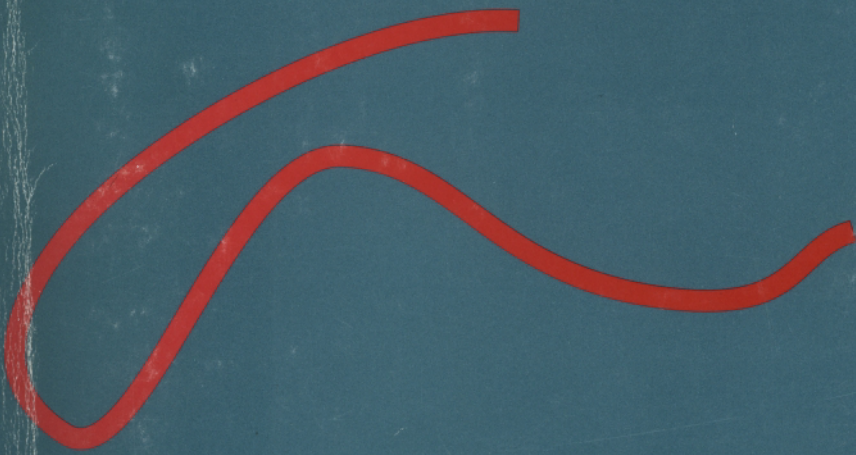


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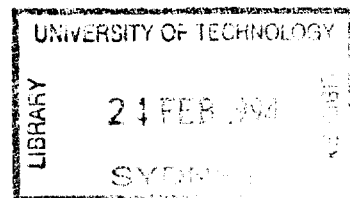
YEAR
1994

Technology, Sydney • Business • Faculty Handbook 1994



Business Faculty Handbook 1994

This handbook should be read in conjunction with the UTS Calendar and Student Information Guide. The University attempts to ensure that the information contained in the handbook is correct as at 22 September 1993. The University reserves the right to vary any matter described in the handbook at any time without notice.



UNIVERSITY OF TECHNOLOGY, SYDNEY

ADDRESSES AND TELEPHONE NUMBERS

POSTAL ADDRESS

PO Box 123
Broadway
New South Wales 2007 Australia

Telephone – all campuses except School of
Legal Practice: (02) 330 1990
International: +61 2 330 1990
Fax: (02) 330 1551
Telex: AA 75004

STREET ADDRESSES

City Campus

- Broadway
No. 1 Broadway, Ultimo
- Haymarket
Corner Quay Street and Ultimo Road,
Haymarket, Sydney
- Blackfriars
Blackfriars Street, Chippendale
- Smail Street
3 Smail Street, Ultimo
- Wembley House
839-847 George Street, Sydney

Balmain Campus

(Being replaced by a new building in
Harris Street, Ultimo, end 1994)
Corner Mansfield and Batty Streets
Balmain

Kuring-gai Campus

Eton Road
Lindfield
(PO Box 222, Lindfield, NSW, 2070)

St Leonards Campus

- Dunbar Building
Corner Pacific Highway and Westbourne
Street, Gore Hill
- Clinical Studies, Centenary Lecture
Theatre and West Wing
Reserve Road, Royal North Shore Hospital
- Gore Hill Research Laboratories
Royal North Shore Hospital
- School of Legal Practice (College of Law)
Corner Chandos and Christie Streets
St Leonards
Telephone: (02) 965 7000

Yarrawood Conference and Research Centre

Hawkesbury Road
Yarramundi 2753

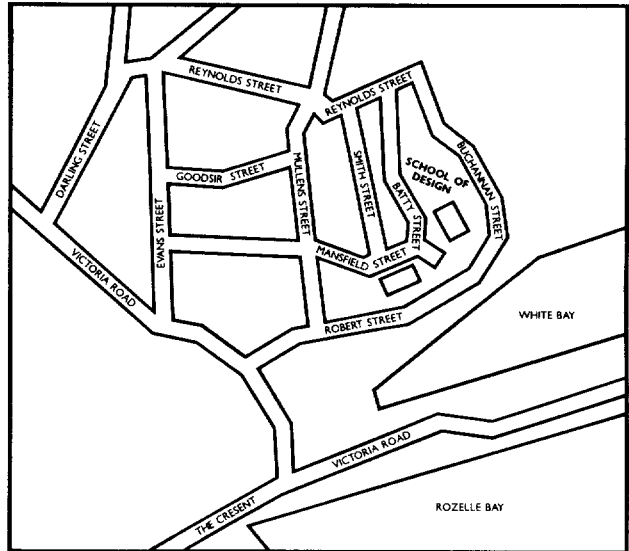
Stroud

Lot AFP 161894
The Bucketts Way
Booral 2425

CAMPUS MAPS

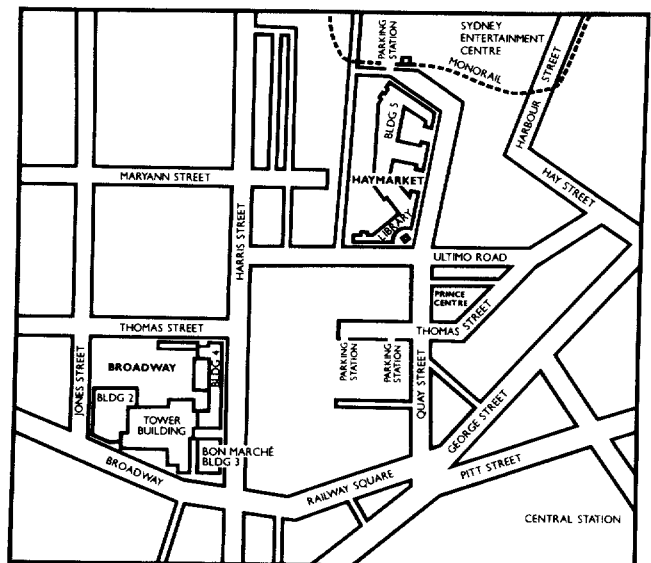
Balmain Campus

Corner Mansfield and
Batty Streets
Balmain



City Campus

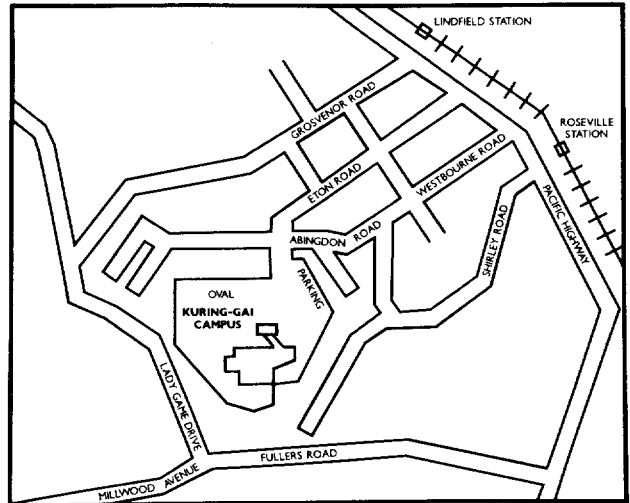
- Broadway
No.1 Broadway, Ultimo
- Haymarket
Corner Quay Street and
Ultimo Road
Haymarket, Sydney
- Smail Street
3 Smail Street, Ultimo
- Wembley House
839-847 George Street
Sydney



CAMPUS MAPS

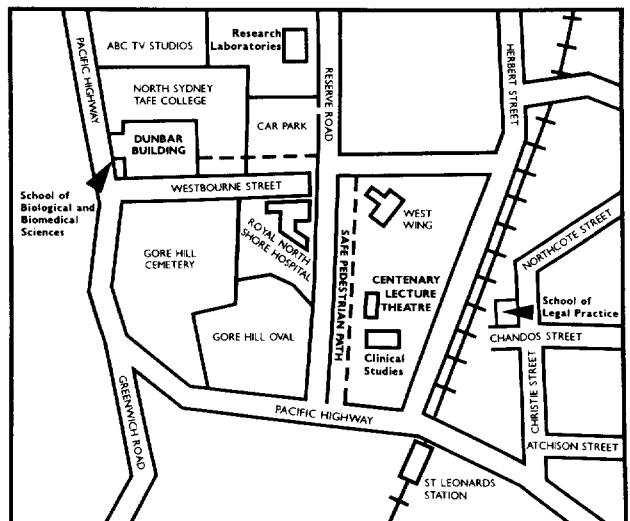
Kuring-gai Campus

Eton Road
Lindfield



St Leonards Campus

- School of Biological and Biomedical Sciences
Dunbar Building
Corner Pacific Highway and Westbourne Street
Gore Hill
- Clinical Studies,
Centenary Lecture Theatre and West Wing
Reserve Road, Royal North Shore Hospital
- Gore Hill Research Laboratories
Royal North Shore Hospital
- School of Legal Practice (College of Law)
Corner Chandos and Christie Streets
St Leonards



CONTENTS

CAMPUS MAPS	iv
PREFACE	1
FACULTY MISSION STATEMENT	1
MESSAGE FROM THE DEAN	1
PRINCIPAL DATES	2
THE FACULTY OF BUSINESS	4
Locations and contacts	4
Courses available	5
Important student information on rules and procedures	6
Business computer laboratories	7
International exchange program	7
Continuing education program	8
Prizes and scholarships	9
UNDERGRADUATE PROGRAM	15
Bachelor of Business	15
Bachelor of Business (Honours)	28
Bachelor of Business/Bachelor of Laws (single testamur)	30
Double degree in Business and Computing Science	31
Bachelor of Mathematics and Finance	31
Bachelor of Accounting	31
Bachelor of Accounting (Honours)	33
Bachelor of Arts in Tourism Management	33
Bachelor of Arts in Leisure Studies	34
Bachelor of Arts (Honours) in Leisure Studies	36
Bachelor of Arts in Human Movement Studies	37
Bachelor of Manufacturing Management	39
Associate Diploma in Community Organisations	40
POSTGRADUATE PROGRAM	41
Doctor of Philosophy	41
Master of Business (by thesis)	42
Master of Business Administration	43
Graduate Diploma in Administration	44
ACCOUNTING	
Graduate Diploma in Accounting and Finance	45
Master of Business in Accounting	46
Master of Business in Accounting and Finance	46

BANKING AND FINANCE

Graduate Certificate in Banking	47
Graduate Certificate in Financial Studies	48
Graduate Diploma in Banking and Finance	48
Master of Business in Banking and Finance	49

EMPLOYMENT RELATIONS

Graduate Diploma in Employment Relations	49
Graduate Diploma in Employment Relations (Industrial Law)	50
Master of Business in Employment Relations	50

INFORMATION TECHNOLOGY

Graduate Certificate in Information Technology Management	51
Graduate Diploma in Information Technology Management	51
Master of Business in Information Technology Management	51

LEISURE AND TOURISM STUDIES

Graduate Certificate in Sports Management	54
Graduate Diploma in Arts Management	54
Graduate Diploma in Leisure Management	55
Graduate Diploma in Sports Management	56
Graduate Diploma in Tourism Management	57
Master of Arts in Leisure Studies	58

LOCAL GOVERNMENT MANAGEMENT

Master of Local Government Management	60
--	----

MANAGEMENT

Graduate Certificate in Management	61
Graduate Diploma in Management	62
Master of Business in Management	62
Master of Management (Community)	63
Master of Management (Public)	64

MARKETING

Graduate Diploma in Marketing	65
Master of Business in International Marketing	66
Master of Business in Marketing	67

OPERATIONS MANAGEMENT

Graduate Diploma in Operations Management	67
Master of Business in Operations Management	68

PURCHASING AND MATERIALS MANAGEMENT	
Graduate Certificate in Purchasing and Materials Management	69
Graduate Diploma in Purchasing and Materials Management	69
TRANSPORT MANAGEMENT	
Graduate Certificate in Transport Management	70
Graduate Diploma in Transport Management	71
Master of Business in Transport Management	71
SUBJECT DESCRIPTIONS	72
UNDERGRADUATE SUBJECTS	72
POSTGRADUATE SUBJECTS	123
LIST OF COURSES AND CODES	158
SUBJECT EQUIVALENTS	159
SUBJECT NAMES IN ALPHABETICAL ORDER	167
FACULTY BOARD IN BUSINESS	173
SCHOOL ADVISORY COMMITTEES	174
School of Accounting	174
School of Finance and Economics	174
School of Leisure and Tourism Studies	174
School of Management	175
School of Marketing	175
Graduate School of Business	175
STAFF LIST	176
INDEX	182

PREFACE

This handbook is one of a suite of ten publications comprising the University *Calendar* and nine faculty handbooks: Business; Design, Architecture and Building; Education; Engineering; Law and Legal Practice; Mathematical and Computing Sciences; Nursing; Science; and Social Sciences. Each handbook provides general information about the faculty as well as detailed information on the courses and subjects offered.

The *Calendar* contains the University By-law, which all students should read. It also contains a list of the University's courses, giving the name, abbreviation and title as indicated on the testamur. Copies of the *Calendar* are held in the University Library and in faculty offices, and may be purchased at the Co-op Bookshop.

