I; 25406

Quantitative Techniques in Finance and Economics
To provide students with an understanding of the various derivative instruments used in modern financial markets. To give an appreciation of the theoretical underpinning of the techniques used to price these instruments and to manage risk.

Interest rate and foreign exchange risk; forwards; futures; options; swaps; managing borrowing and

investment with swaps; managing a book of derivative instruments; and the choice of instruments.

25621 FINANCING DECISIONS

Pre-requisites: 25314 Business Finance I; 25406 Quantitative Techniques in Finance and Economics; 25506 Asset Pricing and Capital Market Studies
To provide an understanding of the theory, empirical evidence and practice of corporate financing decisions. On completion of this subject students should be able to critically evaluate both a company's existing capital structure and proposed methods of raising new finance.

Estimating the cost of capital; capital structure and valuation; empirical evidence on capital structure; dividend policy; issues in debt financing; and short term finance.

25901 FUTURES AND OPTIONS

Pre-requisite: Acceptance into the Honours programme
This course aims to provide the student with the techniques needed to analyse and price derivative securities as well as some of the key quantitative arguments.

Introduction to derivative securities; basic arbitrage arguments; geometric brownian motion model of asset price movements; Ito's lemma; risk-neutral valuation and the Black-Scholes model; currency and futures options; hedging techniques; interest-rate-derivative securities; and alternatives to Black-Scholes option pricing.

25902 ADVANCED CORPORATE FINANCE

Pre-requisite: Acceptance into the Honours programme
To review the Sharpe-Lintner Capital Asset Pricing Model and to critically evaluate the empirical research literature pertaining to the CAPM. To review the Ross Arbitrage Pricing Theory (APT), and the appropriate contemporary research literature. To review the theory and empirical research evidence of efficient capital markets and the role of information. To relate the above content areas to contemporary finance literature on market anomalies and market over-reaction. To evaluate property investment evaluation models on a before and after-tax basis, including appropriate sensitivity analysis. To critically evaluate and assess the theoretical and practical significance of finance research and theoretical developments directly from the mainstream academic literature. To examine in depth a selected individual topic in advanced corporate finance; this topic must be approved for each student and will require a critical evaluation of the relevant academic and professional finance literature, and a written paper presented to the entire class at a

seminar towards the end of the semester. CAPM theory and evidence; APT theory and evidence; efficient capital markets theory and evidence; property investment evaluation models; and market anomalies and market over-reaction.

25903 ADVANCED MICROECONOMICS

Pre-requisite: Acceptance into the Honours programme
The main objective of this course is to acquaint students with the microeconomic theory of decision making under uncertainty.

The theory of choice; state preference theory; main-variance criteria; capital market equilibrium CAPM and APT; and efficient capital markets - theory and evidence.

25905 ASSET PRICING AND CAPITAL MARKET STUDIES (Honours)

Pre-requisites: 25314 Business Finance I; 25406 Quantitative Techniques in Finance and Economics; OR Second Level (348 Prefix) Mathematics Course
To enable Finance majors to be able to review and critically evaluate finance theory and research papers from the mainstream academic and professional literature. Its content focuses, in an integrative manner, on the overall body of finance theory and evidence relating to asset pricing and capital market issues.

The contribution of Markowitz and others to modern portfolio theory and the CAPM, including market equilibrium and efficient market assumptions; Empirical tests relating to the CAPM and its derivatives; Arbitrage Pricing Theory; Pricing models for contingent claims, in particular, Options and Futures; Efficient Capital Markets - Theory and Evidence.

26122 BUSINESS STATISTICS

To give students an appreciation of the power and utility of the statistical method as a practical management tool, and to introduce a number of commonly used statistical techniques.

Descriptive statistics; index numbers; exploratory data analysis; probability laws; probability distributions; confidence intervals; hypothesis testing; Chi-square Tests; simple linear regression; introduction to correlation analysis; forecasting; multiple regression.

27104 RECREATION LEADERSHIP

On completion of this subject the student will: appreciate different roles played by recreation leaders in the provision of recreation programmes and services; have developed a basic understanding of prevailing theories of leadership and considered their relevance and application to recreation; be familiar

with a range of practical recreation/leadership skills; have demonstrated an ability to apply these skills in a peer leadership situation and through the development of a resource kit.

27106 SOCIAL PSYCHOLOGY OF LEISURE

Prerequisite: Developmental and Educational Psychology (BA Leisure Studies/Ass.Dip, BA HMS only).

On completion of this subject the student will: understand the social and psychological antecedents of leisure behaviour; understand the processes of cognition which impact on the attitudes, perceptions and motivations of individuals at leisure; understand the assumptions underlying research techniques commonly applied in social psychological studies.

27115 ARTS AND ENTERTAINMENT

Prerequisite: Leisure in Australia

On completion of this subject the student will: have examined the concepts of 'art' and 'entertainment' and their changing roles in social life; appreciate theories of culture and their relevance to the contemporary analysis of leisure; understand the organisation of the arts and entertainment industry in Australia with particular reference to the access and equity, the politics of patronage, and the composition of audiences; be familiar with current issues shaping the future of arts and entertainment in Australia.

27117 LEISURE AND EDUCATION

Prerequisite: Leisure in Australia

On completion of this subject the student will: understand the relationship between leisure and education within the context of Australian society; comprehend the structure and organisation of Australian education service delivery systems as they relate to leisure; appreciate the strengths and weaknesses of different agency responses to the need for leisure education services.

27125 FUNCTIONAL ANATOMY

To understand the major anatomical systems of the body; to learn and identify the various anatomical structures and their functions; to develop a sound structural basis for subsequent physiological and human movement science studies; to analyse the anatomical fundamentals of human motion.

27126 LEISURE IN AUSTRALIA

On completion of this subject the student will: have developed a basic understanding of leisure and recreation in the context of world history and contemporary Australian society; be aware of the interdisciplinary nature and scope of leisure studies, have begun to develop a personal philosophy and critical perspective of leisure and recreation; and, be familiar with organisational structures and responses to leisure and recreation in Australia.

27127 LEISURE IN SOCIAL CONTEXT

The objectives of the subject are to develop a disciplined way of understanding leisure in its social context; to introduce students to the literature of sociology and sociological analysis; to apply sociological analysis to the phenomenon of leisure; and to develop a critical understanding of the role of leisure in society with specific reference to Australia.

27128 TOURISM SYSTEMS

On completion of this subject students will: demonstrate a conceptual knowledge of the major principles and phenomena involved in leisure-based tourism and other forms of travel; use general systems theory principles to analyse and describe tourism and to develop appropriate models for further investigation; systematically and analytically investigate tourism's elements in terms of their structures, functions, operations, and intra-system interrelationships; demonstrate knowledge and understanding of the interrelationships between tourism (and its individual elements) and the environments with which it interacts; demonstrate a knowledge of the structures, functions, operations and interrelationships of firms and organisations which comprise the tourism industry; and demonstrate awareness of the applicability of such knowledge to management and other business practices in firms and organisations in the tourism industry.

27129 INFORMATION TECHNOLOGY FOR LEISURE AND TOURISM

This subject is a compulsory foundation skills subject for students in the Bachelor of Arts (Tourism Management) and Bachelor of Arts (Leisure Studies). For a detailed subject description, refer to the Faculty of Social Sciences Handbook.

27131 COMMUNITY ARTS

Prerequisite: Leisure in Australia

On completion of this subject students will: have developed an understanding of the role of community arts in Australian society; have become familiar with the organisations that administer and fund community art forms; and have developed a practical appreciation of the skills and resources necessary to organise and lead a community art.

27132 COMMUNITY FITNESS AND LIFESTYLE I

Prerequisite: Leisure in Australia

On completion of this subject students will: understand the anatomical and physiological bases of fitness and its evaluation; be familiar with lifestyle factors and related agencies which influence community fitness; and have developed a practical appreciation of the skills and resources necessary to both

organise and lead community-based fitness programmes.

27133 COMMUNITY FITNESS AND LIFESTYLE II

Prerequisite: Leisure in Australia

On completion of this subject students will: have developed an appreciation of the relationship between inactive lifestyle and selected physical and psychological disorders; have developed a further understanding of the social, economic and political factors and agencies which influence community fitness and, have developed a further understanding of the skills and resources necessary to organise and lead safe community-based fitness programmes with a focus on specific population groups.

27134 OUTDOOR EDUCATION I

Prerequisite: Leisure in Australia

On completion of this subject the student will: have examined the concept of outdoor education from both a philosophical and programming viewpoint; be familiar with environmental, social, political and economic forces that have influenced and continue to shape the development of outdoor education programmes in Australia and; have developed a practical appreciation of the skills and resources necessary to both organise and lead environmental awareness, bushwalking and lightweight camping programmes in the environs of Sydney.

27136 SPORT IN RECREATION

Prerequisite: Leisure in Australia

On completion of this subject the student will: have developed an understanding of the role of sport in Australian society; have become familiar with the organisations that administer and provide opportunities for sport, with an emphasis on community based programmes and; have developed a practical appreciation of the skills and resources necessary to both organise and lead sports in a variety of contexts.

27137 WATER BASED RECREATION I

Prerequisite: Leisure in Australia

On completion of this subject the student will: have examined the growth and extent of water based recreation in Australian society; have gained an understanding of the administrative structures which have evolved to cater for water based recreation and; have developed a practical appreciation of the skills and resources necessary to programme for selected water based activities.

27140 & 27240 PROFESSIONAL PRACTICE I & II (AD)

Prerequisite: Professional Practice I is a prerequisite for Professional Practice II.

On completion of these subjects the student will:

have applied and developed the values, knowledge and skills acquired through their academic programme; have a practical appreciation of the skills necessary to organise and administer programmes for different community groups; have begun to clarify their career goals and developed contacts within the field.

27149 PERFORMANCE STUDIES I

To develop an awareness of safety in performing gymnastics, to develop knowledge and understanding of techniques of performance for basic gymnastic skills; to develop quality of performance of basic gymnastic skills on floor and selected apparatus; to develop ability to design sequences of gymnastic movements and perform them with confidence, style, rhythm and flow; to demonstrate proficiency and versatility in the skills of bush dance; to develop skill and knowledge of two team sports.

27150 & 27250 PROFESSIONAL PRACTICE I AND II (BA)

Co-requisites: Leisure and Specific Populations and Leisure Programme Planning are co-requisites to Professional Practice I. Professional Practice I and Leisure Research I are prerequisites to Professional Practice II.

On completion of these subjects the student will: have applied and developed the values, knowledge and skills acquired through their academic programme; have a practical appreciation of the dynamics of organisational behaviour as it impacts on the delivery of recreation services; have begun to clarify their career goals and developed contacts within the field.

27206 MANAGING SMALL LEISURE SERVICE ORGANISATIONS

Corequisite: Organisation Behaviour

On completion of this subject students will: appreciate the range and nature of organisations which deliver leisure services; have a basic understanding of techniques which might be used to manage human and financial resources in a small leisure service organisation; be familiar with selected aspects of the law and how these relate to the management and operation of a small leisure service organisation.

27216 LEISURE SERVICES MANAGEMENT

Prerequisite: Leisure in Australia

On completion of this subject students will understand the management issues emanating from the special nature of service industries; understand the role and importance of leisure services in a contemporary society, and the economic implications arising therefrom and have explored the different perspectives on the quality of service operations and their respective applications to leisure services.

27223 MECHANICS OF HUMAN MOTION

At the conclusion of this subject students will be able to understand the fundamental concepts of mechanics applicable to a study of human motion; develop an objective and scientific approach to the study of human movement; appreciate the limitations imposed by physical laws on human motion; develop an awareness of the possibility of optimising human performance through application of mechanical principles; develop skills in the use and application of measuring instruments.

27224 LEISURE PROGRAMME PLANNING

On completion of this subject the student will: understand the theories, models and purposes of recreation programming; be familiar with the professional frameworks that give shape to recreation service delivery systems; have the skills to translate community need into appropriate recreation programmes; have the necessary skills to plan, implement and evaluate recreation programmes in a variety of community settings.

27225 LEISURE RESEARCH I

Prerequisite: Information Technology for Leisure and Tourism

On completion of these subjects the student will: understand the role of research in planning and management; be familiar with the basic elements and limitations of research design; understand and be able to handle a wide range of data gathering and analysis techniques employed in leisure research; be able to recognise and determine when and where particular research techniques are appropriate; be able to assess the validity and reliability of data and analysis as they appear in reports and professional literature; be familiar with the processes involved in coding and preparation of data and its analysis by computer; and be able to present research findings in appropriate format.

27234 OUTDOOR EDUCATION II

Prerequisite: Outdoor Education I

On completion of this subject the student will: have explored the development of contemporary attitudes towards the outdoors and the ways in which these attitudes are reflected in behavioural interactions with this environment; have examined the conceptual and practical relationships between outdoor pursuits, the physical environment, and personal development; have developed a practical appreciation of the skills and resources necessary to organise outdoor education programmes selected from the following: abseiling, rock climbing, caving, canoeing, cross-country skiing and orienteering.

27249 PERFORMANCE STUDIES II

Prerequisite: Performance Studies I

To develop an awareness of safety in performing gymnastics, to develop knowledge and understanding of techniques of performance for basic gymnastic skills; to develop quality of performance of basic gymnastic skills on floor and selected apparatus; to develop ability to design sequences of gymnastic movements and perform them with confidence, style, rhythm and flow; to demonstrate proficiency and versatility in the skills of bush dance; to develop skill and knowledge of two team sports.

27307 THE ADMINISTRATION OF AUSTRALIAN SPORT

Prerequisite: Leisure in Australia

On completion of this subject the student will: be familiar with the literature pertaining to the role and scope of sport in contemporary society; appreciate the resource demands which sport imposes at differing levels of performance and be familiar with organisational responses to such demands; understand the private, public and voluntary structures and organisations which support and administer Australian sport; be familiar with professional issues surrounding contemporary trends in Australian sport.

27310 KINESIOLOGY

Prerequisite: Functional Anatomy

To develop an understanding as it is affected by the body's structure; to understand how various structures relevant to motor performance function interact; to understand the theory and mechanisms that contribute to the understanding and performance of motor skills.

27313 HUMAN ECOLOGY

Prerequisite: Leisure in Australia

On completion of this subject the student will: appreciate the interrelated nature of the social, political and natural environments in which they live; be aware of the implications for humanity of major disruptions to the global ecosystem; be aware of current responses to these meta-problems; be able to analyse these meta-problems with a view to identifying opportunities for personal action.