The University also publishes a *Student Information Guide*, copies of which are provided free to students at enrolment. You should make sure that you read the student rules published in the guide. Information on the rights and responsibilities of students and on the services and facilities available is also given. The guide will assist you in your dealings with the University's administration and tell you whom to contact if you have a problem or need advice. Other publications providing information of a general nature are the *UAC Guide*, and the UTS Undergraduate and Postgraduate Studies Guides, all of which are available from the UTS Information Service.

For further information not provided in any of the publications mentioned, you should contact the UTS Information Service or your Faculty office. The latter will provide additional information on courses, methods of assessment, book lists and other faculty-specific information. If in doubt, don't hesitate to ask.

It is University policy to provide equal opportunity for all, regardless of race, sex, marital status, physical ability, sexual preference, age, political conviction or religious belief. The University also has an ethnic affairs policy to ensure that the University community is sensitive to the multicultural nature of Australian society and the cultural diversity within the University.

We hope you will enjoy your time as a student at UTS and wish you well in your studies.

FACULTY MISSION STATEMENT

The mission of the Faculty of Business is to provide higher education aimed at enhancing professional practice in management-related occupations in business, industry, government and the community, and to create, apply and extend knowledge for the benefit of the community and the welfare of society.

In accordance with the University's charter the Faculty offers courses under different patterns of study to students from a diversity of backgrounds, interacting closely with the professions, business, government and community organisations and provides innovative, relevant and high quality programs of teaching, scholarship, research, consulting and continuing education and by doing so anticipates and meets the needs of its various clients and stakeholders.

MESSAGE FROM THE DEAN

It is with pleasure that I welcome you to the Faculty of Business.

Offering an extensive range of programs at both graduate and undergraduate level, the Faculty of Business is now one of the largest faculties in Australia with an enrolment of 5,200 students. This is approximately 25 per cent of the entire UTS student population.

The Faculty of Business had its beginnings 26 years ago when business studies were first offered in 1967. Since then, the Faculty has developed a reputation for its high quality educational programs, known not only for their academic rigour but for their direct relevance to the business and public community.

By maintaining strong links with business, industry and government, the Faculty of Business has been able to develop courses that are highly regarded in the marketplace because of their balance between theory and practical application.

By keeping abreast of business and industry requirements, the Faculty is able to anticipate the needs of its various clients. In 1993 postgraduate courses were introduced in Purchasing and Materials Management, and in Sports Management. An International Business Major within the Bachelor of

Business program was also introduced in 1993. In 1994, both a Graduate Diploma and a Graduate Certificate course will be introduced in Management.

There are 124 full-time academic staff in the Faculty who are committed to academic excellence in the practical and theoretical professional training they provide, always keeping up-to-date with changes and new ideas in their fields. Part-time lecturers with a diversity of relevant experience also enrich the teaching.

On behalf of the staff of the Faculty of Business, I wish you every success with your studies and trust that your time here will be a rewarding experience.



Professor Serge Mukhi
Dean

PRINCIPAL DATES FOR 1994¹

AUTUMN SEMESTER

January

- 5 School of Legal Practice enrolment day at St Leonards campus
- 10 Release of HSC results
- 14 Formal supplementary examinations for 1993 Spring semester students
- 17 Closing date for changes of preference to the Universities Admissions Centre (UAC) from 1993 NSW HSC applicants (by 4.30 pm)
- 20-31 Enrolment of students at City campus
- 26 Australia Day
- 28 Public school holidays end

February

- 1-17 Enrolment of students at City campus
- 2-7 Enrolment of new undergraduate students at City campus – includes UAC and direct applicants
- 7 Enrolment of all Teacher Education students at Kuring-gai campus
- 21 Enrolment of School of Biological and Biomedical Sciences students at St Leonards campus
- 28 Classes begin

March

- 11 Last day to enrol in a course or add subjects
- 11 Last day to change to upfront HECS payment
- 25 Last day to apply for leave of absence without incurring student fees/charges
- 31 HECS Census Date
- 31 Last day to withdraw from a subject without financial penalty

April

- 1 Public school holidays begin
- 1 Good Friday
- 4 Easter Monday
- 5-8 Vice-Chancellors' Week (non-teaching)
- 6 Graduation period begins
- 8 Public school holidays end
- 8 Last day to withdraw from a subject without academic penalty²

- 8 Last day to withdraw from a course without academic penalty²
- 22 Graduation period ends
- 25 Anzac Day
- 30 Last day to apply to graduate in Spring semester 1994

May

- 31 Closing date for undergraduate/postgraduate applications for Spring semester

June

- 13 Formal examination period begins
- 27 Public school holidays begin

SPRING SEMESTER

July

- 1 Formal examination period ends
- 4 School of Legal Practice enrolment day at St Leonards campus
- 4-8 Vice-Chancellors' Week (non-teaching)
- 8 Public school holidays end
- 22 Release of Autumn semester examination results
- 22 Formal supplementary examinations for Autumn semester students
- 25-29 Confirmation of Spring semester programs
- 26-27 Enrolment of new and readmitted students and students returning from leave/concurrent study

August

- 1 Applications available for undergraduate and postgraduate courses
- 1 Classes begin
- 4 Last day to withdraw from full-year subjects without academic penalty²
- 12 Last day to enrol in a course or add subjects
- 12 Last day to change to upfront HECS payment
- 26 Last day to apply for leave of absence without incurring student fees/charges (Spring enrolments only)
- 31 HECS Census Date
- 31 Last day to withdraw from a subject without financial penalty
- 31 Last day to apply to graduate in Autumn semester 1995

September

- 9 Last day to withdraw from a subject without academic penalty²
- 9 Last day to withdraw from a course without academic penalty²
- 26 Public school holidays begin
- 26 Graduation period begins
- 26-30 Vice-Chancellors' Week (non-teaching)
- 30 Closing date for undergraduate applications via UAC (without late fee)
- 30 Closing date for inpUTS Special Admission Scheme applications
- 30 Closing date for postgraduate applications (*to be confirmed*)
- 30 Graduation period ends

October

- 7 Public school holidays end
- 31 Closing date for postgraduate research and course award applications
- 31 Closing date for undergraduate applications via UAC (with late fee)
- 31 Closing date for undergraduate applications direct to UTS (without late fee)

November

- 14 Formal examinations begin

December

- 2 Formal examinations end
- 19 Public school holidays begin
- 23 Release of Spring semester examination results

¹ Information is correct as at 5 November 1993. The University reserves the right to vary any information described in Principal Dates for 1994 without notice.

² HECS/postgraduate course fees will apply after the HECS Census Date.

THE FACULTY OF BUSINESS

The Faculty of Business is located on two campuses – the City campus (Haymarket) and the Kuring-gai campus.

The Faculty consists of five discipline-based Schools – Accounting, Finance and Economics, Management, Marketing, Leisure and Tourism Studies; and the Graduate School of Business which provides administrative oversight for all the Faculty's postgraduate courses.

LOCATIONS AND CONTACTS

The office of the Dean of Business is located on Level 2 of the City campus, Haymarket. There are two Faculty information offices – one at the City campus, Haymarket and one at the Kuring-gai campus. If you are not sure of the office you need, please direct your call to the Information Office at the City campus. The postal address is: PO Box 123, Broadway NSW 2007.

FACULTY OF BUSINESS INFORMATION OFFICES

Haymarket

Room C116 (at the entrance to the Faculty)
Level 1, Building 5, City campus
(Haymarket)
Quay Street, Haymarket

Telephone: 330 3500/3502
Fax: 330 3558
Hours: 9.00 am – 6.00 pm,
Monday – Friday.
(Any forms you may require
are available outside the office
at any time.)

Kuring-gai

Room 1.546 (straight ahead from the main
entrance to the campus)
Level 5, Building 1, Kuring-gai campus
Eton Road, Lindfield

Telephone: 330 5355
Fax: 330 5526
Hours: 9.00 am – 6.00 pm,
Monday – Friday.

SCHOOL OFFICES

All School offices are open between the hours of 9.00 am and 5.00 pm, with the exception of the School of Marketing (City campus) which is open 9.30 am to 5.30 pm, and the Graduate School of Business which is open from 9.00am to 5.30pm.

Enquiries regarding lectures, assignments, and the consultation times of lecturers on both campuses should be directed to the School offices during business hours.

School of Accounting

Level 3, Building 5C
Quay Street, Haymarket
City campus

Telephone: 330 3562
Fax: 281 9256

School of Finance and Economics

Level 4, Building 5C
Quay Street, Haymarket
City campus

Telephone: 330 3627
Fax: 330 3636

School of Leisure and Tourism Studies

Room 204, Level 2
Eton Road, Lindfield
Kuring-gai campus

Telephone: 330 5497
Fax: 330 5195

School of Management

Level 4, Building 5C
Quay Street, Haymarket
City campus

Telephone: 330 3600
Fax: 330 3602

School of Marketing

Level 2, Building 5C
Quay Street, Haymarket
City campus

Telephone: 330 3522
Fax: 330 3535

Graduate School of Business

Level 2, Building 5C
Quay Street, Haymarket
City campus

Telephone: 330 3550/3552
Fax: 330 3554

UTS INFORMATION SERVICE

Foyer, Tower Building
Level 4, Building 1, City campus
(Broadway)

Telephone: 330 1222

Hours: 8.30 am – 6.00 pm,
Monday – Thursday.
8.30 am – 4.00 pm, first Friday
of the month.
8.30 am – 5.00 pm, other
Fridays.

KURING-GAI STUDENT CENTRE

Level 6, Building 1, Kuring-gai campus.

Telephone: 330 5555

Hours: 8.30 am – 4.30 pm,
Monday – Friday.

Enquiries Counter

Level 5, Building 1, Kuring-gai campus.

Telephone: 330 5320

Hours: 9.00 am – 9.00 pm,
Monday – Thursday
9.00 am – 5.00 pm, Friday.

COURSES AVAILABLE

The Faculty of Business is one of the largest in Australia, currently offering a range of award courses at both undergraduate and postgraduate levels.

Undergraduate courses

Bachelor of Business with majors in:

- Accounting
- Banking
- Economics
- Finance
- Finance and Economics
- International Business
- Management
- Marketing

Bachelor of Business with combined majors in:

- Accounting and Finance
- Banking and Management
- Finance and Management
- Finance and Marketing
- Marketing and Management

Bachelor of Business (Honours) in:

- Accounting
- Finance and Economics
- Management
- Marketing

Bachelor of Accounting

Bachelor of Accounting (Honours)

Bachelor of Arts in:

- Human Movement Studies
- Leisure Studies
- Tourism Management

Bachelor of Arts (Honours) in Leisure Studies

Bachelor of Manufacturing Management

Associate Diploma in Community Organisations

Undergraduate courses offered in conjunction with other faculties

Bachelor of Business/Bachelor of Laws

Bachelor of Mathematics and Finance

Double Degree in Business and Computing Science

Postgraduate courses

Doctor of Philosophy

Master of Business (by thesis)

Master of Business Administration

Graduate Diploma in Administration

Accounting

Master of Business in Accounting

Master of Business in Accounting and Finance

Graduate Diploma in Accounting and Finance

Banking and Finance

Master of Business in Banking and Finance

Graduate Diploma in Banking and Finance

Graduate Certificate in Banking

Graduate Certificate in Financial Studies

Employment Relations

Master of Business in Employment Relations

Graduate Diploma in Employment Relations

Information Technology

Master of Business in Information Technology Management

Graduate Diploma in Information Technology Management

Graduate Certificate in Information Technology Management

Leisure and Tourism

- Master of Arts in Leisure Studies
- Graduate Diploma in Arts Management
- Graduate Diploma in Leisure Management
- Graduate Diploma in Sports Management
- Graduate Diploma in Tourism Management
- Graduate Certificate in Sports Management

Local Government Management (with Faculty of Engineering)

- Master of Local Government Management

Management

- Master of Business in Management
- Master of Management (Community)
- Master of Management (Public)
- Graduate Diploma in Management
- Graduate Certificate in Management

Marketing

- Master of Business in International Marketing
- Master of Business in Marketing
- Graduate Diploma in Marketing

Operations Management

- Master of Business in Operations Management
- Graduate Diploma in Operations Management

Purchasing and Materials Management

- Graduate Diploma in Purchasing and Materials Management
- Graduate Certificate in Purchasing and Materials Management

Transport Management

- Master of Business in Transport Management
- Graduate Diploma in Transport Management
- Graduate Certificate in Transport Management

IMPORTANT STUDENT INFORMATION ON RULES AND PROCEDURES

The University's rules are published in the *UTS Calendar*. The rules relating to students are also reproduced in the *Student Information Guide*, a copy of which is provided to every student at enrolment. If you require advice about any of the following rules and procedures, please contact the Faculty information offices on either campus.

ATTENDANCE AT CLASSES

Most subjects have prescribed attendance requirements and these must be adhered to for satisfactory completion of the subject. Should you have difficulties due to work commitments or illness, contact the University as soon as possible (see Rule 2.5 for details).