27314 LEISURE, SPORT AND CULTURE

Prerequisite: Leisure in Social Context

On completion of this subject the student will: appreciate concepts of work and leisure in industrial societies; be aware of the historical development of Australian patterns of work and leisure; appreciate the effects of class, gender and age on participation in, and commitment to, particular leisure pursuits; be able to relate changes in the nature of employment and the organisation of work to the development of new requirements in leisure.

27323 LEISURE AND PUBLIC POLICY*Prerequisite: Leisure in Australia*

On completion of this subject students will: have an understanding of the range of political, philosophical and economic perspectives on the roles of the state in contemporary western societies; have a basic understanding of theories of policy making and how they apply to public policy making in the field of leisure; and be familiar with the history of the development of leisure-related policies in Australia in the nineteenth century and contemporary developments in leisure policy in Australia and overseas.

27325 LEISURE RESEARCH II*Prerequisite:s Leisure Research I: Business Statistics (B.A. (Tourism Management))*

On completion of these subjects the student will: understand the role of research in planning and management; be familiar with the basic elements and limitations of research design; understand and be able to handle a wide range of data gathering and analysis techniques employed in leisure research; be able to recognise and determine when and where particular research techniques are appropriate; be able to assess the validity and reliability of data and analysis as they appear in reports and professional literature; be familiar with the processes involved in coding and preparation of data and its analysis by computer; and be able to present research findings in appropriate format.

27326 LEISURE AND SPECIFIC POPULATIONS*Co-requisite: Leisure Programme Planning*

On completion of this subject the student will: have explored philosophical and definitional issues associated with such terms as 'specific populations'; understand the evolution of recreation services for specific populations; understand basic etiology, characteristics and needs of selected specific populations; appreciate the economic, social psychological and physiological barriers experienced by this group of leisure seekers; have examined several contemporary issues as they relate to recreation provision for specific populations.

27327 TOURISM'S ENVIRONMENTAL INTERACTIONS*Prerequisites: Microeconomics and Tourist Behaviour*

On completion of this subject, students should: appreciate the breadth and significance of tourism's interactions with its economic, physical, social and cultural environments; understand the implications of these interactions for the development and management of tourism; display an awareness of contemporary environmental issues which affect tourism in Australia; display an ability to apply basic economic

and environmental evaluation techniques to tourism-related problems.

27330 PHYSIOLOGICAL EFFICIENCY OF HUMAN MOVEMENT*Co-requisite: Human Physiology*

To consider the adjustments and adaptations of the human body to accommodate physical performance; to consider the assessment of physical work capacity; to consider the physiological parameters and correlates of the broad concept of physical fitness; to consider the physiology of training and conditioning in the development of physical work capacity.

27349 PERFORMANCE STUDIES III

To refine and extend the skills of gymnastics established earlier; to be able to perform set routines on floor and olympic apparatus; to develop skill and knowledge of two team sports.

27449 PERFORMANCE STUDIES IV*Prerequisite: Performance Studies I*

To demonstrate skill in track and field events to a prescribed level; to show understanding of the principles of technique, the rules of competition and principles of training for track and field; to develop skill and understanding of one individual sport and one team sport.

27501 PARK AND NATURAL AREA MANAGEMENT I*Prerequisite: Leisure in Australia*

On completion of this subject students will: be familiar with the history and organisation of the provision of park systems in Australia and overseas; understand the principles and procedures of park planning, including the roles of public involvement and design and be able to apply the Recreation Opportunity Spectrum (ROS) in the development of a park plan of management; have a basic understanding of the relationships among demand, supply and management in the provision of outdoor recreation opportunities; and be familiar with a number of case studies dealing with selected park and recreation management issues in Australia.

27508 BIOMECHANICAL EFFICIENCY OF MOVEMENT*Prerequisite: Mechanics of Human Motion*

To develop knowledge and understanding of the applications of biomechanical laws to physical performance.

27523 LEISURE AND TOURISM PLANNING*Prerequisite: Leisure and Public Policy*

On completion of this subject the student will: be familiar with the various forms of planning intervention applied in Australian communities; be able to

assess the redistributive consequences of planning decisions at both local and regional levels; and be able to in terms of their objectives and their likely contribution to, and impact on, the community.

27526 LEISURE THEORY

Prerequisite: Leisure, Sport and Culture

On completion of this subject the student will: have further developed skills in analysing and evaluating literature in the leisure field; be familiar with the leading theoretical models presently under debate in the leisure field; have examined the problems of corroborating theories in the social sciences and the processes through which theories are developed and theoretical disputes resolved; will recognise the value sets which intrude into all decisions and professional judgements.

27527 TOURISM STUDIES PROJECT

Prerequisites: Leisure Research I and II; only available to students in their final year.

This subject revolves around the completion of a project which is designed to draw together the knowledge and skills developed throughout the course and provide the opportunity to test them on an applied tourism management related problem or issue.

27549 PERFORMANCE STUDIES V

Prerequisite: Performance Studies I

To demonstrate skill in performance of swimming strokes to a prescribed standard; to show understanding of the principles and methods of training for swimming; to show understanding of the mechanical principles of stroking; to show competence in the performance of social and jazz dance; to understand the performance and have knowledge of social and jazz dance form.

27601 PARK AND NATURAL AREA MANAGEMENT II

Prerequisite: Park and Natural Area Management I

On completion of this subject students will have: an understanding of the various systems of natural area protection in Australia and overseas, the advantages and limitations of these and the role of recreation in natural area management; an ability to apply systems for recreation planning in the natural environment; and an understanding of critical case studies dealing with selected issues in the recreation management of natural areas in Australia and overseas.

27606 CONTEMPORARY ISSUES IN LEISURE

Prerequisite: Leisure and Tourism Planning

On completion of this subject the student will: have developed an appreciation of sources and processes of change in the leisure field; have examined the

theoretical and practical dimensions of contemporary professional issues in leisure; have examined the nature of the leisure professions' response to problems it has recognised and to identify 'conventional wisdom' which may have constrained the patterns of problem recognition and response; have discussed potential futures for leisure in society.

27607 ENVIRONMENTAL INFLUENCES IN EXERCISE PHYSIOLOGY

Prerequisite: Physiological Efficiency of Movement

To appreciate the impact of environmental stress on physical work capacity; to be cognisant of the relative value of ergogenic aids utilised by athletes.

27609 ANALYTICAL PROCEDURES IN EXERCISE PHYSIOLOGY

Prerequisite: Physiological Efficiency of Movement

To appreciate the role of pure and applied research in exercise physiology; to understand the application of research tools in exercise physiology.

27610 RECREATION FACILITY DESIGN AND MANAGEMENT

Prerequisite: Leisure in Australia

On completion of this subject the student will: be familiar with the design and physical planning processes involved in developing recreation facilities; understand typical operating procedures associated with the management of leisure complexes and the reasons why these should be considered in the design process; be familiar with a number of specific facilities and a range of evaluation models that have been developed to gauge the effectiveness of recreation facilities.

27611 MEASUREMENT AND DEVELOPMENT OF PHYSICAL ABILITY

Prerequisite: Functional Anatomy

To examine the interrelationships between physical activity and the physiological and anatomical development of the individual; to provide students with a sound knowledge of the growth process and the implications of this knowledge for the prescription of physical activity; to enable students to develop proficiency in the measurement of fundamental human capacities.

27620 LEISURE STUDIES SPECIAL PROJECT

Prerequisites: Leisure Research I and II, and approval of the Head of School, Leisure and Tourism Studies, and maintenance of an academic record which indicates a capacity to handle self-directed work.

On completion of this subject the student will be able to: design a project or programme of study to

provide answers to a specific leisure research question; undertake self-directed applied research; relevance beyond the specific study situation; produce a report which, with some editorial work, may be suitable for publication.

27628 LAW FOR LEISURE, SPORT AND TOURISM

Prerequisite: Leisure in Australia

On completion of this subject the student will be able to demonstrate basic knowledge and understanding of general legal principles and processes which affect business activities in Australia; demonstrate knowledge and understanding of laws and regulations which have particular significance for the leisure, sport and tourism industry; and demonstrate the ability to recognise legal obligations in management contexts.

27631 TOURISM MANAGEMENT

Prerequisite: Tourism Industry; Contemporary Management Practices; Accounting B.

On completion of this subject the student will: have the ability to utilise management theories and concepts and assess their applicability to various tourism industry settings and management structures; have developed an understanding of the functions and levels of management in tourism industry organisations through the use of case studies; have developed an ability to formulate management strategies and perform management functions in a tourism industry environment.

27632 TOURIST BEHAVIOUR

The subject is designed to study the tourist as a central and active element in the tourism system. On completion of this subject, students should be able to demonstrate awareness and understanding of the issues and practical problems involved in conceptualising 'the tourist' as a discrete subset of the broader set of 'travellers'; understand the distinctive features which characterise the tourist as a particular type of leisure participant; recognise the disciplinary approaches necessary for comprehensive analysis and understanding of tourist behaviour; demonstrate the ability to perform techniques for researching aspects of tourist behaviour; and appreciate and understand the relevance and importance of knowledge of tourist behaviour for management and policy making in tourism.

27632 SPORT PSYCHOLOGY

Prerequisites: Kinesiology; Social Psychology of Leisure

To understand the psychological determinants of physical performance; to be cognisant of contemporary analytical procedures in sports psychology.

27642 TOURISM SERVICES MARKETING

Prerequisites: Principles of Marketing; Tourist Behaviour; Tourism Industry.

To introduce students to the study of personal services marketing and to show both the similarities and differences between it and 'product marketing'; to develop in students knowledge and understanding of the peculiarities of personal services marketing especially in respect to: 'product' formation, distribution, the critical role of the recipient as an additional production factor input, and the importance of symbolic communication in the promotional mix; and to develop students' knowledge of the tourism industry sector's marketing related collaborative networks, and of the sectors' and industry's applications of marketing practices.

27643 TRAVEL AND TOURISM OPERATIONS I

Corequisite: Travel and Tourism Operations 2

To provide students with skills and knowledge relevant to operational level positions within tour operators and wholesalers, inbound tour operators and retail travel outlets, including a knowledge of world situations and descriptive geography relevant to employment within tourism industry organisations.

27644 HOSPITALITY OPERATIONS I

Corequisite: Hospitality Operations II

To provide students with skills and knowledge relevant to operational level positions in accommodation establishments. This includes being able to perform basic operational and accounting functions for both food and beverage and rooms departments; understand the interrelationships that exist between departments/divisions; be aware of legislation which affects accommodation operations; describe general emergency procedures in the context of accommodation operations.

27648 THE TOURISM INDUSTRY

Prerequisites: Tourism Systems and Microeconomics

This subject extends and deepens the coverage of topics introduced in the subject Introduction to Tourism Systems. The major aim is to develop a working knowledge of the multi-sectoral tourism industry's operating networks and interrelationships.

On completion of this subject students will: understand the tourism industry and be able to explain it in terms of the structures, functions, operations and interrelationships of its component sectors; understand the tourism industry's roles, functions and impacts in tourism systems, in economies and in societies; and demonstrate the ability to apply such knowledge by critically investigating and contributing to the solution of management or marketing problems in one or more tourism industry sectors in ways that are sensitive to tourism's environment.

27653 TRAVEL AND TOURISM OPERATIONS II

Corequisite: Travel and Tourism Operations I

To provide students with skills and knowledge relevant to operational level positions within tour operators and wholesalers, inbound tour operators and retail travel outlets, including a knowledge of world situations and descriptive geography relevant to employment within tourism industry organisations.

27654 HOSPITALITY OPERATIONS II

Corequisite: Hospitality Operations I

To provide students with skills and knowledge relevant to operational level positions in accommodation establishments. This includes being able to perform basic operational and accounting functions for both food and beverage and rooms departments; understand the interrelationships that exist between departments/divisions; be aware of legislation which affects accommodation operations; describe general emergency procedures in the context of accommodation operations.

27690 HONOURS RESEARCH THESIS

To produce a 20,000 word research thesis based on an original problem of a theoretical or applied nature. The thesis is not expected to advance knowledge but it should demonstrate evidence of the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

27730 HONOURS RESEARCH SEMINAR

Prerequisite: Entry to Honours Programme

The subject seeks to build on knowledge and skills developed in the BA (Leisure Studies) subjects, Leisure Research I and II. The specific objectives of the subject are to understand and engage in the process of conceptualising theoretical or applied research and the process of developing a researchable problem; to understand the process of locating research problems in theoretical and applied contexts; to engage in the process of designing research projects; and to develop intellectual crafts necessary for the doing of research with specific reference to writing and the production of research output.

E2105 AN INTRODUCTION TO DEVELOPMENTAL AND EDUCATIONAL PSYCHOLOGY

This subject aims to help students understand that principles derived from developmental and educational psychology can contribute substantially to their effective functioning as people and as recreation officers or leisure administrators. It aims to do this by giving them a systematic general view of human growth and development and by showing that effective instructional techniques can assist individuals in reaching their developmental potential.

E8137 HUMAN BIOLOGY

At the conclusion of the subject students will be able to relate the structure of particular organ systems to the functions they perform; make comparisons between systems in humans and other animals, demonstrate simple laboratory and recording skills related to an examination of living systems; discuss some of the biological consequences of the interaction of humans with their environment; demonstrate a knowledge of the basis of animal classification.

E8203 HUMAN PHYSIOLOGY

Prerequisite: Human Biology

At the conclusion of the subject students will be able to describe the role played by all the organ systems in the control of body movement; discuss the integrated regulation of organ systems in situations involving a change from a resting state; demonstrate an understanding of the processes involved in the production and use of energy in the human body; demonstrate skill in the use of equipment which measures physiological parameters under laboratory conditions.

E8540 CHEMISTRY I

During this subject students will acquire a general background in chemistry necessary for some of the later courses which they will be taking, such as human Physiology and Physiological Efficiency of Human Movement.

K36613 CONTEMPORARY MANAGEMENT PRACTICE

Prerequisite: Organisation Behaviour

To provide students with an understanding of key aspects of current management practice; to develop in students an awareness of the range of strategies available to management for handling management issues; to explore intra-organisational aspects of managing including skills relevant to the management of both people and organisational structures; and to explore inter-organisational aspects of managing including skills relevant to managing in regulated environments and international environments.

79101 LAW FOR BUSINESS

To develop a critical awareness of legal issues as they affect the community.
Legal philosophy; legal history; constitutional law; torts; crime; property; contracts and consumer protection.

79210 INDUSTRIAL LAW

To provide students with an introduction to the area of industrial law, focusing upon the legal aspects of the employment relationship and its regulation.

The Contract of Employment; Contract Labour; Dismissals and Reinstatement; Union Registration and Legal Obligations; Employer Registration and Legal Obligations; Amalgamation and De-Registration; Notification of Disputes and the Power to Make Awards; Legal Status of Awards and Agreements; Forms of Certified and Enterprise Agreements Under the Acts; Rights of Individuals Before Industrial Tribunals.

79211 LAW FOR MARKETING MANAGERS

Pre-requisite: 79101 Law for Business

To introduce students to the Federal and State laws dealing with consumer protection and marketing and to identify legal problems and issues relevant to identify legal problems and issues relevant to the marketing decision-maker.

Introduction and general overview; Fundamental concepts behind Trade Practices Legislation; Product liability; Prohibitions against unfair conduct; Enforcement issues; Intellectual property rights and the marketer; Ownership of the image; Occupational licensing; Consumer credit; Privacy issues; Enforcement and Access.

79261 COMMERCIAL LAW

Pre-requisite: 79101 Law for Business

To enable students to become familiar with the concepts of law encountered in commercial practice. To develop a knowledge of business contractual obligations and their application to specific transactions.

Business Contracts; Contractual Obligations; Enforcement and Remedies; Consumer Protection and Sale of Goods; Consumer Protection and Trade Practices; Trust Principles; Agency; Agents Authority; Alternative Business Organisations; Partnership; Insurance; Negotiable Instruments; Negotiable Instruments; Business Insolvency.

79364 ADVANCED INDUSTRIAL AND LABOUR LAW

Pre-requisite: 79101 Law for Business

To deal in greater depth with the philosophy of labour law in Australia and the law relating to the handling, settling and determination of industrial disputes.

Trade union law in Australia; Some aspects of labour relations; relationship of the master and servant with third parties; Workers Compensation.

79362 COMPANY LAW

Pre-requisite: 79101 Law for Business

To Examine the law and rule relating to the modern business corporation.

Incorporation of companies; Constitution of a company; Company management; Accounts and audit; Meetings and proceedings; Minority protection; Companies in difficulty; Re-organisation and takeovers.

79369 BANKING LAW

Pre-requisite: 79101 Law for Business

To introduce students to the legal environment within which banks operate, including the role of financial institutions in commercial and entrepreneurial transactions. To establish the rights of the customer and the bank.

Role of financial institutions in commercial transactions; Legal implications of banking; Rights of a banker and customer; Liabilities to third parties; Impact of regulatory agencies; International aspects; Law relating to negotiable instruments; Law relating to securities.

79462 REVENUE LAW

Pre-requisite: 79101 Law for Business

To refine and develop basic legal skills introduced in earlier units; At a general level, to develop students' conceptual and analytical skills, and an appreciation of law as a strategic business tool; To develop in students an understanding of the conceptual basis for, and implications of the taxation law system.

Overview and background; Tax administration; Residence and source; Income from labour - including ETP's; Fringe Benefits Tax; Income from property; Income from business; Trading Stock; General deductions; Specific deductions; Rebates; Tax accounting.

79606 ADVANCED REVENUE LAW

Pre-requisite: 79101 Law for Business

To refine and develop legal and practical skills introduced in Taxation Law and other earlier units; To examine in depth selected areas of domestic income tax law and examine contextually their implications and impact upon situations commonly encountered in business.

Tax administration issues; Advanced aspects of fringe benefits tax; Advanced aspects of taxation of business operations; Advanced aspects of capital gains tax; Selected topics as appropriate from time to time depending upon judicial, legislation, political and practical developments.

79666 ADVANCED INCOME TAXATION LAW

Pre-requisite: 79101 Law for Business

To refine and develop legal and practical skills introduced in earlier units.

Offshore aspects of taxation - including detailed analysis of residence and source; Dividend and interest withholding tax, and taxation of offshore royalties; Operation of double tax agreements and other in/formal co-operative arrangements; International tax planning (including transfer pricing) - constraints, techniques and opportunities; Selected topics as appropriate from time to time.

79664 INDIRECT TAXATION

Pre-requisite: 79101 Law for Business

To introduce students to the policy implications raised by direct taxes. To analyse options for reform and overseas experience with indirect tax systems. To examine the basic principles of current indirect taxes in Australia and their practical implications.

Options for reform; International experience with indirect taxes and what Australia can learn from them; Land Tax; Payroll Tax; Sales Tax; Stamp Duties.

POSTGRADUATE SUBJECT SYNOPSES

21702 INDUSTRIAL RELATIONS

Prerequisite: 21720 Employment Relations

This subject provides an in-depth knowledge of the institutions, processes and forces in Australian industrial relations. The contemporary pressures upon industrial relations and the major legislation affecting the workplace will be discussed and analysed. The practical skills required to effectively handle industrial relations will also be covered, particularly those relating to grievance procedures, negotiations and advocacy.

21710 QUANTITATIVE METHODS

This subject provides the student with the basic tools necessary for the quantitative analysis of business problems. Major areas of focus: use of statistics in decision making, and the techniques used in forecasting business activities.

21711 ENVIRONMENT OF PUBLIC MANAGEMENT

This subject provides an introduction to the environmental context of public management in Australia. Topics: Australian society, constitution, federalism, structure of government, Westminster adaptations, political parties, elections, the media, ministers, central agencies, administrative reform.

21714 PUBLIC POLICY

Prerequisites: 21728 Public Sector Management, 21729 Public Personnel Management plus one subject from Group 1 and Group 2. Group 1: 21711, 21733, 21738. Group 2: 21731, 21739, 21735

This subject is designed to develop an appreciation of the theories and models relevant to the analysis and making of public policy.

This is an integrating subject wherein students will have the opportunity to examine managerial policy making at agency level, taking account of broader public policy developments. Involves a simulation game.

21715 STRATEGIC MANAGEMENT

Prerequisites: All subjects in semesters 1-3 of the GDA

Integrating subject concerned with top management strategy for, and management of, change in economic and social environment of business. Case studies from real business situations examined.

21716 EMPLOYMENT RELATIONS RESEARCH PROJECT

Prerequisites: 21751 Management Research Methods and 21752 Employment Relations Research Proposal

In this subject, the study planned in the subject 21752 Employment Relations Research Proposal is carried out and a suitable report is submitted. The major phases will include: data gathering, data analysis, interpretation of results and establishing the relationship of these results to the literature and the purpose of the project.

21717 INTERNATIONAL MANAGEMENT

Topics: an overview of the nature and scope of international business and management; the framework for international transactions; environmental variables; management variables; comparative management styles.

21718 ORGANISATION ANALYSIS AND DESIGN

The central concern of this subject is to develop skills in organisational analysis and on the basis of this to develop diagnostic and prescriptive skills in regard to organisational design. The method of presentation is a weekly class of three hours which will involve a combination of lectures, discussion of readings, analysis of case studies and simulation exercises. Students are expected to have read the assigned material in advance so that there can be more informal discussion of key issues.

21719 ORGANISATIONAL BEHAVIOUR

This subject uses theory and research from the social sciences to explore human behaviour at work. Students are introduced to the basics of individual psychology which is then critically applied to the fields of motivation and job design. Social psychology's work on group dynamics is presented and applied to the management of work groups and committees. Various theories of leadership are examined and critically assessed. The question of intergroup behaviour and conflict is discussed as is power and politics in organisations. The question of change in organisations draws upon much of the foregoing. The subject takes a critical approach to management theory and practice.

21720 EMPLOYMENT RELATIONS

This subject provides an introduction to the areas of industrial relations and personnel management. The historical steps in the development of the personnel function and the forces which have shaped the development of the personnel function are examined. The major functions of personnel and industrial relations managers are explored, as well as the relationship between the personnel and industrial

relations functions in the modern organisation. The nature of industrial relations and the various theoretical approaches to the subject are examined. A study is made of the nature of industrial conflict and the contribution to understanding made by several conflict theorists. The structure and functioning of the formal industrial tribunal systems in Australia are examined, as well as the form and function of the employer and employee organisations party to employment relations.

21721 BUSINESS POLICY

Prerequisites: All subjects in Semesters 1-7 of the MBA

Topics: the concept of fields of business policy/strategy; conceptual implementation; formulating policy/strategy; selection of strategy; implementation of the strategy; evaluation/modification of strategy.

21722 MANAGEMENT 1

Prerequisite: 21719 Organisational Behaviour

The emphasis in this subject is on acquiring knowledge and management theory and values, with focus on the latest research findings in the area. This will be done through lectures, individual reading assignments, seminar discussions, and practical exercises.

The main objectives of the subject are:

- (a) to build on the foundation provided by the core subjects in the MBA programme, particularly Organisational Behaviour, Organisation Analysis and Design, and Employment Relations;
- (b) to allow students to study in depth the latest developments in Management theory and research as they relate to effective management of organisations;
- (c) to evaluate the applications of these theories to management in the Australian environment;
- (d) to provide the necessary reading background for students to be able to complete the Project in Management.

Topics: The Manager's Role; Rational Incremental Decision Making; Decision Making-Alternative Strategies; Piesmal and Situational Characteristics of Decision Making; Creativity and Problem Solving; Transactional Analysis; The Rational Emotive Approach; The Gestalt Approach; Dealing with Interpersonal Conflict.

21723 MANAGEMENT 2

Prerequisite: 21718 Organisation Analysis and Design

The subject consists of two components - a knowledge component and a skills component. The former is presented through normal lecture-discussions. These lectures cover management theory including the latest research findings in the area.

The skills component is covered in an intensive two day non-residential workshop. During this workshop students have the opportunity to experiment with and improve various management skills related to the material presented in the knowledge component of the subject. Students will receive feed-back on the effectiveness of their skills from lecturers and colleagues and through the use of videotape.

The objectives of the subject are:

- (a) to develop managerial skills necessary for managing organisational change;
- (b) to enable students to understand the role of power and politics in organisations.

Topics: OD History and Values; Diagnostic Techniques; Models of Organisational Change; Implementation and Resistance to Change; Action Research; Piesmal, Group and Intergroup Interventions; Structural and Strategic Interventions; Power, Politics and OD; Skills Workshop.

21724 HUMAN RESOURCE MANAGEMENT

Prerequisite: 21720 Employment Relations

The subject builds upon the coverage of the basic areas of Human Resource Management in the prerequisite subject 21720 Employment Relations.

Students will be expected to:

- (a) locate, analyse and debate the relevance of recent research, theoretical concerns and policy issues;
- (b) develop practical skills in areas such as interviewing, giving oral presentations and programme design; and
- (c) consider the major contextual variables and their relationship to Human Resource Management strategies.

Major topics will include: Staff development, interviewing, alternative views of HRM, human resource planning and the relationships between HRM and organisational strategy, structure and change.

21725 ORGANISATIONAL CHANGE AND ADAPTATION

The subject consists of two components - a knowledge component and a skills component. The former will be presented through normal lecture discussions. The skills component will be covered through group involvement in an on-going or potential organisational change programme through which a group will act as a team of change agents. Results of their efforts will be presented in a 2 day non-residential workshop at the end of the semester. In this subject, students develop an understanding of strategies, methodologies and intervention techniques and skills

in managing planned or adaptive organisational change.

Topics: Systems views of organisations; Diagnostic Models; Finding out what's going on; Models of change and OD Interventions; Structural Interventions; Piesmal, Group and Intergroup Interventions; Strategic Interventions; Power, Politics and OD; Skills Workshop.

21728 PUBLIC SECTOR MANAGEMENT

This subject provides a broad conceptual framework for studying approaches to management within the political environment of the public sector. An evaluation is undertaken of the utility of contemporary business management concepts in public sector organisations.

Topics: Organisations and management; Perceptions of management in the public sector; Managerial roles and skills; Catalysts for reform; Performance management; Politics and management; Strategic management; Decision making and implementation; Programme and project management; Resources acquisition and management; Dealing with the public; Ethics and values; Accountability; the future.

21729 HUMAN RESOURCE MANAGEMENT (PUBLIC)

This subject adopts a strategic perspective to the management of human resources in public sector organisations analysing strategies and processes to meet the needs of both organisations and individuals. An analysis is conducted of the balance of responsibilities between achieving broad governmental objectives and agency goals; agency performance and a just concern for employees, and central agency vis a vis individual agency issues.

Topics: Concepts and models of HRM; Contexts and catalysts for public HRM; Equity in employment; Workforce planning; Jobs - design, classification, evaluation; Recruitment, selection, mobility; Performance appraisal; Human resource development; Employee justice; Industrial democracy; Industrial relations framework; Labour market reforms; Public sector unionism; Employment conditions; Cutbacks - redeployments redundancies; Issues and future challenges.

21730 MANAGERIAL SKILLS WORKSHOPS

Prerequisite: some knowledge of management.

Admission usually restricted to students in specified courses.

The emphasis in this subject is on the acquisition of managerial skills. The approach is one where each student is initially required to do a considerable amount of pre-reading and consultation with lecturers

in order to: (a) acquire a strong theoretical base in the area of managerial skills; and (b) define specific skills that he/she would choose to develop and improve. All students are then required to attend an intensive four day skills development workshop. During this workshop, students will have the opportunity to experiment with and improve various managerial skills identified through research and consultation prior to the workshop. Topics: Personal and interpersonal skills; interviewing skills; conceptual skills.

21731 RESOURCE MANAGEMENT

Objectives: For students to develop practical management skills, from accounting and finance in: budgeting and cash management; cost control through variance analysis; cost minimisation through internal audit; cost-volume-profit analysis; financial statement analysis. **Topics:** Management-current issues and implications for public and community managers, Management Accounting; Financial Accounting; finance; Application of above to specialised settings (e.g. health, education, community organisations).

21732 PROGRAMME EVALUATION

Prerequisite: 21728 Public Sector Management

This subject focuses upon the outcomes of public organisations at a broad programme level. Students are required to work through several programme evaluations as project exercises and to prepare an evaluation plan. **Topics:** Overview of public sector accountability; Alternative models of and approaches to evaluation; Programme goals, objectives and outcomes; Approaches to data collection; Programme budgeting and evaluation; Planning evaluations - tutorial workshop; Performance indicators; Programme and outcomes monitoring; Conducting evaluations; Reporting on performance; The impact of evaluations; International trends and approaches; Presentation of evaluation plans.