LEAVE OF ABSENCE

Students may apply to the University for leave periods up to a total of four semesters. Students are not usually granted leave unless they have successfully completed at least one subject (see Rule 2.11 for details).

ADDING AND DELETING SUBJECTS FROM YOUR PROGRAM

There are specific deadlines for adding and deleting subjects in each semester (see the Faculty information offices on either campus for further information or Rule 2.10). Failure to notify the University of your intention to alter your program could result in a failure in the subject as well as incurring the HECS liability for the subject.

Changes to your program after this date, will be considered, but only in exceptional circumstances.

ILLNESS OR MISADVENTURE DURING THE SEMESTER

Students may apply for special consideration in relation to their performance in an examination or difficulty in meeting an assessment requirement. Such requests should be made on the appropriate form available from the Faculty Information Offices on both campuses (see Rule 2.21 for important details).

EXAMINATIONS

Conduct of examinations

Students are strongly urged to read Rule 2.17 for details of what is required of them in relation to examination attendance and conduct.

Illness or misadventure during an examination

Students who attend an examination but are prejudiced by circumstances beyond their control from performing at their optimum level, should make the University aware of their circumstances no later than one working day after the examination (see Rule 2.18 for important details). All submissions should be supported by documentary evidence where possible.

Absence from an examination

Students who are unexpectedly unable to attend an examination, must notify the University of their situation no later than three working days after the date of the examination. All submissions must be supported by documentary evidence where possible. Failure to note the correct examination time does not warrant grounds for a further assessment (see Rule 2.19 for important details).

Examination malpractice

For information on the procedures taken in a case of suspected malpractice in an examination; see Rules 2.23 and 2.24.

Special examinations

Special Examinations may be granted under certain circumstances; see Rule 2.20.

Special examination conditions

A variety of special examination conditions may be provided to students with special needs or disabilities. An extension of time in examinations may also be granted in certain circumstances for a disability or language difficulties.

APPEALS AGAINST ASSESSMENT

Provision is made for students to appeal against an assessment grade. For further information see Rule 2.26 and obtain a *Procedures for Appeal Against Assessment Grades* leaflet from the Faculty Information Offices or the UTS Information Service at Broadway or Kuring-gai Student Centre.

COURSE TRANSFER

Students who wish to transfer from one UTS course to another must lodge a written application with the Academic Registrar on the Course Transfer form. Contact the Faculty Information Offices on either campus for transfer requirements.

WITHDRAWAL FROM A COURSE

Students wishing to withdraw from a course should do so by certain dates to avoid academic failure and incurring HECS liability. Students who appear to have abandoned their course may be withdrawn from the course by the University (see Rule 2.13 for details).

BUSINESS COMPUTER LABORATORIES

The Faculty of Business has established the Business Computer Laboratories on Level 2 at the City campus (Haymarket). 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 audiovisual materials; and to provide an area for seminar activities of a special nature. The Business Computer 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 3½ inch floppy drive and a colour (VGA type) monitor.
- A number of commercial software packages and several in-house programs which are loaded onto the network and are used for workshop classes and research projects.

See the laboratory supervisors on Level 2, for rules of use and for assistance.

INTERNATIONAL EXCHANGE PROGRAMS

The Faculty of Business offers exchange programs with five overseas universities. These are Oregon State University, USA; Aarhus School of Business, Denmark; Wirtschaftsuniversitat, Vienna, Austria; University of Humberside, Hull, UK; and University of Tilburg, The Netherlands.

These programs enable UTS students to enjoy travel, campus life and the challenge of studying in another country. Subjects approved for study are given full accreditation for compulsory or elective subjects. For further information on all exchange programs, see the Faculty Information Offices on either campus.

OREGON STATE UNIVERSITY, USA

Students can study at Oregon State University, which is a 100-year-old residential campus, for one semester or a full year. There is an extensive selection of subjects available to UTS students at Oregon.

AARHUS SCHOOL OF BUSINESS, DENMARK

The Aarhus exchange program is open to students enrolled in both undergraduate and postgraduate business courses. Students can select from a range of subjects taught in English. The Faculty of Business offers up to five scholarships of \$2,000 each year to students selected to participate in the Aarhus exchange program.

WIRTSCHAFTSUNIVERSITÄT, VIENNA, AUSTRIA

At Wirtschaftsuniversität students can study subjects in English which are directly equivalent to UTS subjects, and use their electives to study languages and other subjects of interest. This program is open to undergraduate students only.

UNIVERSITY OF HUMBERSIDE, HULL, UK

The exchange program with University of Humberside, Hull offers business students a number of options:

- Students can study for one or two semesters at Humberside and gain some specific or elective exemptions for the subjects studied.
- Students can study an International Business major at Humberside which then is recognised as the major for their UTS degree.
- Students can study a double degree program where they undertake the foundation core at UTS, then complete a major and a thesis at University of Humberside. On their return to UTS students complete a second major. Electives may be completed at either institution. Students will then be

awarded a Bachelor of Business (UTS), and a Bachelor of Arts (Honours) from the University of Humberside. This double degree program takes an additional year of full-time study.

UNIVERSITY OF TILBURG, THE NETHERLANDS

The School of Leisure and Tourism Studies operates a formal exchange program with the University of Tilburg in The Netherlands. Students are able to undertake up to three subjects, taught in English, per semester. It is generally recommended that the exchange be undertaken by third-year students in the Autumn semester.

CONTINUING EDUCATION PROGRAM

The Faculty offers a range of certificate programs and short courses in specialist professional topics. In addition to its advertised programs, in-house programs tailored to specific corporate needs can be arranged on request.

The certificate programs and short courses are conducted by the Faculty's Centre for Management Studies. Further information on the following programs is available from the Centre for Management Studies on 330 5385 or 330 5386.

COMPUTING

Business Computing Certificate
Business Computing Applications – An Introductory Course
Clipper 5.01 Programming
Database Management
Lotus 123 Financial Management
Lotus 123 Advanced Financial Analysis and Reporting Course
Windows for the Professional

FINANCE

Executive Certificate in Insurance
Financial Decision Making
Accounting and Finance for Managers
How to Evaluate a Business Venture
Bank Lending
Banking Law
Commercial Banking and Finance
Elements of Financial Management
Financial Institutions and Markets

MANAGEMENT

Executive Certificate in Business Administration
 Executive Certificate in Managerial Skills
 Certificate in Business Management
 Commercial Negotiation Skills
 Project Management
 Accelerated Personal Performance
 Essentials of Law for Managers
 Presentation Skills
 Better Business Writing
 How to Become a Successful Manager
 Total Quality Management
 Strategic Planning and Organisation Development
 Managing Office Politics

MARKETING

Certificate in Marketing Management
 Marketing Practice Certificate
 Marketing for the Public Sector
 Intensive Marketing Course for Practitioners
 Marketing Concepts
 Sales Management
 Accounting for the Sales and Marketing Function
 Marketing Strategy
 Business to Business Marketing
 Market Research
 Planning, Developing and Managing New Products
 Advertising: Its Place in the Marketing Mix
 Introduction to Direct Marketing
 Creative Aspects of Advertising and Direct Marketing
 Public Relations
 The Marketing of Services

PRIZES AND SCHOLARSHIPS

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

PRIZES

AANA Prize

This prize was established in 1987 by the Australian Association of National Advertisers. It is awarded to the student enrolled in the Bachelor of Business who has previously completed the subject Advertising Research Methods and, in the year for which the award is made, the subject Advertising Project and has obtained the highest combined aggregate marks of all such students. The prize is a cash award of \$300.

Accountancy Placements Prize

This prize was established in 1989. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Business Information Systems. The prize is a cash award of \$250.

Amatek Prize for Graduate Diploma in Operations Management

This prize was established in 1983 by Monier Ltd. It is awarded to the graduating student in the Graduate Diploma in Operations Management who obtains the highest aggregate score in all subjects. The prize is a cash award of \$500.

Amatek Prize for Operations Management

This prize was established in 1983 by Monier Ltd. It is awarded to the student who achieves the highest overall score in the first year subjects of the Graduate Diploma in Operations Management. The prize is a cash award of \$200.

Australasian Production and Inventory Control Society Prize

This prize was established in 1992. It is awarded to the student with the most outstanding research project in the Master of Business (Operations Management). The prize is a cash award of \$500.

Australian Institute of Bankers Graduate Prize

This prize was established in 1992. It is awarded to the best graduating student enrolled in the Graduate Certificate in Banking. The prize is a cash award of \$250.

Australian Institute of Bankers Prize

This prize was established in 1986. It is awarded to the best graduating student enrolled in the Banking major of the Bachelor of Business. The prize is a cash award of \$250.

Australian Institute of Export Prize

This prize was established in 1981. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark in the subject International Marketing. The prize is a cash award of \$100 and a plaque.

Australian Securities Commission Prize

This prize was established in 1981. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Commercial Law. The prize is a cash award of \$200.

Australian Society of Certified Practising Accountants Prize

This prize was established in 1971. It is awarded to the best graduating student enrolled in the Accounting major of the Bachelor of Business or in the Bachelor of Accounting. The prize is a cash award of \$500 plus two years' free membership of the ASCPA.

Australian Society of Certified Practising Accountants Prize

This prize was established in 1971. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the best result in the subject Accounting A. The prize is a cash award of \$500.

Australian Society of Certified Practising Accountants Prize

This prize was established in 1971. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the best result in

the subject Management Accounting 1. The prize is a cash award of \$500.

Australian Trade Commission Graduate Prize in International Marketing

This prize was established in 1981. It is awarded to the student enrolled in either the Master of Business Administration in the Marketing strand or the Graduate Diploma in Marketing, Master of Business (Marketing) or Master of Business (International Marketing) who obtains the highest aggregate mark in either International Marketing Management or Multinational Marketing. The prize is a cash award of \$300.

BHP Prize in Business to Business Marketing

This prize was established in 1984 by the Broken Hill Proprietary Company Limited. It is awarded to the student enrolled in Bachelor of Business who obtains the highest aggregate mark in the subject Business to Business Marketing. The prize is a cash award of \$500.

Blake Dawson Waldron Prize

This prize was established in 1993. It is awarded to the student enrolled in the Bachelor of Arts (in Leisure Studies, Human Movement Studies, or Tourism Management) who obtains the highest aggregate mark for the subject Law for Leisure, Sport and Tourism. The prize is a cash award of \$250.

BP Australia Ltd Prize in Marketing Strategy

This prize was established in 1980. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Marketing Strategy. The prize is a cash award of \$250.

Butterworths Book Prize in Company Law

This prize was established in 1986 by Butterworths Pty Limited. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Company Law. The prize consists of a book voucher to the value of \$225.

CIG Prize in Finance

This prize was established in 1984. It is awarded to the student who, in the year the award is made, has been registered in and completed the Finance and Economics major of the Bachelor of Business and who has received the highest average mark of all such students. The prize is a cash award of \$250.

Colgate Palmolive Prize

This prize was established in 1987. Conditions of award for this prize are currently under review.

Coopers & Lybrand Prize for Auditing

The prize is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Auditing. The prize is a cash award of \$400.

Coopers & Lybrand Prize for Revenue Law

The prize is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Revenue Law. The prize is a cash award of \$400.

Dalgety Farmers Ltd Prize in Resource Economics

This prize was established in 1989. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Resource Economics. The prize is a cash award of \$500.

Duesbury's Prize

The prize is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Accounting for Insolvency. The prize is a cash award of \$500.

Economic Society Prize in Economics

This prize was established in 1993. It is awarded to the best graduating student enrolled in the Bachelor of Business Honours program in Finance and Economics. The prize is a cash award of \$150 plus three years' membership of the Economic Society.

Ernst and Young Prize in Accounting B

The prize is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Accounting B. The prize is a cash award of \$500.

Ernst and Young Prize in Management Accounting 2

The prize is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Management Accounting 2. The prize is a cash award of \$500.

Geoffrey A Cohen/Arthur Andersen & Co Prize

This prize was established in 1989 as the result of an initiative by Geoffrey Cohen, the then National President of The Institute of Chartered Accountants in Australia. It is awarded to the student enrolled in the Graduate Conversion Course in Accounting who achieves the best overall performance in six core subjects. The prize is a cash award of up to \$500.

GMA Prize

This prize was established in 1989 by the Graduate Management Association. It is awarded to the student who, in the year the award is made, has been registered in and completed the requirements of the Master of Business Administration and who has obtained the highest average mark of all such students. The prize is a cash award of \$500.

ID Tours South Pacific 'Best Inbound Student' Prize

This prize was established in 1991 by the inbound tour operator ID Tours South Pacific Pty Ltd. It is awarded to the student enrolled in the Bachelor of Arts (Tourism Management) who obtains the highest aggregate mark in the subject Travel and Tourism Operations 2. The prize is a cash award of \$300.

Industrial Relations Society of NSW Graduate Prize

This prize was established in 1988. It is awarded to the student who has completed the Graduate Diploma in Employment

Relations in the year the award is made, and who has obtained the highest average mark across all subjects of all such students. The prize is a cash award of \$200.

Industrial Relations Society of NSW Prize

This prize was established in 1986. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Advanced Industrial Relations. The prize is a cash award of \$200.

Information Resources Prize

This prize was established in 1987 by IRAUS Pty Ltd. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark for the subject Marketing Decision Models. The prize is a cash award of \$300.

The Insurance Institute of NSW Prizes

These prizes were established in 1989. The prizes are:

The Insurance Institute of NSW Prize

The prize is awarded to the student who obtains the highest mark in the subject Risk Management. The prize is a cash award of \$250.

The Dunhill Madden Butler Prize

The prize is awarded to the student who obtains the highest mark in the subject Insurance Contracts. The prize is a cash award of \$250.

The Dunhill Madden Butler Prize

The prize is awarded to the student who obtains the highest mark in the subject Life Insurance Law. The prize is a cash award of \$250.

The Mercantile Mutual Group Prize

The prize is awarded to the student who obtains the highest mark in the subject Life Insurance Practice. The prize is a cash award of \$250.

The Reinsurance Discussion Group Prize

The prize is awarded to the student who obtains the highest mark in the subject Reinsurance. The prize is a cash award of \$250.

The Sun Alliance Life Insurance Prize

The prize is awarded to the student who obtains the highest mark in the subject Superannuation and Retirement Planning. The prize is a cash award of \$250.

The Sydney Reinsurance Prize

The prize is awarded to the student who obtains the highest mark in the subject Theory of General Insurance. The prize is a cash award of \$250.

KPMG Peat Marwick Prize in Computer-based Accounting

This prize was established in 1982 and was formerly known as the Peat Marwick Mitchell and Company Prize. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Computer-based Accounting. The prize is a cash award of \$400.

KPMG Peat Marwick Prize in Financial Accounting 1

This prize was established in 1982 and was formerly known as the Peat Marwick Mitchell and Company Prize. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Financial Accounting 1. The prize is a cash award of \$500.

Market Research Society Award

This prize was established in 1980 by the Market Research Society of Australia. It is awarded to the student enrolled in the Marketing major of the Bachelor of Business who achieves the best performance in the Marketing Research subjects. The prize is a cash award of \$100.

Nielsen Australia Award for Marketing Research

This prize was established in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Fundamentals of Marketing Research. The prize is a cash award of \$350.

NRMA Insurance Limited Prize

This prize was established in 1989. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark for the subject Financial Accounting 2. The prize is a cash award of \$500.

NSW Tourism Commission Best Achiever's Award in Tourism and Hospitality Studies

This prize was established in 1990. It is awarded to the student who has completed the equivalent of the first year of full-time study in either the Bachelor of Arts (Tourism Management) or the Graduate Diploma in Tourism Management and who is considered to have achieved the best overall academic performance in that year. The prize is a cash award of \$1,500.

Philips Prize

This prize was established in 1987 by Philips Industries Holdings Limited. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Principles of Marketing. The prize is a cash award of \$300.

Prentice Hall of Australia Prize

This prize was established in 1980. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark in the subject Financial Accounting 3. The prize is a cash award of \$125 intended for the purchase of books.

Reckitt and Colman Graduate Prize

This prize was established in 1985 by the Pharmaceutical Division of Reckitt and Colman. It is awarded to the student enrolled in the Graduate Diploma in Marketing or in the Marketing strand of the Master of Business Administration who obtains the highest aggregate mark in the subject Advanced Marketing Management. The prize is a cash award of \$200.

Royal Australian Institute of Parks and Recreation (NSW) Prize

This prize was established in 1993. It is awarded to the student enrolled in the Bachelor of Arts (Leisure Studies) who obtains the highest aggregate mark in the subject Park and Natural Area Management 2. The prize is a cash award of \$250.

Royal Institute of Public Administration Australia Graduate Prize

This prize was established in 1985. It is awarded to the most successful student completing graduate studies in Public Sector Management. The prize is a cash award of \$200.

Sportswell Tours Professional Practice Prize

This prize was established in 1992. It is awarded to the student enrolled in the BA (Leisure Studies) or BA (Human Movement Studies) who obtains the highest aggregate mark in the subject Professional Practice 2 and who has made a significant contribution to the field/industry. The prize is a cash award of \$200.

Sydney Association for Educational Administration Prize

This prize was established in 1990. It is awarded to the student with the most outstanding research thesis/project in the Master of Management course in an area which is central to the study of educational administration. The prize is a cash award of \$100.

Sydney Futures Exchange Prize

This prize was established in 1990. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Investment Analysis and Portfolio Management. The prize is a cash award of \$200.

Thomas Kewley, OAM, Memorial Prize

This prize is a University Memorial prize in honour of Tom Kewley, an academic and Kuring-gai Fellow. It is awarded to the top postgraduate student who obtains the highest aggregate mark for the Research Project in Public Sector Management. The prize is a cash award of \$1,000.

Tourism Futures Prize

This prize was established in 1993. It is awarded to the student enrolled in the Graduate Diploma in Leisure, Tourism, Arts, or Sports Management and who obtains the highest aggregate mark in the subject Leisure and Tourism Futures. The prize is a cash award of \$250.

Westpac Graduate Prize in Capital Markets

This prize was established in 1990. It is awarded to the student enrolled in a Master's or Graduate Diploma course in the Faculty of Business who achieves the highest aggregate mark in the subject Capital Markets. The prize is a cash award of \$500.

Westpac Prize

This prize was established in 1990. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark in the subject Financing Decisions. The prize is a cash award of \$500.

Zonta Prize for the Woman MBA Graduate of the Year

This prize was established in 1992. It is awarded to the most outstanding woman graduating in the Master of Business Administration. The prize is a cash award of \$300.

SCHOLARSHIPS

Commonwealth Bank International Business Scholarship

This scholarship was established in 1992. It is awarded to a full-time undergraduate student undertaking the International Business major of the Bachelor of Business and completing an Honours year at the University of Humber, UK, with a thesis on a finance/banking related topic. The scholarship is tenable for one year and has a cash value of \$5,000.

Commonwealth Bank Scholarship

This scholarship was established in 1988. It is awarded to a full-time student in the final year of the Finance and Economics major of the Bachelor of Business. The recipient must have a sound academic record and be interested in pursuing a career in banking. The scholarship is tenable for one year and has a cash value of \$2,000.

Dow Corning Scholarship

This scholarship was established in 1992. It is awarded to a student in the final year of the Bachelor of Business majoring in Marketing. The student must demonstrate academic merit and leadership qualities. The scholarship is tenable for one year and has a cash value of \$3,500.

Faculty of Business Danish Exchange Scholarships

These scholarships were established in 1993. The Faculty offers five scholarships to students (either undergraduate or postgraduate) to study at Aarhus School of Business in Denmark. Each scholarship is tenable for one semester and has a cash value of \$2,000.

Faculty of Business Honours Scholarships

These scholarships were established in 1993. The Faculty offers four scholarships to students studying full-time in the Honours program within the Faculty. Each scholarship is tenable for one year and has a cash value of \$4,000.

Judith and Leslie Fritz Scholarship

This scholarship was established in 1985 as a result of the generosity of Mr Peter Fritz, 1984 winner of the BHP Award for the Pursuit of Excellence in the Commerce, Industry and Management Category. The scholarship is awarded to a graduate (either undergraduate or postgraduate) who has completed one of the International Marketing courses. The scholarship is intended to encourage enterprising and capable individuals in marketing to investigate overseas markets for Australian expertise and Australian manufactured products. The scholarship is valued at \$10,000 per annum for a minimum duration of two months.

UNDERGRADUATE PROGRAM

Bachelor of Business

The Faculty of Business offers an undergraduate degree program which leads to the award of Bachelor of Business (BBus). The program prepares graduates for a career in one of the following areas: accounting, banking, economics, finance, finance and economics, international business, management or marketing. The degree seeks to develop critical, analytical and evaluative skills, and prepares graduates to make a positive contribution to the professional business community in particular, and to society in general.

Further information is available from the Faculty of Business information offices, telephone 330 3500/3502 (City) or 330 5355 (Kuring-gai).

ADMISSION REQUIREMENTS

Assumed knowledge/HSC subject selection

UTS has no special HSC subject prerequisites for its courses. However, you should note that each UTS faculty identifies a key assumed knowledge area – this is a **recommended** level of study which should be completed before each person begins the course. Please carefully check this for the course which interests you.

English language requirements

You must have an adequate background in English. A minimum level such as 2-unit General English in the HSC is recommended. If your secondary or tertiary education was conducted in a language other than English you should provide evidence of your proficiency in the English language to UAC. The UTS Student Information Service can provide advice in this regard.

Applicants should obtain a copy of the Faculty of Business *Guidelines for Applicants 1994* and the *UAC Guide*.

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 should note that eligibility for credit does not guarantee a place in the course for which that credit is available.

Students who have completed courses through the New South Wales Department of Technical and Further Education (TAFE) within three years¹ of commencing their Bachelor of Business degree may be entitled to exemptions.

Students receiving exemptions based on TAFE qualifications are advised of exemptions granted with their letter of offer.

Holders of relevant Associate Diploma qualifications received from a university participating in the national credit transfer project, introduced by the Australian Vice-Chancellors' Committee (AVCC), may be granted up to one year of credit towards a related degree program.

Students who have completed courses through Insearch Institute of Commerce, if admitted, may be given up to one year's advanced standing in the Bachelor of Business.

Students applying for exemptions on the basis of subjects completed at institutions other than TAFE should apply, after receiving their letter of offer, as follows:

- Select subjects equivalent to those already studied. (See the Subject Descriptions in this Handbook.)
- Complete all details on the Application for Subject Exemption form which is available from the UTS Student Information Service on 330 1222 and from the Faculty Information Offices on 330 3500/5355. Students must also supply a copy of the official academic transcript and the relevant section of the other institution's handbook or syllabus as requested on the form.
- Send the form **and** relevant documents to:
Student Liaison Officer
Faculty of Business
UTS
PO Box 123
Broadway NSW 2007

Further details can be obtained from the Student Liaison Officers, telephone 330 3501 (City campus) or 330 5393 (Kuring-gai campus).

¹ Students commencing their Bachelor of Business degree in 1994 must have completed their TAFE course in 1990 or later (ie, graduated during 1991, within three years of commencing at the University).

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. Please refer to the table 'Subject Equivalents' at the back of the Handbook.

ATTENDANCE PATTERNS

The Bachelor of Business course may be completed on either a full-time or a part-time attendance pattern, or a combination of these. Typical attendance patterns are as indicated:

- Full-time is three years (six semesters) usually undertaken at the rate of five subjects each semester.
- Part-time is six years (12 semesters) usually undertaken at the rate of three subjects in one semester followed by two subjects the following semester.

Students may change their attendance pattern with approval from the Faculty.

COURSE STRUCTURE

All students must complete at least 144 credit points obtained in 28 subjects, consisting of 13 foundation core subjects (five credit points each) and a common capstone subject (nine credit points). Students also undertake a major (50 credit points) and at least 20 credit points of electives (which may be chosen as part of a sub-major). Alternatively, students may choose a combined major of 70 credit points.

COURSE PROGRAMS

All subjects have a credit point value of five unless otherwise indicated.

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 I

Capstone

21609	Corporate Strategy (9cp)
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BACHELOR OF BUSINESS – MAJOR SPECIALISATIONS

Students must undertake a major which consists of 50 credit points of study in a related area.

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

Professional recognition

Students successfully completing the Bachelor of Business with a major in Accounting or Accounting and Finance will have satisfied the requirements of the Institute of Chartered Accountants in Australia and the Australian Society of Certified Practising Accountants, with regard to entry requirements. However, students enrolling from 1993 and wishing to seek membership of the Australian Society of Certified Practising Accountants should be aware that from 1 January 1993 the Society will not accept for membership any student who has obtained a conceded pass in the following subjects:

22105	Accounting A
22205	Accounting B
22320	Financial Accounting 1
22420	Financial Accounting 2
22520	Financial Accounting 3

22321	Management Accounting 1
22421	Management Accounting 2
25314	Business Finance 1
22115	Business Information Systems
25110	Microeconomics
25209	Macroeconomics
26122	Business Statistics
22522	Auditing
79101	Law for Business
79267	Commercial Law
79365	Company Law
79462	Revenue Law

The Institute of Corporate Managers, Secretaries and Administrators accredits subjects by means of which students can satisfy its academic requirements for membership. Further details on student membership and provisional associate membership following graduation can be obtained from The Institute.