21733 ENVIRONMENT OF EDUCATIONAL MANAGEMENT

This subject provides a foundation for other subjects to follow in the course. As such it attempts to provide a general overview rather than pursue topics at this stage in great depth. It is multi-disciplinary in approach. The subject includes analysis of the multiple demands, often conflicting, which are directed at educational systems and their managers. **Topics:** International and interstate comparisons of social indicators; Government in Australia; Educational status of Australians; Commonwealth - State Resource Agreements; Devolution approaches; The private/public debate in education; Other reforms to educational system; Macro strategic planning - role of educational systems; Education futures, "clever Australia", Training Guarantee Act; Contemporary issues.

21734 PROGRAMME DEVELOPMENT AND EVALUATION

This subject provides a necessary link between the broad Environmental subject (Stage 1) and the Public Policy subject (Stage 4). It provides more detail to the concepts of corporate planning studied in Public Sector Management in terms of developing broad services provided by post-secondary education.

21735 RESOURCES MANAGEMENT IN POST-SECONDARY EDUCATION

Aim: This subject provides an overview of the macro public sector financial system, and the micro accounting system within educational organisations.

21736 COMMUNICATION FOR EDUCATIONAL MANAGERS

This subject provides a distinctly human resource development perspective of educational management practices within the conceptual framework of public sector management. This complements material presented in the general management subject. **Topics:** Review of representative contemporary theoretical approaches; Interface of interpersonal and organisational communication; Process variables; Interprofessional relationship competences; Media-related roles of educational managers; Impact of technology on educational management.

21737 PROJECT - EDUCATIONAL MANAGEMENT

This subject allows students to explore aspects of educational management or policy in greater depth than that possible in the classes in Stages 1-3. It would be particularly useful for those students wishing to proceed to further postgraduate study by research.

21738 ENVIRONMENT OF HEALTH MANAGEMENT

This subject provides an introduction to the environmental context of management in public health systems.

Topics: International comparisons of features of Australian society; class, ethnicity, gender; Income and wealth distribution; role and structure of government in Australia; Constitutional provisions and practice; Westminster conventions and Australian adaptations; Health status of Australia; area management of public health services; contemporary issues; Federal-State relations - Medicare case study; Privatisation, commercialisation, joint ventures; Service accreditation and quality assurance; Health futures: technology, ageing, resource allocation formula, role delineations.

21739 RESOURCE MANAGEMENT IN HEALTH

Topics: health sector financial arrangements; patterns of expenditures; accountability and control; the budgetary cycle; programme budgeting; issues and trends in health funding; financial reporting.

21740 HEALTH MANAGEMENT INFORMATION SYSTEMS

Topics: information management; systems approach; planning, implementing and controlling a health management information system; designing health management information systems; decision support systems; hospital and area health service functions, performance measurement; patient and casemix systems; using systems in planning and budgeting.

21741 OPERATIONS MANAGEMENT

An introduction to the management of operations.

Topics: comparison of production and service processes, production - process matrix; service operations; planning, scheduling and controlling production; materials management (including Just in Time, materials requirement planning); human resources and labour relations in operations, quality planning and control, interface with marketing and accounting/finance functions; strategic planning.

21742 QUANTITATIVE MANAGEMENT

Application of operations research techniques and business modelling to production and service organisations; "hands on" applications with computer packages. Topics: linear programming; inventory management; forecasting; statistical quality control; project scheduling CPM/PERT; game theory in business; simulation techniques and queuing models.

21743 PRODUCTIVITY AND QUALITY MANAGEMENT

Managerial aspects of quality and productivity. Topics: concepts and definitions of productivity, quality (including total quality control); measurement, models, tools and techniques used; evaluation and implementation of productivity and quality programmes.

21744 PRODUCTION PLANNING AND CONTROL

The planning of production and management of inventories.

Topics: Integrating production planning with corporate planning; master scheduling; capacity planning; shop floor control; materials requirements planning; Just-in-Time; distribution; re-order point/EOQ models, limitations of usage; implementation strategies and effects on workers and suppliers.

21745 SERVICE OPERATIONS MANAGEMENT

The management of the design, production and delivery of services. The application of operations concepts and methods to service situations. Topics: Strategic Management and Marketing, process analysis, delivery systems; establishing, measuring and control of service levels; location and layout; capacity planning, quality assurance, organisation behaviour and design in services, managing professional services.

21746 ERGONOMICS

Principles and practical techniques of ergonomics/human factors; application of these techniques to design of work places and equipment; design of work tasks and work organisation. Applicable both to manufacturing and service organisations.

21747 OPERATIONS MANAGEMENT POLICY

Integrates and consolidates knowledge and skills acquired. Emphasises strategic planning and decision making in operations; use of operations as a competitive weapon; interfaces with other functional areas in a computer management simulation exercise. Topics: Capacity and facility planning; management games; formulating and implementing corporate and functional plans, capital expenditure proposals; management-union bargaining exercises.

21748 BUSINESS PROJECT - OPERATIONS MANAGEMENT

Prerequisite: 21741 Operations Management

Organisation-based analysis of a production or service process; application of operations management techniques. Involves problem definition and resolution. Project undertaken under supervision of member of academic staff and an industry supervisor (nominated by student).

21749 COMPUTERISED INFORMATION SYSTEMS FOR MANAGERS

Prerequisites: Basic understanding of personal computer systems, DOS, and introduction to software packages.

This subject examines the concepts and skills relevant to the design, development and implementation of computer-based management information systems. A hands-on, workshop approach is followed using examples from the health care sector. However, the subject is applicable to managers in other sectors and specialisations.

Topics: Introduction to information management; The systems approach; Information technology; Data Processing and Spread Sheets; The data base Management System; Planning the MIS Project;

Implementing the MIS Project; Controlling the MIS Project; Decision support systems, Privacy, data security and data integrity; Information systems evaluation and implementation audit.

21750 ADVANCED THEORY IN EMPLOYMENT RELATIONS

In this subject, students carry out in-depth reading in a selected area of employment relations theory and research. Each student is assigned to a supervisor for guidance and will regularly attend and present the results of their work to a graduate seminar.

21751 MANAGEMENT RESEARCH METHODS

This subject provides students with the knowledge necessary to understand and use research methods and the more common techniques. Areas covered include survey research methods, observational studies, data analytic techniques experimental and quasi-experimental designs and qualitative methods such as case studies. Topics: Questionnaire construction; Survey students (interview, mail, telephone); Sampling methods; Indexes and scales; Analysing and presenting survey data; Experimental design; Evaluation research; Qualitative methods (content analysis, case studies, etc)

21752 EMPLOYMENT RELATIONS RESEARCH PROJECT

Prerequisite/co-requisite: 21751 Management Research Methods

This subject involves the completion of a thorough literature review and the development of a detailed proposal for the project to be completed in the subject 21716 Employment Relations Research Project. Students will be allocated to a supervisor appropriate to their topic area and expected to read widely and in depth in this area. The project proposal will be presented orally to a graduate seminar as well as in the form of a written proposal covering the literature review and the aims and research methodology of the proposed project.

21753 ADVANCED PUBLIC SECTOR MANAGEMENT

Prerequisites: Semesters 1-4 Master of Management

This subject provides students with a broad conceptual framework within which to place knowledge gained earlier in the course. Topics are covered such as the role of government in modern democracies, and philosophies of administration and management. There will be an opportunity for students to read widely and to challenge "ideas in good currency" in the public management literature.

21754 RESEARCH PROPOSAL (PUBLIC SECTOR MANAGEMENT)

Prerequisites: Semesters 1-4 Master of Management and satisfy entry criteria to Management Research Stream.

This subject is a precursor to the Research Project subject, providing the foundation for later data collection and analysis. In the selection of topics, a balance is sought between addressing some of the contemporary problems in the broad field of chosen concentration/specialisation, while encouraging applications to the students specific vocational situation. Given the above, students will not be permitted to proceed to the Project without satisfactory performance in this subject. Appropriate topic areas will be determined in consultation between the student and academic supervisor. This will then be followed by clarification of problem, description of context, specification of research questions, literature review and development, and specification of research methodology.

21755 AUSTRALIAN MANAGEMENT

(For Master of Business (Management) students only)

The purpose of this subject is to develop broad knowledge and skills in diagnosing and managing organisational structures and processes, with particular reference to Australian organisations.

Topics include: The role of the manager, analysing organisations, structure, politics, culture, innovation and change.

21756 BUSINESS PROJECT - STRATEGIC MANAGEMENT

(For Master of Business (Management) Students only)

Prerequisites: All subjects in semesters 1-3 of the M.Bus. (Management).

This subject introduces students to the use of research methods in the management area and requires them to analyse the relevant literature, design, execute and report on a major project.

21757 ACTION LEARNING PROGRAMME

(For Master of Business (Management) Students only)

Prerequisites: All subjects in semesters 1-3 of the M.Bus. (Management).

The Action Learning Programme methodology used in presenting this subject requires students to apply a variety of management disciplines to the solution of a real organisational problem. Working in study sets under the guidance of a University supervisor, students will identify, analyse and solve a complex, strategic organisational problem for a host organisation. Students will present progress report seminars and a final report. Sponsoring organisations will be

invited to comment on the report before marks are allocated.

21758 STRATEGIC MANAGEMENT (PUBLIC)

Prerequisites: Semesters 1-5 Master of Management

This subject provides an integrative approach to the development and implementation of strategies appropriate to the peculiar political, legal and financial environments of public sector agencies organisations. Alternative strategy models are examined for their relevance in particular situations. Topics: The concept of strategy; Strategic management - history, process and practice; Models of strategy; Stakeholders in strategy; Vision and mission; Strategic planning - role and approaches; Environmental assessment - strategic audit; Competition or cooperation?; Strategic decision-making; Strategic approaches to implementation; Strategic control; Varied organisational contexts.

21759 STRATEGIC MANAGEMENT (COMMUNITY)

Prerequisites: Semesters 1-4, Master of Management in Community Management.

This subject is the "capstone" subject for the community management concentration of the Master of Management. It provides an opportunity for students to integrate studies taken earlier in the course through the development of a strategic perspective on the management of organisations, and an ability to apply that perspective within community organisations.

21760 EMPLOYMENT CONDITIONS

Prerequisites: Completion of semesters 1 - 3 of the GDER or MBus (ER)

This subjects builds upon the material covered in a number of the subjects studied in the Graduate Diploma in Employment Relations or in the earlier stages of the Master's programme. The study of employment conditions provides a focus and application for material covered in earlier stages of the course including: Employment Relations, Human Resource Management, Industrial Relations and Industrial Law.

21761 ADVANCED EDUCATIONAL MANAGEMENT

Prerequisites: Semesters 1-5, Master of Management

This subject allows for indepth study of the application of managerial and organisational concepts studied earlier in the course, to be applied to public educational organisations. Current issues will be examined.

Topics: Reforms to public education systems - a comparative perspective; Stakeholder audit; Politics, devolution, accountability; Local governing boards

and councils; Managing through mergers; Marketing educational programmes; Senior Executive Service - implications for education; Role and mission - need for stronger mandate?; Cross-related articulation and co-operation; Managing non-governmental funded educational bodies; Training v. education debate; Who pays the piper? (Government, employer, student contribution to costs); Managing the workforce of educational organisations; Current issues.

21762 CLIENTS AND MARKETS

Objectives: To examine the social and historical forces that create specific markets and client groups for public sector and not-for-profit organisations; To critically evaluate the role and scope of marketing operations in these organisations as contrasted to private, for-profit organisations; To develop an understanding of changes in organisational markets and patterns of distribution for the products of the public and not-for-profit sectors; To develop skills and the techniques and methods of marketing management in public sector and not-for-profit organisations; To examine consumer and client responses to public and not-for-profit sector products; To address equity and social issues in public and social marketing strategies.

Topics: The marketing concept; strategic marketing; social marketing; clients, customer and consumer behaviour; marketing information systems; communication and promotion; marketing decisions - the marketing plan.

21763 MANAGEMENT INFORMATION SYSTEMS

Objectives: For students to: Identify and categorize information needs in organisational settings as a basis for information systems design; Describe the elements of information systems and their relation to substantive organisational task and management systems; Identify and justify design variables and design approaches; Identify situations in which the mechanization of information systems is desirable; and the organisational requirements for, and implications of such mechanisation; Identify behavioural and organisational considerations associated with designing and using information systems.

Topics: Identifying information needs in organisational settings; Analytic frameworks for information systems design; Designing information systems for operational control; Designing financial information systems for managerial control; Designing information systems for strategic planning; Designing special purpose and qualitative information systems; Information system design and the computer; Behavioural and organisational aspects of information system design and use.

21764 ECONOMICS FOR PUBLIC AND COMMUNITY MANAGERS

Prerequisites: 21711 Environment of Public Management or 21767 Environment of Community Organisations.

Objectives: To familiarise the students with the language, techniques and ways of thinking employed by economists relating to micro, macro and public sector economics. To teach some skills in economic analysis of direct appreciation to managers in the public and community sectors.

Topics: The concepts and models of economics; Policy applications of the concepts and models and Public Sector economics and public finance.

21765 VALUES, ETHICS AND OUTCOMES

This subject, analyses contemporary perceptions of and challenges to "ethical" behaviour in organisations.

Topics: Values; Morality, ethics; Integrity; belief systems; Ethics in business, government and community organisations; Developing an ethical culture; coes of ethics: social responsibility; Case studies.

21766 MANAGING COMMUNITY ORGANISATIONS

The subject provides an introduction to the community management concentration of the Master of Management by exploring the nature of management within the community sector; by offering an overview of management theory and practice, and by demonstrating the relevance of later units in the programme. It is a compulsory subject and prerequisite for all later subjects.

21767 ENVIRONMENT OF COMMUNITY ORGANISATIONS

This is the second of the two introductory subjects of the community management concentration of the Master of Management. It provides students with knowledge of social, economic and government context in which community organisations exist, examines the best knowledge currently available on the size and contribution of the community sector in Australia and develops tools for analysing the effect of their own organisation of wider social, economic and political changes.

21768 POLICY STUDIES

This subject adopts a macro view of the policy making process and hence provides a parallel to the other macro environmental subject, plus complements the more macro managerial subjects.