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
<i>or</i>	
25906	Investment Analysis and Portfolio Management (Honours level)
25522	Bank Lending
25620	Advanced Financial Instruments

Economics major

25202	Business Forecasting
25210	Microeconomic Policy
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
plus two 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

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
<i>or</i>	
25906	Investment Analysis and Portfolio Management (Honours level)
25506	Asset Pricing and Capital Market Studies
<i>or</i>	
25905	Asset Pricing and Capital Market Studies (Honours level)
25621	Financing Decisions
25605	Real Asset Investment and Management
plus two of the following	
25620	Advanced Financial Instruments
25420	Applied Financial Management
25202	Business Forecasting
<i>or</i>	
25606	Financial Time Series Analysis
25607	Security Market Regulation
<i>or</i>	
79366	Banking Law
<i>or</i>	
79462	Revenue Law

Finance and Economics major

25202	Business Forecasting
<i>or</i>	
25606	Financial Time Series Analysis
25210	Microeconomic Policy
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
<i>or</i>	
25906	Investment Analysis and Portfolio Management (Honours level)
25620	Advanced Financial Instruments
plus one of the following	
25303	Industry Economics
25304	Asian-Australian Economic Relations
25305	Labour Markets Economics
25306	Resource Economics
25307	Public Finance
25315	International Economics

- 25320 Underdeveloped Economy
 25330 Applied Business Economics
 25905 Asset Pricing and Capital Market
 Studies (Honours level)

International Business major

- 21591 International Management
 22240 International Accounting
 24220 International Marketing
 24517 Contemporary Issues in
 International Marketing
 25304 Asian-Australian Economic
 Relations
 25315 International Economics
 25421 International Financial
 Management
 50520 Asian and Pacific Politics
 79603 International Business Law and
 Regulation
 Selected Subject

Note

The selected subject must be one with an international focus and be chosen in consultation with the Director of Undergraduate Programs.

Management major

- 21131 Operations Management
 21210 Business and Government
 21221 Organisation Design and Change
 21306 Employment Relations
 21321 Organisational Diagnosis and
 Evaluation
 21630 Managing Strategic Change

In addition to the above subjects, students must complete at least 20 credit points from one of the concentrations within the Management major. Students may use their electives to complete a second concentration in another of the areas.

Applied Psychology concentration

(complete all four)

- 21423 Behavioural Science Research
 Methods
 21424 Cognitive Processes
 21425 Industrial Psychology
 21624 Applied Psychology Project

Note

No new enrolments in the concentration will be accepted. Previously available Applied Psychology subjects may be substituted for any of these subjects.

Business Management concentration

(complete all four)

- 79267 Commercial Law
 21591 International Management
 24220 International Marketing
 21409 Entrepreneurship and Innovation

Communications Studies concentration

- 56002 Communication 2: Group
 Communication (6cp)
 56003 Communication 3: Organisational
 Communication (6cp)
 plus two of the following
 56004 Communication 4: Public
 Communication (6cp)
 56007 Public Relations Principles (6cp)
 56008 Public Relations Practice (6cp)
 56009 Advertising and Media
 Management (6cp)
 56010 Video Production (6cp)

Electives

- 56002 Communication 2: Group
 Communication (6cp)
 56003 Communication 3: Organisational
 Communication (6cp)
 56004 Communication 4: Public
 Communication (6cp)
 56007 Public Relations Principles (6cp)
 56008 Public Relations Practice (6cp)
 56009 Advertising and Media
 Management (6cp)
 56010 Video Production (6cp)

Note

Availability of subjects depends on student demand.

Students who enrolled in this concentration prior to 1994 should refer to the table 'Subject Equivalents' at the back of the Handbook.

Human Resource Management concentration

(complete all four)

- 21430 Advanced Industrial Relations
 21407 Strategic Human Resource
 Management
 79270 Industrial and Labour Law
 21408 Employment Relations Skills

Information Management concentration

- 55041 Information Science 2: Information
 User Behaviour (6cp)
 55043 Information Science 4: Information
 Retrieval (6cp)
 55060 Business Information (6cp)
 55095 Information and Records
 Management (6cp)

Leisure Management concentration

(select any four)

- 27106 Social Psychology of Leisure
- 27216 Leisure Services Management
- 27323 Leisure and Public Policy
- 27628 Law for Leisure, Sport and Tourism
- 27523 Leisure and Tourism Planning
- 27316 Leisure and Fitness Centre Operations
- 27115 Arts and Entertainment Management
- 27501 Park and Natural Area Management 1

Operations Management concentration

(complete all four)

- 21343 Quantitative Management
- 21311 Management of Service Organisations
- 21410 Quality Management
- 21430 Advanced Industrial Relations

Sports Management concentration

- 27307 The Administration of Australian Sport

plus three of the following

- 27633 Sports Psychology
- 27315 Leisure Facility Design
- 27628 Law for Leisure, Sport and Tourism
- 27611 Measurement and Development of Physical Ability
- 27221 Principles and Practices of Sports Coaching
- 27608 Prevention and Care of Athletic Injuries
- 27311 Sociology of Sport and Leisure

*Tourism Management concentration*Compulsory subjects

- 27128 Tourism Systems
- 27648 The Tourism Industry

Optional stream 1 - Management

- 27628 Law for Leisure, Sport and Tourism
- 27631 Tourism Management

Optional stream 2 - Marketing

- 27632 Tourist Behaviour
- 27642 Tourism Services Marketing

Optional stream 3 - Planning and Development

- 27327 Tourism's Environmental Interactions
- 27523 Leisure and Tourism Planning

Training and Staff Development concentration

(complete five subjects, made up of all four subjects within any one stream plus Training and Development Practicum)

Stream 1

- Training Methods 1
- Training Methods 2
- Training Course Design 1
- Training Course Design 2

*or*Stream 2

- Training Methods 1
- Training Methods 2
- Training Methods 3
- Training Course Design 1

*or*Stream 3

- Training Methods 1
- Training Course Design 1
- Training Course Design 2
- Training Course Design 3
- plus Training and Development Practicum (details subject to approval)

Students may select/substitute other Adult Education subjects with approval of the Academic Coordinator, Geoff Hayton on telephone 330 3947.

Marketing major

- 24202 Buyer Behaviour
- 24203 Quantitative Analysis in Marketing
- 24205 Business to Business Marketing
- 24210 Advertising Management
- 24415 Marketing Strategy
- 24220 International Marketing
- 24306 Services Marketing (elective)
- 24309 Fundamentals of Marketing Research
- 24331 Marketing Decision Models
- 24430 Applied Marketing Research
- 79211 Law for Marketing Management

BACHELOR OF BUSINESS – COMBINED MAJORS

Combined majors link together two appropriate major fields of study in 70 credit points of study. All subjects have a credit point value of five.

Combined major in Accounting and Finance

- 22320 Financial Accounting 1
- 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
- 25905 Asset Pricing and Capital Market Studies (Honours level)
- 25605 Real Asset Investment and Management
- 79267 Commercial Law
- 79365 Company Law
- 79462 Revenue Law
- plus one of the following
- 22521 Management Accounting 3
- 22319 Issues in Financial Statement Analysis
- 25503 Investment Analysis and Portfolio Management
- or
- 25906 Investment Analysis and Portfolio Management (Honours level)
- 25421 International Financial Management

Note

Professional recognition

Students successfully completing the Bachelor of Business with a major in Accounting or Accounting and Finance will have satisfied the requirements of the Institute of Chartered Accountants in Australia and the Australian Society of Certified Practising Accountants, with regard to entry requirements. However, students enrolling from 1993 and wishing to seek membership of the Australian Society of Certified Practising Accountants should be aware that from 1 January 1993 the Society will not accept for membership any student who has obtained a conceded pass in the following subjects (each subject has a credit point value of five):

- 22105 Accounting A
- 22205 Accounting B
- 22320 Financial Accounting 1
- 22420 Financial Accounting 2
- 22520 Financial Accounting 3
- 22321 Management Accounting 1
- 22421 Management Accounting 2
- 25314 Business Finance 1
- 22115 Business Information Systems
- 25110 Microeconomics
- 25209 Macroeconomics
- 26122 Business Statistics
- 22522 Auditing
- 79101 Law for Business
- 79267 Commercial Law
- 79365 Company Law
- 79462 Revenue Law

Combined major in Banking and Management

- 25406 Quantitative Techniques for Finance and Economics
- 21131 Operations Management
- 25420 Applied Financial Management
- 21306 Employment Relations
- 21210 Business and Government
- 25503 Investment Analysis and Portfolio Management
- or
- 25906 Investment Analysis and Portfolio Management (Honours level)
- 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
- 25905 Asset Pricing and Capital Market Studies (Honours level)
- 25605 Real Asset Investment and Management
- 25503 Investment Analysis and Portfolio Management
- or
- 25906 Investment Analysis and Portfolio Management (Honours level)

- 25421 International Financial Management
- 21131 Operations Management
- 21210 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 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
- 25905 Asset Pricing and Capital Market Studies (Honours level)
- 25605 Real Asset Investment and Management
- 25421 International Financial Management
- 25503 Investment Analysis and Portfolio Management
- or
- 25906 Investment Analysis and Portfolio Management (Honours level)
- 24202 Buyer Behaviour
- 24210 Advertising Management
- 24205 Business to Business Marketing
- 24309 Fundamentals of Marketing Research
- 24220 International Marketing
- 24331 Marketing Decision Models
- 24415 Marketing Strategy
- plus one of the following
- 25620 Advanced Financial Instruments
- 25410 Corporate Financial Statement Analysis
- 25502 Current Issues in Finance

Note

25406 Quantitative Techniques for Finance and Economics will be an acceptable prerequisite in lieu of 24203 Quantitative Analysis in Marketing, for 24331 Marketing Decision Models and 24309 Fundamentals of Marketing Research for students in this combined major.

Combined major in Marketing and Management

- 21306 Employment Relations
- 24202 Buyer Behaviour
- 24309 Fundamentals of Marketing Research
- 24210 Advertising Management
- 24205 Business to Business Marketing
- 21131 Operations Management
- 21221 Organisation Design and Change
- 21321 Organisational Diagnosis and Evaluation
- 21630 Managing Strategic Change
- 21343 Quantitative Management
- 24220 International Marketing
- 24331 Marketing Decision Models
- 24415 Marketing Strategy
- 21210 Business and Government

BACHELOR OF BUSINESS – SUB-MAJORS

The Bachelor of Business program contains four elective subjects (total 20cp) which may be used to study areas of interest or to select a sub-major.

A sub-major involves 25 credit points, at least 15 credit points of which must be additional to the foundation core or relevant major. Sub-majors are available to all students except where specified.

It should be noted that not all subjects listed will be offered each semester, and not all sub-majors will be available at both campuses.

Bachelor of Business students

When choosing electives students should be aware that all prerequisite requirements must be met, and that no elective may be materially similar to other subjects taken as part of the student's Bachelor of Business degree. Students who wish to undertake electives cross-faculty within UTS, or with other universities, should seek Faculty approval. The Faculty Board reserves the right to approve a student's choice of electives.

Students from other faculties applying to undertake Business electives

When choosing electives, students from faculties other than Business may undertake any subject offered by the Faculty of Business if they have met all prerequisite requirements. Students will be accommodated in the subjects depending on availability of class places. It is the responsibility

of the student to ensure that their own faculty/school approves their choice of Business electives within the context of the requirements of the program in which they are enrolled.

Sub-major in Aboriginal Studies¹

(Faculty of Social Sciences/Faculty of Education)

- T5110 Aboriginal Cultures and Philosophies (8cp)
 54230 Aboriginal Social and Political History (8cp)
 plus one of the following
 54231 Aboriginal People and the Media (8cp)
 54330 Politics of Aboriginal History (8cp)
 54331 Aboriginal Forms of Discourse (8cp)
 54316 Power, Race and Ethnicity (8cp)

¹ Subject to final approval

Note

Students may choose two of the above subjects as an equivalent to three elective subjects.

Sub-major in Accounting

(for non-Accounting majors only)

Students elect to do **either** the Financial Accounting specialisation **or** the Management Accounting specialisation.

Financial Accounting specialisation

- 22205 Accounting B
 22320 Financial Accounting 1
 22420 Financial Accounting 2
 22520 Financial Accounting 3
 plus one other accounting subject approved by the Head of Department of Financial Accounting.

Management Accounting specialisation

- 22205 Accounting B
 22321 Management Accounting 1
 22421 Management Accounting 2
 22521 Management Accounting 3
 plus one other accounting subject approved by the Head of Department of Management Accounting.

Sub-major in Accounting for Small Business

(for Accounting majors only)

- 22320 Financial Accounting 1
 22321 Management Accounting 1
 22566 Accounting for Small Business 1
 plus any two of the following

- 22567 Accounting for Small Business 2
 22309 Accounting for Overseas Transactions
 22515 Computer-based Accounting
 22610 Accounting for Insolvency
 22319 Issues in Financial Statement Analysis

Sub-major in Advertising Management

(for Marketing majors only)

- 24202 Buyer Behaviour
 24210 Advertising Management
 24604 Advertising Project
 24510 Advertising Research Methods
 plus one advertising subject from Faculty of Social Sciences to be chosen from
 59330 Advertising Practice (6cp)
 59331 Advertising Copywriting (Print) (6cp)
 59332 Advertising Copywriting (Television, Radio, Film) (6cp)
 59333 Advertising Strategies (6cp)

Sub-major in Applied Psychology

(for non-Management majors only)

Students should note that no new enrolments in this sub-major will be accepted. Students already enrolled in the sub-major are required to take the five subjects listed below. Applied Psychology subjects which were previously available may be substituted for any of these subjects. Students completing the Bachelor of Business degree under the pre-1991 program and who are enrolled in the sub-major are asked to contact the Coordinator. Dr J Crawford, telephone 330 3621.