Topics: concepts and definitions, approaches, theories and models, policy development processes,

sources and issues, politics, policy system, implementation, case studies, workshop.

21769 HUMAN RESOURCE MANAGEMENT (COMMUNITY)

Prerequisite: 21766 Managing Community Organisations

This subject provides an overview of the industrial relations system and its implications for the community sector, including the definition of employer, the development of awards, the appropriateness of the adversary model, the implications of and for volunteers. Employment practices within the community sector are examined for paid and unpaid staff with a view to the development of a (more effective) employment policy.

21771 PRINCIPLES AND PRACTICES OF TRANSPORTATION

This subject provides an introduction to the theory and practices of transportation and their contribution to transport management.

Topics include an overview of theory and practice in transportation; basic comparative studies and major transport modes; major issues in transport management; competitive service issues in transportation; special issues in international transportation.

21772 TRANSPORT OPERATIONS MANAGEMENT

This subject identifies the major components of transport operations and logistics management and their impact on service, organisational productivity and performance.

Topics include decision analysis; services and operations management in transportation; performance measurement; scheduling and output control; productivity management.

21773 LOGISTICS SYSTEMS AND PHYSICAL DISTRIBUTION

This subject will identify product distribution problems and use computer applications to assist in their resolution. Topics include systems analysis of firms' physical distribution activities; analysis of goods, information flows and co-ordinating activities; customer service.

21774 TRANSPORT POLICY AND PLANNING ANALYSIS

This subject establishes a policy framework (objectives, capital decisions, resource allocation, strategic planning and control) to assist in evaluating government and private policy initiatives.

Topics include policy alternatives in transportation; relationships between transport modes; planning and design of transport project. A managerial simulation game will be conducted to illustrate planning and policy issues.

21776 COMPARATIVE STUDIES IN TRANSPORT MANAGEMENT

This subject illustrates fundamental differences and/or similarities between transport modes - based largely on case studies. The subject will cover major policy/planning, government regulation and investment issues in domestic (road, rail, air) and international (air and sea) transportation.

21777 MANAGING HUMAN SERVICES

Prerequisite: 21711 Environment of Public Management or 21767 Environment of Community Organisations

Objectives: At the conclusion of the unit, students will: Be familiar with organisational characteristics of the major human service industries (health, education and community services), particularly their mixed economy and their similarities and differences; Have a thorough understanding of the role of government in these industries (as provider, regulator, funder); Be familiar with the range of strategies and tools whereby governments can seek to provide a quality of access, ensure good quality and finance the expansion of their services; Be able to analyse options available to governments in managing the provision of human services and be able to learn from experience in one human services field to apply in another; Understand the consequences for the managers of service providers of different government strategies and appreciate possible lines of response.

Topics: Overview of major human service industries; Strategies for providing equality of access to human services; Strategies for giving users/clients a greater say in the provision of human services; Strategies for ensuring good quality service (and changing perceptions of quality); Strategies for financing an expansion of services; The implication of each of these strategies for the management of organisations providing a service.

21778 RAISING AND MANAGING FUNDS

This subject examines the variety of funding services for community organisations including government funding, corporate sponsorship and public appeals, user charges and surplus investment. It explores theories of philanthropy and the variety of techniques that have been developed to systematise the fund raising process.

21780 READINGS IN ADMINISTRATION

Prerequisites: Semesters 1-4 MBA

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Co-ordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be undertaken, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Specialty Strand in the MBA programme. Therefore the subject chosen should be related to other subjects within the chosen Strand.

21781 SOCIAL AND COMMUNITY RESEARCH

Prerequisites: 21766 Managing Community Organisations; 21767 Environment of Community Organisations

This subject introduces the theory and methods of social research as applied within the community sector. It explores research as a problem solving tool and a political one. It critically examines both qualitative and quantitative research methods and the use of primary and secondary data sources. The subject provides a basis of understanding for those who manage or use research projects. For those attempting the Management research stream, the subject provides the necessary basis for the development of a research proposal.

21782 ADVANCED RESOURCE MANAGEMENT

Prerequisite: 21731 Resource Management

Objectives: For students to develop advanced skills in: budgeting and variance analysis; cash management; organisational risk management. The aim is to develop analytical and design skills through practice with specific applications and the relation of the outcomes to more general analytic models and design approaches.

Topics: Budgeting - conventional incremental, program and zero base budgeting - implications for the setting of priorities, resource allocation and performance evaluation; Variance analysis - price and efficiency variances for major cost items - labour, materials and overhead; Cash management; Risk management - fixed operating costs, and fixing financing costs.

21785 RESEARCH TECHNIQUES IN BUSINESS & PUBLIC ADMINISTRATION

The purpose of this subject is to expose students to a selection of research techniques of potential relevance in preparing a thesis in the area of Business and Public Administration.

21786 RESEARCH SEMINARS IN BUSINESS & PUBLIC ADMINISTRATION

The purpose of this subject is to provide a forum each semester for students to present an update on their research efforts and review the work of others.

21790 BUSINESS PROJECT - EMPLOYMENT RELATIONS

Prerequisites: Semesters 1-7 MBA

Students will be expected to work with an individual supervisor to develop and carry out a project on some aspect of employment relations.

Topics: specification of project topic, literature review, data gathering methods, data analysis and interpretation, preparation of project report.

21791 BUSINESS PROJECT - MANAGEMENT

Prerequisites: Semesters 1-7 MBA

The project should preferably be undertaken in an organisational setting and should be integral to the elective subjects in the Specialty Strand. It will allow students to examine an organisation and to utilise in the problem definition, resolution, decision-making, and implementation phases of the study, the skills, procedures and knowledge acquired in the course.

21792 BUSINESS PROJECT - PUBLIC SECTOR MANAGEMENT

The subject is an integrating subject in which students are asked to draw on subjects covered earlier in the course while researching an area of contemporary relevance to public sector management. The topics, selected by consultation between student and academic supervisor, will be within a public sector organisational setting. Ideally, the student should have the support of a mentor in the work organisation.

21793 BUSINESS PROJECT - TRANSPORT MANAGEMENT

This subject allows the student to examine in detail an aspect of Transport Management and their own organisation. The tasks of problem definition and resolution/implementation strategies, will be covered under the supervision of an academic member of UTS staff and a senior manager in the employing organisation.

22705 MANAGEMENT PLANNING AND CONTROL

The subject attempts to examine the context in which accounting control systems are developed and used and to examine the traditional management accounting systems and practices as to their adequacy to facilitate control in organisations.

Topics include: accounting for organisation control, control in organisation, the nature of organisations, individuals in organisations, accounting for decision making, budgetary control planning with uncertainty, performance measures and evaluation, organisational interdependence.

22708 MANAGEMENT INFORMATION SYSTEMS

Modern accounting will be presented as a discipline concerned with the collection, reporting and interpretation of information for decision making at various levels of management by diverse users. A necessary condition of competent management is an efficient and effective information system, and traditional accounting systems have not always successfully integrated the total information system.

Topics: the conceptual framework of the information; the structure of the managerial information system; the management of the system and; the place of accounting in the system.

22726 ACCOUNTING AND FINANCIAL ADMINISTRATION

The aim of the subject is to introduce accounting to persons who are not preparing for a career in accounting, but are going to use accounting information in their roles.

Topics include both financial and management discounting: financial statements, balance sheet and income statement, financial statement analysis and understanding financial statements, the nature of management accounting, cost behaviour, differential accounting, capital budgeting, responsibility accounting, budgeting.

22727 INFORMATION FOR MANAGEMENT DECISIONS

Prerequisite: 21710 *Quantitative Methods*

Modern accounting will be presented as a discipline concerned with the collection, reporting and interpretation of information for decision making at various levels of management by diverse users. A necessary condition of competent management is an efficient and effective information system, and traditional accounting systems have not always successfully integrated the total information system.

Topics: the conceptual framework of the information; the structure of the managerial information system; the management of the system and; the place of accounting in the system.

22730 EDP CONTROL AND AUDIT

This subject examines the application of the objectives and procedures of auditing and internal control

in the specialised area of EDP oriented information systems. The course first emphasises the control which should exist for all aspects of EDP systems regardless of auditors' requirements. It then examines the various techniques available to internal and external auditors for gaining the evidence required to reach a justifiable opinion on the systems, and their outputs, under examination. The emphasis in classwork is heavily on seminar discussion and presentations of suggested solutions to problem situations.

22740 ACCOUNTING FOR MARKETING

Objectives: To introduce marketers to the role of Accounting in organisations. To explain how Accounting integrates with other function areas of business. To develop and enhance the competence of marketers in the analysis of strategic organisational problems, using Accounting skills and knowledge. To enable a marketer to read financial accounts for a territory, division or organisation. To introduce basic management accounting to marketers.

22743 FINANCIAL STATEMENT ANALYSIS & FINANCIAL MODELLING

Prerequisite: 25742 Financial Management or 25765 Corporate Finance

This subject aims to introduce students to the latest techniques of financial statement analysis, and to develop an appreciation for alternative financial modelling techniques in students.

Topics include: credit rating systems; prediction of corporate failure; takeovers and financial statements; risk assessment and financial ratios; corporate planning models and financial statements.

22751 CORPORATE ACCOUNTING ISSUES

Topics: the search for accounting standards; the "state of the art" in disclosure policy; capital markets and financial information; future trends in corporate disclosure policy.

22760 APPLIED RESEARCH METHODS

This subject requires a basis of knowledge required to understand and use research methods and techniques. Areas of study include research methods, observational studies, data analytic techniques and computer based statistical packages which include experimental and case studies.

22785 RESEARCH TECHNIQUES IN ACCOUNTING

The purpose of this subject is to expose students to a selection of research techniques of potential relevance in preparing a thesis in the area of Accounting.

22786 RESEARCH SEMINARS IN ACCOUNTING

The purpose of this subject is to provide a forum each semester for students to present an update on their research efforts and review the work of others.

22780 READINGS IN ACCOUNTING

Prerequisites: Semesters 1-5, MBA

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Co-ordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be required, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Specialty Strand in the MBA programme. Therefore the subject chosen should be related to other subjects within the chosen Strand.

22790 BUSINESS PROJECT - CORPORATE ACCOUNTING

The project should preferably be undertaken in an organisational setting and should be integral to the elective subjects in the Specialty Strand. It allows students to examine an organisation and to utilise in the problem definition, resolution, decision-making, and implementation phases of the study, the skills, procedures, and knowledge acquired in the course.

22791 BUSINESS PROJECT - ACCOUNTING

Prerequisite/co-requisite: 22760 Applied Research Methods

The project will preferably be undertaken in an applied setting and will be related to the techniques and practices used in the applied research skills subject. The project will allow examination of a perceived interest area. Resolution or elucidation of the interest area will review the use of skills, procedures and knowledge acquired in the course.

22793 BUSINESS PROJECT - ACCOUNTING AND FINANCE

Prerequisite/co-requisite: 22760 Applied Research Methods

The project will preferably be undertaken in an applied setting and will be related to the techniques and practices used in the applied research skills subject. The project will allow examination of a perceived interest area. Resolution or elucidation of the interest area will review the use of skills, procedures and knowledge acquired in the course.

22810 ACCOUNTING MODULE 2

This subject incorporates the topics which are specified in the study guide lines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

22812 ACCOUNTING MODULE 1

This subject incorporates the topics which are specified in the study guide lines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

23703 ECONOMICS FOR MANAGEMENT

Economics for Management aims at providing a short, intensive introduction to the two major components of economic theory - microeconomics (which deals with the behaviour of individuals, firms and industries) and macroeconomics (which deals with the behaviour of the national and international economies).

Topics covered include demand and supply, theory of the firm, the market system, market failure, macroeconomic theory of output, employment and inflation, and macroeconomic policy.

23704 GOVERNMENT-BUSINESS RELATIONS

Prerequisite: 23703 *Economics for Management*

Topics: overview of current scope of government policies towards business in Australia; overview of the market sector in Australia; the rationale of government policies toward business; the formation of public policies; policies to improve the competitive system; assistance toward the market sector; protection of national interests; policies to overcome inequities; the social responsibilities of business; industry policy and government assistance.

23780 READINGS IN ECONOMICS

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Co-ordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be required, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Specialty Strand in the MBA programme. Therefore the subject chosen should be related to other subjects within the chosen Strand.

23785 RESEARCH TECHNIQUES IN FINANCE AND ECONOMICS

The purpose of this subject is to expose students to a selection of research techniques of potential relevance in preparing a thesis in the area of Finance and Economics.

23786 RESEARCH SEMINARS IN FINANCE AND ECONOMICS

The purpose of this subject is to provide a forum each semester for students to present an update on their research efforts and review the work of others.

24701 CONTEMPORARY MARKETING MANAGEMENT

To present a clear, realistic and contemporary perspective of marketing is an objective of this course. Accordingly, the subject matter reflects major innovations and advancements currently shaping marketing thought and practice. The marketing discipline is now in a state of flux and transition. Its scope, approaches, and content are being reoriented. The scope is being altered to reflect such developments as increasing social responsibilities, changing governmental relationships, and the internationalisation of marketing. The approaches are being restructured as a result of the current emphasis on contributions of the behavioural and social sciences, quantitative methods, systems analysis, and computer technology. The content is being modified by the appearance of the new marketing concepts, models and theories.

24702 MARKETING THEORY AND PRACTICE

The objective of this subject is to introduce the student to the field of marketing. This survey subject will present the functional, social and managerial dimensions of marketing through lectures, article reviews and actual case examples. The student will gain an appreciation of the interrelated nature of marketing variables and systems.

24710 BUYER BEHAVIOUR

The purpose of this subject is to provide insight into buyer behaviour as the foundation for marketing strategy. Examines individual and social determinants of buyer behaviour within an overall conceptual framework that includes information processing, learning, motivation, attitudes, personality, lifestyle and social and cultural group influences. Considers consumer and industrial buyers.

24712 MULTINATIONAL MARKETING

Prerequisite: 24702 *Marketing Theory and Practice*

This subject is managerial in the sense that it focuses on the problems and decisions facing managers of international marketing. It is comprehensive in that it covers the problems of marketing across national boundaries as well as those arising from marketing within a number of different national markets. The subject treats at length the situation of the Australian firm engaged in multinational marketing activities. The level of involvement ranges from exporting to licensing, to joint ventures, to wholly owned subsidi-

aries. The student will be given the opportunity of applying the theoretical knowledge gained to a detailed analysis of a particular foreign market environment and the development of marketing strategies required in that market by an Australian organisation.