- 21130 Organisational Behaviour
 21423 Behavioural Science Research Methods
 21424 Cognitive Processes
 21425 Industrial Psychology
 21624 Applied Psychology Project

Sub-major in Banking

(for non-Banking majors only)

Senior Associateship status may be offered by the Australian Institute of Bankers (AIB) to students completing the banking sub-major and who have appropriate work experience.

- 25308 Financial Institutions and Markets
 25314 Business Finance 1
 plus four subjects as below
 79366 Banking Law
 25409 Commercial Banking and Finance
 25522 Bank Lending

- 25422 International Banking
or
25503 Investment Analysis and Portfolio Management
or
Honours level equivalent

Sub-major in Business Information Systems

- 22115 Business Information Systems
22565 Business Information Systems 2
22568 Business Systems Implementation
21503 Organisational Information
or
25501 Financial Planning Models
22606 Information Systems Project

Sub-major in Business Law

(Faculty of Law)

- 79101 Law for Business
plus four of the following subjects
79211 Law for Marketing Management
79265 Administrative Law
79666 Advanced Income Taxation Law
79366 Banking Law
79365 Company Law
79411 Advanced Companies and Securities Law
79667 Indirect Taxation
79360 Insurance Contracts
79270 Industrial and Labour Law
79363 Life Insurance Law
79260 Property Law
79466 Trade Law
79267 Commercial Law
79606 Advanced Revenue Law
79503 Law and Computing
79502 Law and Finance
25607 Securities Market Regulation
79462 Revenue Law
79369 Elements of Contract
79403 Law and the Manager

Note

Students are required to choose four subjects in addition to the core introductory subject Law for Business or its equivalent, and the core subject in their particular major.

Sub-major in Communication Studies

(Faculty of Social Sciences)

- 21130 Organisational Behaviour (Foundation Core) (5cp)
21215 Management and Communication Skills (Foundation Core) (5cp)

- 56002 Communication 2: Group Communication (6cp)
56003 Communication 3: Organisational Communication (6cp)
plus one of the following
56004 Communication 4: Public Communication (6cp)
56007 Public Relations Principles (6cp)
56008 Public Relations Practice (6cp)
56009 Advertising and Media Management (6cp)
56010 Video Production (6cp)

Electives

- 56002 Communication 2: Group Communication (6cp)
56003 Communication 3: Organisational Communication (6cp)
56004 Communication 4: Public Communication (6cp)
56007 Public Relations Principles (6cp)
56008 Public Relations Practice (6cp)
56009 Advertising and Media Management (6cp)
56010 Video Production (6cp)

Note

Availability of subjects depends on student demand.

Students who enrolled in this sub-major prior to 1994 should refer to the table 'Subject Equivalents' at the back of the Handbook.

Sub-major in Communication, History, Politics and Society

(Faculty of Social Sciences)

Students in the Faculty of Business must take the compulsory introductory five credit point subjects, and at least 20 credit points drawn from Level 200 and Level 300. At least six credit points must be at Level 300 and at least six credit points at Level 300.

Introductory Level

- 21125 Australian Business Environment (5cp)
51370 Human Communication (3cp)

200 Level

- 53219 Aboriginal Studies (8cp)
53208 Energy and Environment (8cp)
53211 Urban Culture (8cp)
53209 Culture, Race and Ethnicity (8cp)
53204 Social and Political Theory (8cp)
53212 Australian History (8cp)
53203 Communication and Control (8cp)
53205 Australian Politics (8cp)

- 59325 Science, Technology and Human Values (8cp)
or
 59324 Issues in Science, Technology and Human Values (4cp)
 51369 Technical and Professional Communication (6cp)
or
 50712 Communication Skills in English (6cp)
or
 59326 Professional Communication (4cp)

300 Level

- 53300 International Aspects of Communication (8cp)
 53307 Asian and Pacific Politics (8cp)
 53308 International Politics (8cp)
 53303 Orientalism: Constructs of the East (8cp)
 53310 Religion, Magic, Science and the Supernatural (8cp)
 53306 History of Social and Political Thought (8cp)
 53314 Social Policy (8cp)
 51519 Industrial Relations (8cp)
or
 59329 Issues in Industrial Relations (4cp)
 50716 Writing for Science and Technology (6cp)
 52029 Organising EEO (8cp)
or
 59335 Issues in Organising EEO (4cp)
 59630 Social Issues in Health (8cp)
or
 51014 Health, Technology and Society (4cp)

Sub-major in Computing Science

(School of Computing Sciences)

Bachelor of Business students based at the City campus must complete six subjects as follows:

- 22115 Business Information Systems
 31621 Systems Analysis
 31631 Database
 plus four of the following
 31902 Auditing the Computer
 31622 Commercial Programming Development
 31853 Office Automation
 31778 Resources Management for IT Professionals
 31648 Business Tools and Applications
 31931 Software Quality Assurance
 31658 Project Management
 31641 Systems Design

Bachelor of Business students based at the Kuring-gai campus should take the following subjects:

- 22115 Business Information Systems
 31531 CIT 3 Information Systems Analysis and Design
 31551 CIT 5 Database
 plus two of the following
 31521 CIT 2 Foundations of Computing and Programming
 31541 CIT 4 Commercial Programming
 31561 CIT 6 Data Communications
 31571 CIT 7 Management Information Systems

Students who commenced the sub-major before 1993 are asked to contact the following people for information about transitional arrangements: City campus, Peter Bebbington, 330 1828; Kuring-gai campus, Lin Smith, 330 5415, or Elaine Lawrence, 330 5482.

Note

Subjects required to complete the sub-major in Computing Science are available only to students who satisfy the prerequisite requirements and are offered to Bachelor of Business students subject to availability of places.

Sub-major in Economics

Bachelor of Business students must normally complete four economics subjects in addition to those required in the foundation core and in their major.

Subjects from which students may choose include:

- 25330 Applied Business Economics
 25304 Asian-Australian Economic Relations
 25202 Business Forecasting
 25322 Comparative Economic Systems
 25416 Economics of Money and Finance
 25303 Industry Economics
 25315 International Economics
 25305 Labour Market Economics
 25309 Macroeconomic Policy
 25210 Microeconomic Policy
 25307 Public Finance
 25306 Resource Economics
 25320 Underdeveloped Economy

Bachelor of Business students majoring in Finance or Finance and Economics may include one of the following in the Economics sub-major:

- 25415 Personal Investment
or
 25409 Commercial Banking and Finance

Students from other faculties must complete

- 25110 Microeconomics
 25209 Macroeconomics
 plus three further economics subjects

Sub-major in Finance Law

(School of Finance and Economics/Faculty of Law)

- 79101 Law for Business
 plus the following four law-based finance subjects
 79502 Law and Finance
 25607 Securities Market Regulation
 79366 Banking Law
 79462 Revenue Law

Note

Students are required to choose four subjects in addition to the core introductory subject Law for Business or its equivalent, and the core subject in their particular major.

Sub-major in Financial Management

- 25503 Investment Analysis and Portfolio Management
or
 25906 Investment Analysis and Portfolio Management (Honours level)
 25421 International Financial Management
 25420 Applied Financial Management plus one of the following subjects
 25415 Personal Investment ¹
 25620 Advanced Financial Instruments
 25607 Securities Market Regulation
 25501 Financial Planning Models

Bachelor of Business students majoring in Finance or Finance and Economics may take as electives subjects not previously completed as part of their major. All programs must be approved by the Head of the School of Finance and Economics.

¹ 25415 Personal Investment runs infrequently due to lack of demand. To ensure sufficient numbers, students should notify the School timetable coordinator one semester in advance of the semester in which they wish to complete Personal Investment.

Sub-major in Human Resource Management

(for non-Management majors and for students from other undergraduate programs)

Bachelor of Business students majoring in Management may undertake a second concentration in this area.

- 21125 Australian Business Environment
 21306 Employment Relations
 plus any three of the following subjects
 21430 Advanced Industrial Relations
 21407 Strategic Human Resource Management
 79270 Industrial and Labour Law
 21408 Employment Relations Skills

Sub-major in Information Management

(Faculty of Social Sciences)

- 21215 Management and Communications Skills (Foundation Core)
 22115 Business Information Systems (Foundation Core)
 55041 Information Science 2: Information User Behaviour
 55043 Information Science 4: Information Retrieval
 55060 Business Information
or
 55095 Information and Records Management

Sub-major in Insolvency

(School of Accounting/Faculty of Law)

- 79101 Law for Business
 plus the following four subjects
 79161 Introduction to Bankruptcy Law
 79662 Law of Corporate Receiverships and Deeds of Arrangement
 79162 Law of Bankruptcy Administration and Company Liquidation
 22610 Accounting for Insolvency

Note

The sub-major is only offered subject to student demand.

Students are required to choose four subjects in addition to the core introductory subject Law for Business or its equivalent, and the core subject in their particular major.

Sub-major in Insurance

This sub-major is available to students in all majors. Fellowship status is offered by the Australian Insurance Institute (AII) to students completing the sub-major in Insurance and who have appropriate work experience.

*Insurance specialisation*¹

- 25314 Business Finance 1
- 25308 Financial Institutions and Markets
- plus
- 25403 Theory of General Insurance
- 25552 Reinsurance
- 25553 Risk Management
- 25350 Principles of Risk and Insurance
- 25417 Liability Insurance
- 25418 Property Insurance

¹ Subject to approval.

Sub-major in International Business

- 25315 International Economics
- 24220 International Marketing
- 21591 International Management
- plus one of the following
- xxxxx International Business Project
- 25304 Asian-Australian Economic Relations
- 25320 Underdeveloped Economy
- 25421 International Financial Management
- 25422 International Banking

Note

Students must select subjects other than those undertaken within their selected major.

Sub-major in International Marketing

This sub-major is available to Marketing majors and, with the additional subject, International Marketing, is available to non-Marketing majors in the Bachelor of Business.

The International Marketing Country Study (24518) is an elective subject offered over two semesters and is worth ten credit points. There are two options within the International Marketing sub-major.

Option 1 (for students not electing to do International Marketing Country Study)

- 24517 Contemporary Issues in International Marketing
- 24607 International Marketing Management Project
- 21517 International Management
- 25315 International Economics

Option 2 (for students electing to do the International Marketing Country Study)

- 24517 Contemporary Issues in International Marketing
- 24518 International Marketing Country Study
- plus one of the following
- 21591 International Management
- 25315 International Economics
- 24607 International Marketing Management Project

Sub-major in Leisure Studies

- 27126 Leisure in Australia
- 27216 Leisure Services Management
- plus two of the following elective subjects
- 27323 Leisure and Public Policy
- 27628 Law for Leisure, Sport and Tourism
- 27523 Leisure and Tourism Planning
- 36613 Contemporary Management Practice
- 27315 Leisure Facility Design
- 27316 Leisure and Fitness Centre Operations

Note

Other Leisure Studies subjects taught within the School of Leisure and Tourism Studies may be substituted for the above electives with the approval of the Head of School.

Business students wishing to undertake a sub-major in Leisure Studies would normally be required to commence the sub-major in Autumn semester of their second year.

Sub-major in Management

(for non-Management majors and for students from other undergraduate programs)

- 21125 Australian Business Environment
- 21130 Organisational Behaviour
- plus any four of the following
- 21131 Operations Management
- 21306 Employment Relations
- 21210 Business and Government
- 21221 Organisational Design and Change
- 21321 Organisational Diagnosis and Evaluation
- 21630 Managing Strategic Change
- 21591 International Management
- 21409 Entrepreneurship and Innovation

Sub-major in Operations Management

(for non-Management majors and for students from other undergraduate programs)

Bachelor of Business students majoring in Management may undertake a second concentration in this area.

- 26122 Business Statistics or equivalent
 21131 Operations Management
 plus three of the following
 21306 Employment Relations
 21343 Quantitative Management
 21311 Management of Service Operations
 21410 Quality Management

Sub-major in Professional Accounting Practice

(for Accounting majors only)

- 31506 Special Topics in Auditing
 79411 Advanced Companies and Securities Law
 79606 Advanced Revenue Law
 or
 79666 Advanced Income Tax Law

Sub-major in Public Relations

(Faculty of Social Sciences, School of Humanities)

Students must complete four of the following:

Introductory Level

- 21125 Australian Business Environment (5cp)

200 Level

- 59350 Public Relations: Process and Practice (6cp)
 59351 Public Relations: Research and Communication (6cp)
 59357 Community Relations (6cp)

300 Level

- 53340 Public Relations: Issues and Management (6cp)
 53341 Public Relations in Global Development (6cp)
 59353 Public Relations Project (6cp)

Note

As part of the course requirements in Public Relations, students must undertake a minimum of 80 hours or two weeks of internships under the guidance of a Public Relations professional during the course of study for this sub-major. Further informa-

tion regarding this sub-major and timetabling of subjects is available in the *Humanities Electives Handbook 1994*.

Sub-major in Sports Management

- 27307 The Administration of Australian Sport
 plus three of the following elective subjects
 27633 Sports Psychology
 27628 Law for Leisure, Sport and Tourism
 27315 Leisure Facility Design
 27611 Measurement and Development of Physical Ability
 27331 Motor Learning and Control
 27221 Principles and Practices of Sports Coaching
 27608 Prevention and Care of Athletic Injuries
 27311 Sociology of Sport and Leisure

Note

Other human movement studies subjects taught within the School of Leisure and Tourism Studies may be substituted for the above electives with the approval of the Head of School.

Sub-major in Taxation Law

(Faculty of Law)

- 79101 Law for Business
 plus four of the following
 79365 Company Law
 or
 79468 Equity and Trusts
 79462 Revenue Law
 79606 Advanced Revenue Law
 79666 Advanced Income Taxation Law
 79667 Indirect Taxation

Note

Students are required to choose four subjects in addition to the core introductory subject Law for Business or its equivalent, and the core subject in their particular major.

Sub-major in Tourism Management

- 27128 Tourism Systems
 27648 The Tourism Industry
 plus two of the following elective subjects

Stream 1 Management

- 27628 Law for Leisure, Sport and Tourism
 27631 Tourism Management

Stream 2 Marketing

- 27632 Tourist Behaviour
 27642 Tourism Services Marketing

Stream 3 Planning and Development

27327	Tourism's Environmental Interactions
27523	Leisure and Tourism Planning

Note

The grouping of the additional subjects into streams is advisory only. The student's choice is not restricted to a single stream. Any two additional subjects may be selected provided that prerequisites have been satisfied.

Business students wishing to undertake a sub-major in Tourism Management would normally be required to commence the sub-major in Autumn semester of their second year.

Bachelor of Business (Honours)

The Faculty of Business offers an Honours program which provides an opportunity for advanced study in a subject area that corresponds with one of the current Bachelor of Business majors.

The common core consists of four subjects totalling 48 credit points, 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 (with the exception of the School of Finance and Economics).

The Honours program provides the ideal foundation for students who plan to pursue an academic career, or who plan to undertake a research degree, either Master's (Hons) or PhD.

ADMISSION REQUIREMENTS

The program is demanding and students are required to attain a credit average in order to be eligible for admission. Currently because of the value placed on degrees with a strong research component, students enrolling in the Honours program may be exempt from HECS.

ATTENDANCE PATTERNS

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

Accounting

The Honours program in Accounting aims to provide students with the knowledge and skills to critically evaluate issues in ac-

counting, with an emphasis on the development of the capacity for self-reflexivity and for independent work and research. Students are given groundings in research skills (Research Methods in Accounting) necessary for the critical evaluation of recent empirical studies in accounting (Advanced Theory in Financial Accounting/Management Accounting/Taxation)¹ and for carrying out their own accounting research (Readings/Thesis in Accounting). The latter forms a major component of the program.

¹ Students choose from two of the three Advanced Theory subjects.

FULL-TIME PROGRAM

Semester 1

22901	Research Methods in Accounting
22902	Advanced Theory in Financial Accounting
22903	Advanced Theory in Management Accounting
79668	Advanced Theory in Taxation
22905	Readings in Accounting

Semester 2

22906	Thesis in Accounting
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PART-TIME PROGRAM

Semester 1

22901	Research Methods in Accounting
22902	Advanced Theory in Financial Accounting
22903	Advanced Theory in Management Accounting
79668	Advanced Theory in Taxation

Semester 2

22902	Advanced Theory in Financial Accounting
22903	Advanced Theory in Management Accounting
79668	Advanced Theory in Taxation
22905	Readings in Accounting

Semester 3

22906	Thesis in Accounting
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Semester 4

22906	Thesis in Accounting
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Finance and Economics

The Honours program in Finance and Economics is intended to develop students' intellectual skills and their knowledge of finance and economics to a level where they can become informed consumers of the

research literature, and also have the capacity to undertake their own research. The research component of the degree consists of training in research methodology and statistical analysis, together with the completion of a thesis.

FULL-TIME PROGRAM

Semester 1

25911	Advanced Business Forecasting
25913	Advanced Microeconomics
25914	Honours Seminar in Finance and Economics
25912	Advanced Macroeconomics

Semester 2

25902	Advanced Corporate Finance
25901	Futures and Options
25916	Thesis in Finance and Economics

PART-TIME PROGRAM

Semester 1

25911	Advanced Business Forecasting ¹ <i>or</i>
25914	Honours Seminar in Finance and Economics ¹
25913	Advanced Microeconomics

Semester 2

25902	Advanced Corporate Finance
25901	Futures and Options

Semester 3

25911	Advanced Business Forecasting ¹ <i>or</i>
25914	Honours Seminar in Finance and Economics ¹
25912	Advanced Macroeconomics

Semester 4

25916	Thesis in Finance and Economics
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¹ Part-time students are able to choose whether they take Advanced Business Forecasting before the Honours Seminar in Finance and Economics or vice versa. Students who wish to immediately improve their econometrics should take the Advanced Business Forecasting course first, while students who wish to immediately start planning their thesis should take the Honours Seminar first.

Management

The Honours program in Management aims to enhance students' knowledge and skills in the area of management, with an emphasis on the development of the capacity for independent work and research. The major component of the program is a thesis which is a report on a piece of original research carried out by the student which provides

50 per cent of the final assessment. Other subjects provide instruction on the relevant research methods and on the writing of a formal research proposal. A further subject allows students to study in depth a number of topics of their own choosing which are not directly related to the topic of the thesis.

FULL-TIME PROGRAM

Semester 1

21901	Research Methods in Management
21902	Advanced Theory in Management (F/T)
21903	Readings for Thesis in Management

Semester 2

21904	Thesis in Management (F/T)
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PART-TIME PROGRAM

Semester 1

21901	Research Methods in Management
21906	Advanced Theory in Management (P/T)

Semester 2

21903	Readings for Thesis in Management
21906	Advanced Theory in Management (P/T)

Semester 3

21905	Thesis in Management (P/T)
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Semester 4

21905	Thesis in Management (P/T)
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Marketing

The Honours program in Marketing should be taken by recent graduates who wish to enhance their knowledge of current marketing literature and research areas. After graduation students can expect to have a strong foundation to pursue further thesis-based degrees in marketing or opt for a career as independent researchers/consultants.

The Honours program is equally divided between closely guided instruction such as coursework and tightly supervised independent research. The aim of this structure is to instruct the student in critical literature analyses and practical application of models and theories.

FULL-TIME PROGRAM

Semester 1

24901	Advanced Theory in Marketing
24902	Research Methods in Marketing
24903	Readings for Thesis in Marketing

Semester 2

24904	Thesis in Marketing (F/T)
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PART-TIME PROGRAM

Semester 1

24901	Advanced Theory in Marketing
24902	Research Methods in Marketing

Semester 2

24902	Research Methods in Marketing
24903	Readings for Thesis in Marketing

Semester 3

24905	Thesis in Marketing (P/T)
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Semester 4

24905	Thesis in Marketing (P/T)
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Bachelor of Business/Bachelor of Laws (single testamur)

The Bachelor of Business/Bachelor of Laws (BBus/LLB) program is offered jointly by the Faculty of Business and the Faculty of Law and Legal Practice. The degree provides full-time study for students wishing to obtain a professional qualification that satisfies the basic academic requirements of the Supreme Court of New South Wales for admission as a solicitor or barrister, and seeking a business or professional accounting qualification at the same time.

The business component of the degree allows students to major in one of the specialisations of Accounting, Banking, Economics, Finance, Finance and Economics, International Business, Management, or Marketing.

It should be noted that the additional optional skills of the Legal Profession and Legal Ethics must be undertaken to satisfy admission to the Bar.

After successful completion of the program the student will be awarded a single testamur, ie, BBus/LLB. The LLB component may be awarded with First or Second Class Honours.

Students who are re-enrolling need to enquire about transitional arrangements which were introduced in 1993 following revisions to the program.

Further information on the Bachelor of Business component is available from Amanda Clark, Faculty of Business, telephone 330 3544. Further information on the Bachelor of Laws component is available from Michael Fenaughty, School of Law, telephone 330 3416.

ADMISSION REQUIREMENTS

All programs are offered only to current HSC applicants who attain the HSC TER mark required for entry.

However, subject to an agreed quota, students who have completed the first or second year of the BBus or LLB course with an average mark at distinction level may apply to transfer to the BBus/LLB course.

ATTENDANCE PATTERN

The course is of five years' duration undertaken on a full-time basis, although the law component may require attendance at evening classes.

COURSE STRUCTURE

Semester 1

70113	Legal Process and History ¹
70211	Law of Contract ¹
70311	Law of Tort ¹
70100	Skills: Legal Research and Writing
22105	Accounting A
25110	Microeconomics

Semester 2

70113	Legal Process and History ¹
70211	Law of Contract ¹
70311	Law of Tort ¹
70200	Skills: Case Analysis and Statutory Interpretation
22205	Accounting B
25209	Macroeconomics

Semester 3

70212	Criminal Law
70312	Real Property
70400	Skills: Computerised Legal Research
21125	Australian Business Environment
22115	Business Information Systems

Semester 4

70411	Commercial Transactions
70611	Federal Constitutional Law
21130	Organisational Behaviour
26122	Business Statistics

Semester 5

70612	Administrative Law
70514	Family Law
70513	Succession
24105	Principles of Marketing
25308	Financial Institutions and Markets

Semester 6

70412	Corporate Law
70511	Equity and Trusts
25314	Business Finance 1
21215	Management and Communication Skills

Semester 7

71114	Remedies and Restitution
71115	Insolvency
70600	Skills: Pleadings
	BBus major subject
	BBus major subject

Semester 8

71112	Conflict of Laws
70300	Skills: Conveyancing
70500	Skills: Drafting
	BBus major subject
	BBus major subject

Semester 9

71211	Law of Evidence
71201	Skills: Alternative Dispute Resolution
70705	Skills: Litigation
	BBus major subject
	BBus major subject

Semester 10

71212	Revenue Law
	Law elective or any combination of elective skills
70900	Skills: Moot
	BBus major subject

¹Indicates full-year subject.

Double degree in Business and Computing Science

Students initially enrol in the Bachelor of Business degree and take the Computing Science sub-major. On satisfactory completion of the business degree and the Computing Science sub-major, a student then applies to be admitted to the Bachelor of Science in Computing Science. On admittance, the sub-major and part of the business component is used in lieu of the requirement for external electives in the BSc.

Further information is available from the School of Computing Sciences, telephone 330 1805.

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 program 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.

Further details and program outlines are contained in the *Faculty of Mathematical and Computing Sciences Handbook*.

Bachelor of Accounting

The School of Accounting offers a three-year full-time cooperative education program in accounting. The course involves three years of full-time study, including two semesters full-time in industry. Students continue to study part-time while undergoing industrial experience. Industry semester subjects are specially designed to be undertaken cooperatively. The theoretical material is 'fast-tracked' before the industrial experience program commences, followed by work-integrated project work.

The Bachelor of Accounting program is offered at the City campus (Haymarket) only.

Further details are available from Arie Sietsma, Director of Cooperative Education, School of Accounting, telephone 330 3580.

CORE SUBJECTS

22105	Accounting A ¹
22205	Accounting B
22115	Business Information Systems
79101	Law for Business
25110	Microeconomics
24105	Principles of Marketing
26122	Business Statistics
79267	Commercial Law
22320	Financial Accounting 1
22321	Management Accounting 1 ¹
79365	Company Law
25209	Macroeconomics
22565	Business Information Systems 2
25308	Financial Institutions and Markets
25314	Business Finance 1
22420	Financial Accounting 2
22421	Management Accounting 2
79462	Revenue Law
22520	Financial Accounting 3
21509	Corporate Strategy
79606	Advanced Revenue Law

Industry Semester 1

21030	Introduction to Business Project
22125	Accounting Experience 1

Industry Semester 2

22310	Management Accounting 3 Project
22225	Accounting Experience 2
22409	Auditing Project

¹ Fast-track studies

ELECTIVES AND SUB-MAJORS

Students may choose from sub-majors in:

Accounting for Small Business

Business Information Systems

Business Law

Financial Management

Insurance

Insolvency

International Business

International Marketing

Management

Professional Accounting Practice

Taxation Law

Alternatively students may choose their own combination of electives, subject to approval.

COMBINED MAJOR IN ACCOUNTING AND FINANCE¹

For students undertaking the combined major in Accounting and Finance, the accounting major is reduced to 11 subjects and the finance major consists of five subjects. There would be no electives.