24713 SALES MANAGEMENT

The objective of this subject is to interrelate principles of organisation theory, motivation and marketing, thereby providing a conceptual framework for the practice of sales management.

This subject develops functional knowledge in the area of sales management. Sales management was previously referred to in the discussion of tasks of the marketing manager. This subject may be seen as combining material from management and marketing areas of the course. As such, it will offer compatibility with the course objectives which relate to the application of principles to practice, giving the sales manager a theoretical foundation for planning, implementing and controlling the sales function.

24720 MARKETING RESEARCH

This subject will aim to provide a comprehensive account of the marketing research process - from problem recognition and definition through all the procedural steps of findings and recommendations for marketing decision making. Specific treatment of the nature, role and management of marketing information in a corporate setting will provide a basis for discussion and development of research methodology.

This subjects covers a fundamental component of the marketing process: the generation and management of the marketing information resources of an organisation. In this sense the subject is critical to discussion of specific functional decision areas of marketing in other subjects in the course. The practical emphasis will further contribute to the student's understanding of the problems and potentials inherent in the collection and analysis of marketing data.

24730 ADVANCED MARKETING MANAGEMENT

Prerequisites: Semesters 1-5 MBA; Semesters 1-3 GDM

The objective of the subject is to develop the student's ability to apply principles of decision making to problems in marketing strategy. The attractiveness of various alternatives for individual decisions within the marketing area is affected by the interaction of all elements of the marketing programme. In addition, situational factors (within the company, within the industry and within the broader environment) affect the attractiveness of alternative marketing solutions. Case studies and a business simulation will be extensively used.

24731 ADVERTISING MANAGEMENT

Prerequisite: 24702 Marketing Theory and Practice (Reqd); 24710 Buyer Behaviour (Recommended)

Advertising and promotion decisions are examined in this subject from an advanced viewpoint based on theory and research findings. The purpose is to provide managers with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying relevant target audiences, formulating and testing advertising and promotion strategies and evaluating campaign results. The subject includes an applied project covering these decision factors.

24734 MANAGERIAL MARKETING

This subject views marketing as a key managerial decision making area, necessarily at the locus of interface between the firm and its environment. Drawing extensively on the literature in marketing management, the subject will adopt a case method approach to the exposition of the nature and complexity of managerial marketing decision making.

24736 MARKETING COMMUNICATION

Prerequisite: 24734 Managerial Marketing

This subject deals with the communications outflow generated in the process of marketing management. As such, all forms of marketing communications directed towards the market place will receive attention, and will be considered as strategic alternatives for achieving marketing goals. Specific topics covered will include interpersonal, intermediary and mass communications. Personal selling, reseller support and the various forms of mass media, advertising and promotion will be given detailed treatment.

24737 MARKETING INFORMATION MANAGEMENT

Prerequisite: 24734 Managerial Marketing

This subject provides a comprehensive coverage of the topic of information in a marketing management context. The concept of the marketing information system will provide a basis upon which detailed treatment of specific issues in information generation, organisation, dissemination and use will be built. A major portion of the subject will deal with marketing research methodology as applied to the marketing management decision making context. There will be a project requirement in this subject in order to ensure that practical aspects of research methodology are appreciated by participants.

24738 INTERNATIONAL MARKETING MANAGEMENT

Prerequisite: 24734 Managerial Marketing

The programme will first deal with conceptual matters relating firms to international markets. Using

this knowledge, issues associated with developing practical marketing strategies appropriate to different world markets will be analysed in detail.

Topics: the international marketing environment; comparative marketing systems; marketing strategies for different markets and; the management of informational operations. The case study approach will be widely used.

24742 NEW PRODUCT MANAGEMENT

Prerequisites: 24702 *Marketing Theory and Practice*; 22740 *Accounting for Marketing*; 24720 *Marketing Research*

The purpose of this subject is to expose students to the literature on, and the nature of, the marketing task involved in the development and launch of new products. Students will also be required to carry out a project whereby a marketing feasibility and strategy are developed for an actual new product innovation calling on knowledge gained in previous marketing subjects.

24743 CONTEMPORARY ISSUES IN INTERNATIONAL MARKETING

Prerequisite: 24712 *Multinational Marketing*

This subject aims to build upon existing knowledge in the area of international marketing and to apply it to current developments and issues (both conceptual and empirical) in the field. It aims to increase awareness and improve understanding of issues beyond the scope of topics covered in traditional international marketing courses.

Topics covered: political, legal, economic, cultural environmental issues; managerial and strategic issues; trade relations and internationalisation issues; and conceptual issues associated with the development of international marketing theory.

24744 COMPETITIVE INTERNATIONAL MARKETING STRATEGY

Prerequisites: All subjects in Semesters 1-5 inclusive

This subject aims to enhance the problem solving, decision-making and general management skills of students in the context of an international organisation operating in a competitive and changing global environment. The subject involves a PC-based international business simulation exercise and case studies/readings. Decision areas covered include: company organisation, products and improvements, management of innovation, area operations, competitive analysis, marketing research, pricing, promotion, distribution, inventory management and inter-company and intra-company transactions.

24750 MARKETING DECISION ANALYSIS

The objective of this course is to study marketing management decision processes and procedures from a product manager's viewpoint. An increasingly complex marketing environment offers product managers new challenges and opportunities. To take advantage of the opportunities and meet the challenges, computer aided decision procedures provide additional conceptual and applied tools for decision making. This course builds and expands on the material covered in earlier post graduate courses in Marketing by way of learning about computer models which aid and assist a product manager's task of managing markets.

24755 APPLIED INTERNATIONAL MARKETING RESEARCH

Pre-requisites: all subjects in semesters 1-4 inclusive

This subject develops skills in conducting various international marketing research and marketing management activities. It involves a study tour of one or two overseas countries.

This subject enables the student to develop an appreciation of the ways in which marketing systems might be compared and evaluated across national boundaries. A greater understanding of the role and significance of Australian business in the international economy will also be achieved.

24780 READINGS IN MARKETING

Prerequisites: Nil. However prior permission required

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Co-ordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be required, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Specialty Strand in the MBA programme. Therefore the subject chosen should be related to other subjects within the chosen Strand.

24785 RESEARCH TECHNIQUES IN MARKETING

The purpose of this subject is to expose students to a selection of research techniques of potential relevance in preparing a thesis in the area of Marketing.

24786 RESEARCH SEMINARS IN MARKETING

The purpose of this subject is to provide a forum each semester for students to present an update on their research efforts and review the work of others.

24790 BUSINESS PROJECT - MARKETING*Prerequisites: Semesters 1-5 MBA*

This subject is designed to provide an opportunity to investigate some specific business problems in marketing such as strategic marketing planning, researching a new product venture or developing decision tools. It is expected that students will apply marketing and other business concepts studied in earlier subjects. Specific topic selection will be in consultation with a selected supervisor from the School of Marketing. Prospective students are advised to consult their supervisor during the first week of semester at the latest; consultation during the previous semester may facilitate project work.

24791 BUSINESS PROJECT - INTERNATIONAL MARKETING*Prerequisites: All subjects in Semesters 1-5 inclusive*

This subject provides the opportunity for students to undertake vocationally relevant study which integrates the course material and utilises the skills, procedures, and knowledge acquired throughout the course. It involves the research, writing and presentation of a project agreed upon between the supervisor and the student.

25705 FINANCIAL MODELLING AND FORECASTING

This is an introductory subject for the Graduate Certificate in Financial Studies. It uses PC based software when developing understanding and skills in the areas of financial analysis, planning, modelling and economic and financial forecasting.

25721 INVESTMENT MANAGEMENT*Prerequisite: 25742 Financial Management or 25765 Corporate Finance*

The objectives of this subject are to introduce the conceptual and theoretical frameworks of the traditional and portfolio approaches to investments, and to practice students in the techniques of portfolio analysis and management, by solving a number of Australian case studies. Other topics will include: security valuation, investment in fixed interest securities, investment and inflation, investment in traded options.

25731 INTERNATIONAL FINANCIAL MANAGEMENT*Prerequisite: 25742 Financial Management or 25765 Corporate Finance*

This subject will discuss the financial decision of the firm in an international setting. Topics: balance of payment; tariff policy; Eurobond and Eurodollar markets; financial decision and international sources of finance; investment decision abroad. Students will be required to solve a number of case studies based on Australian companies. This subject introduces the

foreign exchange market and its instruments (viz, spot, forward, futures, options). There is an examination of whether exchange rates can be forecasted and/or managed with a view to minimising risk. Multinational working capital management is introduced with a view towards minimising costs. The international investment decision is examined along with the political risk involved. International financing of investments is evaluated in the context of Euromarkets and the various instruments applicable eg. swaps.

25741 CAPITAL MARKETS

This subject will develop a conceptual framework to evaluate both the economic functions and the regulation of the capital markets. Topics: an overview of the money supply model of Australia; the interaction between interest rates; exchange rates and the money supply; the different economic theories of regulation, description of the economic role of the different financial institutions, and capital market instruments.

25742 FINANCIAL MANAGEMENT*Prerequisites: 23703 Economics for Management; 21710 Quantitative Methods; and either 22726 Accounting and Financial Administration or 21731 Public Sector Finance and Accounting.*

Topics: analytical techniques applied to financial decision making and the basic structure of the Australian financial system; capital budgeting; capital structure; dividend policy; risk minimisation; current asset management; lease vs borrow analysis; the leveraged lease; the computer as an effective tool of financial management.

25743 CORPORATE FINANCIAL ANALYSIS*Prerequisite: 25742 Financial Management or 25765 Corporate Finance*

This subject introduces students to the latest developments in corporate banking financial analysis including assessment of financial statements for lending and investment purposes. As tools in this process, computer-based financial modelling systems will be applied for financial planning purposes.

25744 CURRENT ISSUES IN FINANCE

The students will be introduced to the theoretical framework of finance: empirical evidence relating to the theory of finance will be evaluated, and students will gain practice in the analysis and interpretation of these empirical studies. Students will be acquainted with the current on-going research in finance.

25751 FINANCIAL INSTITUTION MANAGEMENT

Prerequisite: 25742 Financial Management or 25761 Elements of Financial Management

This subject will broaden students view of the changing banking environment. It will develop their understanding of financial decision making in banking and also develop their decision making skills in policy formulation and implementation.

Topics: liquidity management; foundations for interest rates; management strategies; capital adequacy; bank risks and measures of interest rate risk; and methods for correcting interest rate risk - futures; options; swaps, performance evaluation, planning.

25752 FINANCIAL INSTITUTION LENDING

Prerequisite: 25742 Financial Management or 25761 Elements of Financial Management

This subject will develop students' understanding and appreciation of sound and practical banking practices, including lending, international trade, current issues and legal matters. Topics: banker - customer relationship; lending - loan types; mortgages property, securities, documentation, balance sheet analysis, managing advances and international trade - exchange rate, payment mechanisms and risk assessment.

25753 ISSUES IN BANKING

This subject examines major matters of current concern to the practice of banking and finance. The topics will also have regard to material covered previously in the course.

25761 ELEMENTS OF FINANCIAL MANAGEMENT

Objectives: to introduce students to the concept of time value of money and to specific applications in finances including the investment decision working capital management, concepts of debt and equity finance, and financial ratio analysis.

25762 SYNTHETIC FINANCIAL PRODUCTS

Prerequisites: 25741 Capital Markets, 25742 Financial Management or 25761 Corporate Finance

Objectives: to provide an introduction to the management of portfolios using options in financial markets. Stock, index, debt and foreign currency options are discussed, as well as forward and futures contracts and options on these instruments. The role of such instruments as risk-transferring devices is also discussed.

25763 CORPORATE TREASURY MANAGEMENT

Prerequisites: 25741 Capital Markets, 25742 Financial Management or 25761 Corporate Finance, 25731 International Financial Management

Objectives: To expose the student to the corporate treasury role, techniques and instruments. Basically topics revolve around: interest and foreign exchange exposure; pricing, hedging and managing these exposures; use of risk-return considerations in treasury management; minimising tax exposures in treasury operations; and, identifying and exploiting arbitrage opportunities as they arise.

25764 VENTURE CAPITAL FINANCE

To provide an in-depth understanding of the venture capital market and to develop a critical insight into the process of venture capital financing in the Australian and selected overseas markets. Students are exposed to: the nature of venture capital market; role of Government initiatives and private sector participation in the supply of venture capital; taxation incentives; sources and types of venture capital finance; corporate venture and other recent international developments in venture capital; a critical analysis of the recent advances in venture capital research; and use of statistical and other research techniques for empirical venture capital research.

25765 CORPORATE FINANCE

Prerequisites: 23703 Economics for Management; 22726 Accounting and Financial Administration and 25761 Elements of Financial Management

This subject consolidates and reinforces financial management concepts and looks in more detail at specialist areas in finance.

The objective is to apply and extend the lessons of corporate finance in practical applications. The decision areas covered include: financing decision and the efficiency of financial markets, working capital management, capital budgeting, financing policy and dividend policy. The capital asset pricing model is also studied as a framework for the analysis of risk and return. The course may include computer simulation and/or traditional case studies.

25780 READINGS IN FINANCE

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Co-ordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be required, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Specialty Strand in the MBA programme. Therefore the subject chosen should be related to other subjects within the chosen Strand.

25790 BUSINESS PROJECT - FINANCE

The project should be undertaken in an organisational setting and should be integral to the elective subjects in the Specialty Strand. It allows students to examine an organisation and to utilise in the problem definition, resolution, decision-making, and implementation phases of the study, the skills, procedures, and knowledge acquired in the course.

25791 BUSINESS PROJECT - BANKING

This subject requires a 10,000 word report to be prepared on a topic, agreed to by the subject co-ordinator, that is within the area of banking. The project report must be submitted by week 17 of the Spring Semester.

25790 BUSINESS PROJECT - INTERNATIONAL BUSINESS

The project should be undertaken in an organisational setting and should be integral to the elective subjects in the Specialty Strand. It allows students to examine an organisation and to utilise in the problem definition, resolution, decision-making, and implementation phases of the study, the skills, procedures, and knowledge acquired in the course.

27704 ECONOMICS OF LEISURE AND TOURISM

Prerequisite: Leisure and Tourism Organisation and Policy (G.D.L.S. only)

The aim of this subject is to introduce students to the language, concepts and analytical techniques of economics and then apply them to leisure and tourism. The subject is thus intended to explore ways in which economics has been applied to various sectors of, and issues in, leisure and tourism. The subject also examines: the role of the state as leisure provider; means of assessing the value and viability of leisure and tourism investments in the public and private sector; and, mainstream economic theories, as well as critical theories, on the operation of the market system.

27705 TOURISM SYSTEMS

On completion of this subject the student will: demonstrate a conceptual awareness of leisure-based tourism and other forms of travel; use systems theory principles to analyse and describe tourism and to develop appropriate models for further investigation; systematically and analytically investigate tourism's component elements in terms of their structures, functions, operations and intra-system interrelationships; demonstrate knowledge and understanding of the inter-relationships between tourism and the environment with which it interacts; demonstrate awareness of the applicability of such knowledge to management and other business practices in the travel and tourism industry; and, demonstrate the ability to

apply this subject's body of knowledge in a managerial decision-making role using contemporary case histories or case studies.

27706 TOURISM MANAGEMENT

On completion of this subject the student will: demonstrate knowledge and understanding of management as a social process; demonstrate the ability to analyse management theories and empirical studies and assess their applicability to various tourism industry settings and management structures; demonstrate knowledge of the functions and levels of management in tourism industry organisations; demonstrate the ability to formulate management strategies and perform management functions appropriate to sectors of the travel and tourism industry; and, demonstrate knowledge and understanding of the necessary ethics and responsibilities of tourism managers in relation to external environments and publics.

27707 LEISURE AND TOURISM RESEARCH

This subject will introduce students to social science research methods and their utilisation in leisure and tourism studies. Students will become familiar with a range of research methods and approaches and, through group projects, will gain experience in conducting, thus enabling them to critically evaluate research and to undertake modest research exercises. The subject is intended to cover the principles of research as well as practical aspects such as interviewing and computer analysis of survey data.

27708 THE TRAVEL AND TOURISM INDUSTRY

On completion of this subject the student will be able to: identify, define and describe the travel and tourism industry; classify the firms and organisations comprising the industry into sectors according to their basic functions; analyse and critically evaluate each sector; demonstrate knowledge of the environments with which the industry and its constituent sectors interact; demonstrate knowledge of occupations and management functions within industry sectors; and demonstrate the ability to critically investigate management problems and functions in the context of one or more industry sectors in ways that are sensitive to tourism's external environments.

27709 LEISURE AND TOURISM ORGANISATION AND POLICY

The aim of this subject is to examine the history of organised leisure provision in Australia by the public, private and voluntary sectors; to explain the efforts of these three sectors to cater to, as well as shape and control, the leisure behaviour of Australians; to describe the ramifications of the provision of organised leisure in Australia and examine linkages

with other aspects of public, private and voluntary activities; and, to discover the response of contemporary leisure organisations to the perceived social, economic and institutional problems in Australia.

27710 POPULAR CULTURE

Prerequisite: Leisure Theory

On completion of this subject, students will be familiar with the historical idea of popular culture as collective social formation and the contemporary idea of popular culture as mass culture. Students will learn techniques and theories of cultural analysis and will inquire into the relationship between cultural production, popular culture and leisure. The literature on popular culture guides the subject through an analysis of historical material, mass culture, magazines, comics, music, television, sport and tourism.

27711 LEISURE AND TOURISM PLANNING

On completion of this subject the student will: understand the principles of the environmental planning process as they apply to leisure, recreation and tourism; be able to identify the components of a planning problem (environmental, economic, social, legal, political) and determine related data requirements; be familiar with those aspects of state and local government Acts and ordinances which govern leisure, recreation and tourism planning in N.S.W., including those which relate to development control; be able to critically assess and evaluate the outcomes of planning and design decisions and practices.

27712 LEISURE THEORY

On completion of the subject, students will be familiar with a cross-section of the literature which explains different aspects of leisure theory. The literature addressed will draw from sociology, psychology, history, philosophy and leisure studies. Students will also become familiar with contemporary debates and issues in leisure theory.

27751 ACCOUNTING AND FINANCIAL MANAGEMENT

The aim of this course is to give students a basic appreciation of the role of financial management in arts administration. Some cultural bodies have difficulty delivering services to the community simply because their management are ill equipped to balance artistic outputs within available financial resources. Lectures and workshop, including visits to outside bodies, cover a territory of basic financial analysis and reporting, compiling charts of accounts, using personal computers to solve everyday problems and working with Boards, Committees and funding authorities. At the conclusion of this subject, students should have a basic understanding of these issues and be better able to manage the financial affairs of any cultural organisation.

27752 MARKETING FOR THE ARTS

The objectives of this subject are to understand the role of marketing in contemporary society; to understand basic concepts in marketing management, to identify the particular characteristics and skills necessary for successful arts marketing; to be familiar with market/audience research techniques in the arts.

27753 THE ARTS ENVIRONMENT IN AUSTRALIA

The central premise of this subject is that art is a social product. This challenges romantic and mystical notions which represent art as 'above' society, as transcending social and historical forces. In arguing against these idealist notions this subject explores how social, political and economic factors distinguish art from a wide range of related cultural practices. The specific focus is on the structures of arts organisations and policy in Australia. Particular issues considered include: the politics and history of public support for the arts, the formation of audiences and publics, the economic impact of the arts, the interaction of the public and private sectors and theories of culture and art.

27754 ARTS MANAGEMENT RESEARCH PROJECT

The objectives of this subject are to provide students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design and managerial skills; to encourage students to consolidate and reflect on knowledge gathered in the course and bring this to bear on a contemporary arts issue; to enable students to test their capacity for self-direction and management; to develop skills in writing and, if possible, publishing research in arts related areas.

27755 ARTS ORGANISATIONS AND MANAGEMENT

To develop within students a critical appreciation of management practices and organisational forms within the arts and cultural industries; to examine the impact of different modes of managing and organising; to create an awareness of behavioural issues within arts organisations including power, control, conflict, negotiation, decision-making and strategic planning; to analyse a range of contemporary issues which impact upon managing within these organisations, including discrimination, industrial relations, cutback management techniques and corporatisation.

27756 LAW AND THE ARTS

The major objectives of this subject are to understand the legal environment of the arts in Australia; and to identify legal problems and to be aware of situations where expert legal advice is necessary. The subject covers the structure of the Australian legal system,

the law of associations, copyright, royalties and residuals, contracts, insurance and tax issues, employment commissions, obscenity and defamation.

27759 ACCOUNTING AND FINANCE FOR THE ARTS

The aim of this course is to give students a basic appreciation of the role of financial management in arts administration. Some cultural bodies have difficulty delivering services to the community simply because their management are ill equipped to balance artistic outputs within available financial resources. Lectures and workshops, including visits to outside bodies, cover a territory of basic financial analysis and reporting, compiling charts of accounts, using personal computers to solve everyday problems and working with Boards, Committees and funding authorities. At the conclusion of this unit, students should have a basic understanding of these issues and be better able to manage the financial affairs of any cultural organisation.

27806 TOURISM MANAGEMENT PROJECT

Prerequisite: Tourism Management; Leisure and Tourism Research

The subject will require students to form teams of two or three to complete a management consultancy project. Academic staff will adopt the client role but participants will use actual industry, firm or organisation case situations wherever possible. On completion of the project, students will be able to: initiate and bring to fruitful completion an applied management project which relates to a tourism industry opportunity or problem; demonstrate the ability to integrate the knowledge and skills they have acquired in the programme and apply them to a managerial decision-making case; demonstrate that they can function effectively in a management team and contribute to project management; and, produce original work in an appropriate format which demonstrates their abilities in the field of tourism management.

27807 TOURISM AND LEISURE MARKETING

Prerequisite: One core subject

On completion of this subject the student will understand the nature of market relations and marketing processes for leisure and tourism; understand the difference between selling and marketing orientations in the public, private/commercial and voluntary sectors; be familiar with the co-ordinating and integrative requirements of all marketing efforts; recognise the criteria for effective market segmentation and the selection of client groups; comprehend current trends in pricing for leisure and tourism; and be familiar with the communication processes necessary for successful promotion in terms of

personal contact, advertising, incentive schemes and publicity.

27808 TRAVEL AND TOURISM LAW

On completion of this subject the student will be able to: demonstrate basic knowledge and understanding of general legal principles and processes which affect business activities in Australia; demonstrate knowledge and understanding of laws and regulations which have particular significance for the tourism industry; and, demonstrate the ability to recognise legal obligations in management contexts in the tourism industry.

27809 LEISURE STUDIES PROJECT

Prerequisite: Leisure and Tourism Research

To provide students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design and managerial skills; to encourage students to consolidate and reflect on knowledge gathered in the course and bring this to bear on some contemporary problem or issue in the leisure field; to enable students to test their own capacity for self-direction in the undertaking of the task of project design and management; to enable students to complete the course with an original project report which demonstrates their abilities in the leisure field.

27811 CULTURAL TOURISM

Prerequisite: One core subject

This subject investigates the organisation and meanings of tourism as a cultural phenomenon. The fundamental logic of tourism is cultural difference; how this difference is produced and consumed will be one of the main questions explored.

The subject begins by exploring the shifting meanings of culture in the history of tourism. Contemporary tourism is defined as a culture industry, i.e. as an industry where cultural forms, processes, artefacts and spectacles are exchanged, consumed or experienced in various ways. The focus then turns to the major traditions of analysis of cultural tourism: the sociological, the anthropological and the more recent semiotic perspectives, specifically in terms of their value for a critical evaluation of the cultural dimensions of tourism.

After this analysis of the major theoretical debates, the concepts acquired here will be applied to a series of Australian case studies. Two main areas shall be covered: tourism and the arts and tourism and Aborigines. Finally, the subject investigates the possibilities for sustainable tourism: for tourism that is regionally and culturally appropriate and non-exploitative.

27915 APPLIED STUDIES A

Prerequisite: Approval of programme co-ordinator

Objectives: Students complete a contract in advance with the programme co-ordinator undertaking to complete a project requiring 50 hours of work during the semester. The project work allows students to extend their knowledge of the field of leisure and recreation, and/or apply general knowledge and skills to the field of leisure and recreation, and/or practice professional skills in recreation in a field setting.

27925 APPLIED STUDIES B

Prerequisite: Approval of programme co-ordinator

Objectives: Students complete a contract in advance with the programme co-ordinator undertaking to complete a project requiring 100 hours of work during the semester. The project work allows students to extend their knowledge of the field of leisure and recreation, and/or apply general knowledge and skills to the field of leisure and recreation, and/or practice professional skills in recreation in a field setting.

27935 APPLIED STUDIES C

Prerequisite: Approval of programme co-ordinator

Objectives: Students complete a contract in advance with the programme co-ordinator undertaking to complete a project requiring 150 hours of work during the semester. The project work allows students to extend their knowledge of the field of leisure and recreation, and/or apply general knowledge and skills to the field of leisure and recreation, and/or practice professional skills in recreation in a field setting.

27941 ADVANCED RESEARCH METHODS FOR LEISURE AND TOURISM STUDIES

Prerequisite: Leisure and Tourism Research

To develop advanced knowledge and skills in leisure and tourism research so that the student will be capable of conducting competent research capable of advancing the field of knowledge. The subject assumes a basic knowledge of social research techniques and their application to leisure and tourism, as covered in the subject Leisure and Tourism Research. This involves a familiarity with the range of qualitative and quantitative research methods used and familiarity with a survey and statistical analysis package such as SPSS. The subject covers two areas: conceptual/theoretical and quantitative. The conceptual/theoretical part involves an exploration of the nature of social science research and its relationship to policy and the development of knowledge. The quantitative part involves an understanding of the application of statistical methods and exploration of the more advanced capabilities of the SPSS computer package.

27942 ADVANCED TOURISM AND LEISURE MARKETING

Prerequisites: Tourism and Leisure Marketing

The purpose of this subject is to enable students to develop a detailed knowledge of the distinctive practices associated with marketing personal services in the tourism and leisure industries; an appreciation of the complex interactions among the mixture of resources which combine to form tourism and leisure "products"; an understanding of the dynamic nature of marketing strategy in response to changes in the environments within which tourism and leisure activity occurs; a detailed knowledge of the nature of the markets for various tourism and leisure products; the ability to construct an information and control system applicable to a leisure or tourism marketing organisation; and the ability to develop a detailed actionable marketing plan for a tourism or leisure service.

27943 SOCIOLOGY OF LEISURE

Prerequisites: Leisure Theory; Popular Culture or Cultural Tourism

The subject is for students who seek to pursue a thesis or do research in the area of cultural studies or the sociology of leisure. The subject draws selectively from the sociology of leisure literature and identifies contemporary debates and developments. From this selective base, inquiry is directed towards specific social theorists whose work has influenced contemporary sociology of leisure, theorists such as Roland Barthes, Michael Foucault or Herbert Marcuse. These theorists will be studied with a view to understanding their approaches to leisure questions. For example: what is Foucault's way of addressing questions of sexuality, pleasure and power; what is Barthes' way of understanding the politics of leisure through the construction of myth; what is Marcuse's way of addressing the commodification of leisure? It is anticipated that the social theorists studied in depth might change in relation to interests of students and expertise of staff. Students who successfully complete the subject will have acquired a disciplined knowledge of debates in the sociology of leisure and an in-depth understanding of the work of one influential social theorist - and the relevance of that theorist for the sociology of leisure.

27944 LEISURE POLICY

Prerequisites: Leisure and Tourism Organisation and Policy; Economics of Leisure and Tourism; Leisure and Tourism Planning.

The objective of this subject is to examine in depth with policy analysis methods and their application to policy issues in leisure and tourism, such that the student will be capable of conducting such analyses in a research or practice environment. The subject assumes that students are already familiar with

material covered in the pre-requisite subjects, in particular: the broad structure of Australian government and how the various types of leisure policy - in sport, the arts, tourism and the environment - are accommodated within that structure; economic, political and philosophical arguments concerning the role of government in western capitalist and mixed economy societies; cost-benefit analysis and its application to leisure and tourism; the role of environmental Planning and the operation of the New South Wales Environmental Planning and Assessment Act. The pre-requisite subjects do not cover policy analysis and theories of decision-making. Neither are political philosophies dealt with in any depth. The subject therefore covers these areas and then proceeds, by means of a series of cases-studies, to examine examples of policy-making and decision-making in the leisure and tourism field.

27945 LEISURE AND TOURISM FUTURES

The objective of the subject is to examine forecasting techniques and their application to leisure and tourism and to examine alternative social, economic, political and environmental futures and their implications for leisure and tourism. The content includes forecasting methods/approaches and their application to leisure and tourism: trend extrapolation, respondent assessment, the Delphi technique, scenario-writing, cross-sectional methods, spatial models, comparative methods, composite methods.

27946 MA PROJECT

Students opting for Mode A will be required to complete an MA Project, which is considered to involve an amount of study equivalent to two 150 semester-hour taught subjects. It is expected that the MA Project will result in a paper of the order of 8-10,000 words in length.

The aim of the MA Project is to enable the student to pursue a topic of his or her choice and to demonstrate an ability to assemble and present evidence and arguments more fully than is expected in normal subject assignments. The MA Project can be theoretical or applied in nature. Thus it could be based entirely on reading of published material or it could involve collation and interpretation of secondary data or limited collection of primary data. The MA Project is not expected to advance knowledge but is expected to demonstrate the student's familiarity with relevant theory, ideas and literature and to present evidence of powers of reasoned exposition, logical structuring of arguments and scholarly presentation.

Examples of topics which might be suitable for Special students would be: (1) a review of available literature and data on a particular leisure activity in

Australia - e.g. surf life-saving, bushwalking, cinema attendance - and its interpretation in terms of appropriate theoretical ideas and/or policy/management questions; (2) an investigation of the development of a particular policy or development - for instance: the "Life Be in It" campaign; the development of the NSW North Coast for tourism; major sports stadia in Sydney; or (3) a literature-based exploration of a particular leisure/tourism concept - for example, the concept of recreational need; the idea of the work ethic; open space standards.

27947 MA THESIS

Students opting for Mode B will be required to complete a Thesis, which is considered to involve an amount of study equivalent to six 150-semester-hour taught subjects. It is expected that the length of the thesis will normally be in the range of 20-30,000 words. The thesis is expected to present original research of a theoretical or applied nature. It will not be expected to advance knowledge, as is required in the case of a PhD thesis, but it should give evidence of the student's ability to engage in a substantial investigation, to identify and analyse research problems and to present the results in a coherent and scholarly manner.

Examples of topics which could be addressed in a thesis are: (1) empirical studies, involving qualitative, in-depth data gathering or survey methods, exploring, for example: the leisure motivations of a particular social group in the light of available theory (e.g. youth, the elderly, families with children, inner-city residents) or a particular leisure phenomenon (e.g. marathon running, amateur rock music-making, gambling); (2) investigation of the development, and analysis of the policies of, a major public organisation, for example, the NSW Department of Sport and Recreation or the NSW National Parks and Wildlife Service; (3) the testing and/or development of methodologies in new situations, for instance, the application of the Recreation Opportunity Spectrum to urban leisure; the use of the Delphi forecasting technique in Australian leisure/tourism situations; (4) an investigation of the organisation, conflicts and tensions within the rock music industry as it exists in Sydney hotels, with a view to explaining conflicts and suggesting policy directions; (5) a study of the historical development of museums in Australia and the use of these in promoting images of Australia to local and overseas tourists.

POSTGRADUATE SUBJECTS TAUGHT WITHIN THE FACULTY OF LAW

79711 ADVANCED INDUSTRIAL LAW

Prerequisite: 79731 Industrial Law

To develop the student's understanding of the collective aspects of the legal regulation of the employer/employee relationship introduced in the subject Industrial Law; to instil an awareness of solutions to problems in this field attempted by other legal systems, and an understanding of current problems; to teach and develop the student's skills in the preparation for the presentation of cases before industrial tribunals.

Topics: The course completes the examination of industrial law in Australia. It seeks to develop an understanding of our Industrial Arbitration System and the regulation of wages and working conditions under awards at both the Federal and State level.

79718 ADVANCED TAXATION

Prerequisite: Substantial knowledge in taxation

This course is concerned with taxation practice, i.e. the application of various provisions of the Income Tax Assessment Act, the Regulations thereunder and other revenue laws.

The course is not intended to be prescriptive, and variations will be made by the lecturer to cater for the interests of the students and to take account of current developments in revenue law. However, the course does traverse current taxation problems affecting the business community and includes the following: recent amendments and case law; fundamentals of tax planning; Section 51(1): advanced problems; partnerships; trusts; taxation and stamp duty problems in estate management, company-distribution, losses both current and previous year; superannuation and employee benefits; foreign source income and tax havens; alienation of income; Section 260 and legislative techniques to minimise tax avoidance; objections and appeals; other revenue laws.

79729 LEGAL ENVIRONMENT OF BUSINESS

To develop an understanding of the basic principles relating to the law in Australia and its relation to a number of major areas of importance to business; to develop the facility for identifying legal problems and recognising situations where expert legal advice is necessary. There are two strands, one emphasising Trade Practices, the other emphasising Computer Law.

79731 INDUSTRIAL LAW

This subject aims: (a) to introduce the student to an understanding of the various matters encompassed by industrial law; (b) to study the common law and subsequent statute law relating to the relationship between the employer and employee, especially in the contract of employment; (c) to develop an understanding of the legal regulation of the working conditions and pay of Australian employees at both the Federal and State level.

79732 LAW FOR ADMINISTRATORS

Topics: the constitutional limits on administration; legal rules; implementation of legal rules; judicial controls over administrative decision making; administrative controls over administrative decision making; rule and rule making in business regulation; tribunals and adjudication; advocacy; administrative law reform; reform of the Australian administrative process.

79733 COMPANIES AND SECURITIES LAW

Prerequisite: Good knowledge of Company Law

This course seeks to present a comprehensive explanation of Australian Company Law with the aim to approach the topic by looking at the principles and provisions of the Australian Corporation and Securities Legislation as an integral part of the contemporary legal and commercial development in Australia. Emphasis is being given to the trans-Australian aspect of Corporations Law which means adoption of a national rather than state view, and of course is designed for students engaged in a variety of professional and commercial occupations who would like to acquire and perfect a working knowledge of company legislation.

79741 MARKETING LEGISLATION IN AUSTRALIA

Prerequisite: Some knowledge of commercial law (preferred)

This subject provides the marketing decision maker with a general perspective of the legal context of marketing with emphasis on examining the philosophy, development and application of marketing related legislation. Legislation relevant to the marketing manager making product, price, promotion and distribution decisions will be reviewed and discussed.

79742 INTERNATIONAL BUSINESS LAW

Prerequisite: Basic understanding of Commercial Law

Topics: aspects of the law of the international sale of goods, aspects of the legal environment of the conduct of business abroad; international economic institutions (eg GATT and IMF); Australia and its major trading partners, aspects of the anti-trust

legislation and incentives to export; fiscal aspects of trade; the protection of Australian industry; foreign investment law; the transnational corporation.

79749 LAW FOR MANAGERS

Prerequisites: 21766 Managing Community Organisations, 21728 Public Sector Management

Objectives: At the conclusion of this subject, students will: be familiar with the operations of the legal system including the role of parliament, the courts, the tribunals; will understand the way the legal rules are made and applied and the problems of rule handling in a non-legal context; be familiar with the ways in which bodies of law impact on the work of managers in the public and community sectors.

Topics: An introduction to the legal system; constitutional aspects; The nature of legal rules; The legislative framework for actions against public or community managers (e.g., tort, contract); Administrative Law; Particular aspects in the law referring to public employment and the employment of professionals; Particular aspects of the law concerning the legal forms available for community organisations; their tax treatment and responsibilities of boards of managers and trustees.

79761 INDIRECT TAXATION

Prerequisite: 79718 Advanced Taxation

In this subject students will examine the legal and procedural issues arising from the legislation. The subject is structured to examine the general liability to taxation, special matters which arise in the operation of the legislation and the practical aspects and administration associated with the legislation.

79762 INTERNATIONAL TAXATION

Prerequisite: 79718 Advanced Taxation

This subject presents a comprehensive explanation of the many and important issues to be presently found within the international environment of business. The subject will place emphasis on the more important taxation issues and thus will be flexible to respond to issues as they arise.

79763 CONTEMPORARY ISSUES IN TAXATION

Prerequisite: 79718 Advanced Taxation

In this subject students will examine the current issues in taxation within the Australian environment. Emphasis will be placed on the important contemporary issues so it will be flexible to respond to the needs of the students in understanding the legislation and its implementation in practice.

79781 READINGS IN INTERNATIONAL BUSINESS LAW

Prerequisites: Semesters 1-5, MBA

The reading subject is undertaken under the direction of a member of staff. Formal lectures in selected areas may be required, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, and can be undertaken as part of the Specialty Strand in the MBA programme, in which case the subject should be related to other subjects within the chosen Strand.

79792 BUSINESS PROJECT - TAXATION

Prerequisite/co-requisite: 22760 Applied Research Methods

The project will preferably be undertaken in an applied setting and will be related to the techniques and practices used in the applied research skills subject. The project will allow examination of a specific area of interest depending on the knowledge, skills and analytical accomplishment gained in the master's course.

79811 TAXATION MODULE

This subject incorporates the topics which are specified in the study guide lines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

THE STUDENTS ASSOCIATION (SA)

The Students' Association (SA) is the elected representative body of students at the UTS - it is an organisation run by students for students. All students become members of the Students' Association upon enrolment. It is the only body in the university which can legitimately claim to truly represent the concerns, issues and problems students face on a day-to-day basis whilst at this university. All students have the right to stand for election of the SA and to vote in the annual elections. There are twenty-three general representatives on the Council that makes policy for the Students' Association. The SA also has specialised portfolios and office bearers to deal with a range of issues; the environment, women, students with special needs, gay and lesbian rights, overseas students and postgraduates.

The Students' Association maintains close links with student organisations from other universities. Its political role is to defend and extend education standards and conditions for students both within the University and the tertiary sector as a whole. Campus Committees deal with campus specific issues (St Leonards/Gore Hill, Balmain, Kuring-gai, Haymarket and Broadway). This has proved to be the most effective and equitable means of ensuring that all campuses are adequately represented in the make-up of the SA. At this level, campus convenors carry out the directions of campus committees, which are also elected annually.

In general, the SA plays a representative and advocacy role on behalf of students. The SA acts as the voice of the student body. As part of this function it produces a fortnightly newspaper, *Vertigo*, and a weekly radio show on 2SER Student Voice. It liaises closely with the University Union, which provides services to students (eg the cafeteria, reading and leisure areas) and the Student Services Unit, which is funded by the University to provide welfare advice and counselling, loan assistance and medical services. The SA also employs specialised education staff to assist in enquiries about Austudy, HECS, appeals against exclusion and assessment grades and any other problems that students encounter at UTS. The SA has lots to offer all students - so get down to your SA and get active!

Locations and Services

City campus (02) 330 1155

The main office of the SA is located on the City campus, Broadway on level 3A of the Tower building (near the bar and cafeteria) and offers the following services:

- General student representatives
- Elected office bearers - Women's officers
 - Overseas students' officers
 - Special needs officers
 - Gay and lesbian officers
 - Environment officer
 - Postgraduate officer
- Specialist education, research and welfare staff
- General student enquiries
- Academic coaching service
- Photocopying
- Funding of PERC clubs

Broadway Resource Centre (02) 330 1161

Also located on level 3A and adjacent to the Union shop, its services include:

- Photocopying
- Secondhand books
- Use of typewriters and computers
- Book binding and paper guillotining

Haymarket Resource Centre (02) 330 3409

This is located in room B110 and its services include:

- Photocopying
- Secondhand books
- Typing service

Design School Student Centre (02) 330 2958

This is located on the Balmain campus, Mansfield Street, Balmain and is open Tuesday to Friday, and offers:

- Photocopying
- Secondhand equipment sales
- Computer facilities

Gore Hill Resource Centre (02) 330 4040

This is located in room 1/18 in the Dunbar building and its services include:

- Photocopying
- Secondhand books
- Computer facilities

Kuring-gai campus (02) 330 5237

Located next to State Bank, the services offered include:

- General and campus representatives
- Specialist education, research and welfare staff
- General student enquiries
- Resource Centre

PRINCIPAL DATES FOR 1992

AUTUMN SEMESTER

January

- 13 Release of HSC results
- 20 Closing date for changes of preference of 1991
NSW HSC applicants (4.30 pm)
- 26 Australia Day
- 27 Public school holidays end
- 29-31 Enrolment of continuing students at City
campus

February

- 3-21 Enrolment of continuing and new students at
City campus
- 17-28 Enrolment at Kuring-gai campus
- 25-27 University Orientation Day at City campus
- 28 University Orientation Day at Kuring-gai
campus

March

- 2 Classes commence
- 13 Last day to enrol in a course or add subjects
- 27 Last day to apply for leave of absence
- 31 HECS Census date

April

- 10 Last day to drop a subject without academic
penalty
- 10 Last day to withdraw from course without
academic penalty
- 13 Public school holidays commence
- 17 Good Friday
- 20 Easter Monday
- 20-24 Vice-Chancellors' Week (non-teaching)/
Graduation period
- 24 Public school holidays end
- 25 Anzac Day

May

- 29 Closing day for applications for Spring
semester

June

- 15 Formal examinations commence

SPRING SEMESTER

July

- 3 End of formal examinations
- 6 Public school holidays commence
- 6-10 Vice-Chancellors' Week (non-teaching)
- 17 End of Public school holidays
- 27-31 Enrolment of new students

August

- 3 Classes commence
- 14 Last day to enrol in a course or add subjects
- 28 Last day to apply for leave of absence
- 31 HECS Census date

September

- 11 Last day to drop a subject without academic
penalty
- 11 Last day to withdraw from a course without
academic penalty
- 28 Public school holidays commence
- 30 Undergraduate applications close for
admissions in 1993
- 28 - Vice-Chancellors' Week (non-teaching)/
- 2 Oct Graduation period

October

- 9 End of Public school holidays

November

- 16 Formal examinations commence

December

- 4 End of formal examinations
- 18 Public school holidays commence

1992 Academic Year Patterns

[illegible]

KEY:  Vice-Chancellors' Weeks (non -teaching)

 **NSW School Vacations**

Teaching Weeks

Formal Examination Periods

☐ Vacation

These year patterns are indicative of the overall academic year for the relevant Faculties. Individual courses each have their own structure within these year patterns. Enquiries should be directed to the relevant UTS School.

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