The following 18 subjects must be completed to satisfy the requirements of the combined accounting and finance major field of study in the Bachelor of Accounting:

22320	Financial Accounting 1
22420	Financial Accounting 2
22520	Financial Accounting 3
22321	Management Accounting 1
22421	Management Accounting 2
22521	Management Accounting 3
22409	Auditing Project
25406	Quantitative Techniques for Finance and Economics
25621	Financing Decisions
25506	Asset Pricing and Capital Studies (or Honours level equivalent)
25605	Real Asset Investment and Management
79267	Commercial Law
79365	Company Law
79462	Revenue Law
22565	Business Information Systems 2
<i>or</i>	
79606	Advanced Revenue Law
25503	Investment Analysis and Portfolio Management (or Honours level equivalent)
<i>or</i>	
25421	International Financial Management
<i>and</i>	
22125	Accounting Experience 1
22225	Accounting Experience 2

¹ To be introduced in 1994 subject to approval.

Bachelor of Accounting (Honours)

Graduates of the Bachelor of Accounting may undertake an Honours program with specialisation in Accounting and Finance. The minimum duration of the Bachelor of Accounting (Honours) course is one year (two semesters) full-time and two years (four semesters) part-time.

PROFESSIONAL RECOGNITION

Students successfully completing the Bachelor of Accounting will have satisfied the requirements of the Institute of Chartered Accountants in Australia and the Australian Society of Certified Practising Accountants, with regard to entry requirements. However, students enrolling from 1993 and wishing to seek membership of the Australian Society of Certified Practising Accountants should be aware that from 1 January 1993 the Society will not accept for membership any student who has obtained a conceded pass in the following subjects:

22105	Accounting A
22205	Accounting B
22320	Financial Accounting 1
22420	Financial Accounting 2
22520	Financial Accounting 3
22321	Management Accounting 1
22421	Management Accounting 2
25314	Business Finance 1
22115	Business Information Systems
25110	Microeconomics
25209	Macroeconomics
26122	Business Statistics
22409	Auditing Project
79101	Law for Business
79267	Commercial Law
79365	Company Law
79462	Revenue Law

Bachelor of Arts in Tourism Management

The Bachelor of Arts in 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 program also develops students' understanding of tourism as an increasingly important social phenomenon, in order to foster an appropri-

ately critical approach to this field of study. It is available only at the Kuring-gai campus.

The Bachelor of Arts in 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 program is interdisciplinary, making use of systems theory to create a framework for subsequent interdisciplinary description, analysis and inquiry.
3. The program 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 ten weeks of work experience during the course. Students are required to carry out a major industry related management project. These features ensure the program's tourism industry relevance.

Further information is available from the School of Leisure and Tourism Studies, telephone 330 5497.

ADMISSION REQUIREMENTS

Admission to the Bachelor of Arts in 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.

Students who have completed courses through Insearch Institute of Commerce, if admitted, may be given up to one year's advanced standing in the Bachelor of Arts in Tourism Management.

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

Students will be required to attend some evening classes as part of their program of study.

In addition, students will be required to undertake a minimum of ten weeks' industry-related work experience during the course.

COURSE STRUCTURE

Students must complete at least 144 credit points consisting of 24 core subjects and four elective subjects. All subjects have a credit point value of five except 27527 Tourism Studies Project which has a credit point value of 14.

Typical full-time program

Semester 1

27128	Tourism Systems
27126	Leisure in Australia
27129	Information Technology for Leisure and Tourism
25111	Economics of Leisure and Tourism
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	Hospitality Operations 1
27654	Hospitality Operations 2
<i>or</i>	

27643	Travel and Tourism Operations 1
27653	Travel and Tourism Operations 2
27225	Leisure Research 1
21130	Organisational Behaviour

Semester 4

27642	Tourism Services Marketing
27325	Leisure Research 2
27323	Leisure and Public Policy
21613	Contemporary Management Practices
	Elective 1

Semester 5

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

Semester 6

27527	Tourism Studies Project (cont'd)
27628	Law for Leisure, Sport and Tourism
	Elective 3
	Elective 4

Electives

Electives may be chosen from other subjects offered within the School of Leisure and Tourism Studies or as approved by the Head of School.

Bachelor of Arts in Leisure Studies

The Bachelor of Arts in Leisure Studies provides students with the knowledge and professional skills necessary to operate within the leisure industries. Graduates of this program 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.

Further information is available from the School of Leisure and Tourism Studies, telephone 330 5497.

ADMISSION REQUIREMENTS

Admission to the Bachelor of Arts in 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 or country, and

mature-age persons where preference will be given to people with vocational experience in recreation or a related field, **and** graduates from the Associate Diploma in 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 be granted advanced standing. It is anticipated that applications for advanced standing will come from the following sources:

1. Students who may have completed part or all of an Associate Diploma in Recreation (either at University of Technology, Sydney or from an interstate institution).
2. Students who have been enrolled in the Associate Diploma program 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 program. Any other subjects will be considered on their merit.
3. Students who may have completed part of the Bachelor degree program in Recreation at Charles Sturt University (Bathurst).
4. 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 or overseas institution.
5. 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, equivalent subjects, 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 in Leisure Studies course may be completed on either a full-time or a part-time attendance pattern. The normal time for completion 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 will be required to attend day time classes as part of their program of study.

COURSE STRUCTURE

All students must complete at least 144 credit points covering 28 subjects, consisting of 22 core subjects and six elective subjects. All subjects have a credit point value of five except 27250 Professional Practice 2 which has a credit point value of nine.

The Bachelor of Arts in Leisure Studies is offered at the Kuring-gai campus only.

Typical full-time program

Semester 1

27129	Information Technology for Leisure and Tourism
27127	Leisure in Social Context
27126	Leisure in Australia
E2105	Developmental and Educational Psychology
25111	Economics of Leisure and Tourism

Semester 2

24105	Principles of Marketing
27314	Leisure, Sport and Culture
27106	Social Psychology of Leisure
27224	Leisure Program Planning
27510	Professional Practice 1

Semester 3

21130	Organisational Behaviour
27326	Leisure and Specific Populations
27225	Leisure Research 1
22028	Accounting Practices Elective
27150	Professional Practice 1 (cont'd)

Semester 4

27323	Leisure and Public Policy
27325	Leisure Research 2
21613	Contemporary Management Practices Elective Elective

Semester 5

27523	Leisure and Tourism Planning
27526	Leisure Theory
27250	Professional Practice 2
	Elective
	Elective

Semester 6

27606	Contemporary Issues in Leisure
27628	Law for Leisure, Sport and Tourism
	Elective
27250	Professional Practice 2 (cont'd)

Typical part-time program**Semester 1**

27126	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
25111	Economics of Leisure and Tourism
21130	Organisational Behaviour

Semester 4

27314	Leisure, Sport and Culture
27224	Leisure Program Planning
27150	Professional Practice 1

Semester 5

27326	Leisure and Specific Populations
	Elective
27510	Professional Practice 1 (cont'd)

Semester 6

27323	Leisure and Public Policy
21613	Contemporary Management Practice

Semester 7

27225	Leisure Research 1
22028	Accounting Practices

Semester 8

27325	Leisure Research 2
	Elective

Semester 9

27523	Leisure and Tourism Planning
27628	Law for Leisure, Sport and Tourism
27250	Professional Practice 2

Semester 10

	Elective
	Elective
27250	Professional Practice 2 (cont'd)

Semester 11

27526	Leisure Theory
	Elective

Semester 12

27606	Contemporary Issues in Leisure
	Elective

Electives

Electives may be chosen from other subjects offered within the School of Leisure and Tourism Studies or as approved by the Head of School.

Bachelor of Arts (Honours) in Leisure Studies

The School of Leisure and Tourism Studies offers an Honours program which is an extension to the BA in Leisure Studies. The program is designed to provide students with the resources to further develop and apply their research skills, and to pursue, in depth, special areas of interest. It is offered only at the Kuring-gai campus.

Specifically, the Honours program aims to:

- develop, at an advanced undergraduate level, knowledge of the phenomenon of leisure through the medium of research;
- facilitate the completion of a substantive research thesis which focuses around theory, applied/professional issues or some combination of these;
- provide a pathway of direct entry to the MA in Leisure Studies and more ready (if not direct) access to Master's programs in allied areas such as environmental studies, social welfare or planning; and
- make contributions to knowledge in the field of leisure studies.

ADMISSION REQUIREMENTS AND PROCEDURES

Admission to the Honours program is open to students who have successfully completed the BA in Leisure Studies and who have maintained a credit average or better in the final two full-time semesters. Candidates for admission would also be encouraged to complete the BA in Leisure Studies subject, Leisure Studies Special Project. 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 BA Leisure Studies Pass degree. These applicants may, within a period of three calendar years from their graduation, apply for admission to the Honours program. 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.

ATTENDANCE PATTERNS

The Honours component of the BA Leisure Studies will normally be completed in one year (two semesters) full-time or two years (four semesters) part-time.

COURSE STRUCTURE

All students must complete three coursework subjects each of six credit points, and a major thesis of 30 credit points, totalling 48 credit points. Coursework subjects include the Honours Research Seminar and two elective subjects chosen from subjects available in the Graduate Diplomas in Leisure Studies, Tourism Management or other approved subjects.

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

Typical full-time program

Semester 1

27730	Honours Research Seminar Elective 1
27690	Honours Thesis

Semester 2

	Elective 2
27690	Honours Thesis

Typical part-time program

Semester 1

27730	Honours Research Seminar Elective 1
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Semester 2

	Elective 2
27690	Honours Thesis

Semester 3

27690	Honours Thesis
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Semester 4

27690	Honours Thesis
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Electives

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.

Bachelor of Arts in Human Movement Studies

The School of Leisure and Tourism Studies offers a Bachelor of Arts in Human Movement Studies. The degree was developed as a result of the significant demand for professionals able to provide physical activity services to all sectors of the community.

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.

The program 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.

Further information is available from the School of Leisure and Tourism Studies, telephone 330 5497.

ADMISSION REQUIREMENTS

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

Students will be required to attend evening classes as part of their program of study.

The Bachelor of Arts in Human Movement Studies is offered at the Kuring-gai campus only.

COURSE STRUCTURE

Students must complete at least 144 credit points over 28 subjects consisting of 24 core subjects of 124 credit points and 20 credit points of electives. All subjects have a credit point value of five except 27250 Professional Practice 2 which has a credit point value of nine.

Typical full-time program

Semester 1

27129	Information Technology for Leisure and Tourism
27126	Leisure in Australia
27149	Performance Studies 1
E8540	Chemistry
27125	Functional Anatomy

Semester 2

27106	Social Psychology of Leisure
27223	Mechanics of Human Motion
E8137	Human Biology
27150	Professional Practice 1
27224	Leisure Program 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'd)

Semester 4

27314	Leisure, Sport and Culture
27325	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
27250	Professional Practice 2 (cont'd)

Sports Management major

Semester 5

27250	Professional Practice 2
22105	Accounting Practices Elective
21130	Organisational Behaviour

Semester 6

27307	Administration of Australian Sport Elective Elective
24105	Principles of Marketing
27250	Professional Practice 2 (cont'd)

Kinesiology major – elective stream

Four of the following subjects: Administration of Australian Sport; Analytical Procedures in Exercise Physiology; Environmental Influences in Exercise Physiology; Exercise Prescription; Nutrition for Physical Activity; Outdoor Education 1; Outdoor Education 2; Prevention and Care of Athletic Injuries; Principles and Practices of Sports Coaching; Recreation Leadership; Sociology of Sport and Leisure; Sport Psychology; Water-based Recreation. Other electives may be available.

Sports Management major – elective stream

Four of the following subjects: Contemporary Management Practice; Introduction to Public Relations; Law for Leisure, Sport and Tourism; Leisure Facility Design; Leisure and Fitness Centre Operations; Leisure and Public Policy; Leisure and Tourism Planning; Sport Psychology; Sociology of Sport and Leisure; Principles and Practices of Sports Coaching. Other electives as advised.

Bachelor of Arts in Human Movement Studies/Diploma in Education

Students wishing to undertake a career in the teaching of Health, Personal Development and Physical Education may undertake a fourth year of study leading to the award of Diploma in Education. Students undertaking this program complete the Bachelor of Arts in Human Movement Studies as described above and then undertake the Diploma in Education (Physical Education) as offered by the School of Teacher Education. Admission to the Diploma in Education may be subject to quota and therefore offered on merit.

Bachelor of Manufacturing Management

The School of Management offers a three-year full-time cooperative education program in manufacturing management. The course involves two summer industry-based periods and six semesters of university subjects. The annual intake is 30 students.

There are several sponsorship options available: fully sponsored student scholarships; company cadetships; or day-release industry traineeships.

For HSC applicants a TER of at least 80 is required. Preference will be given to applicants with sound results in both 2-unit Mathematics and 2-unit General English. For mature-age applicants recognition of prior learning and education will be considered. All applicants will be required to attend an interview.

The Bachelor of Manufacturing Management program is offered at the Kuring-gai campus only, with some subjects taught at the City campus.

Further details are available from Graeme Sheather, Director, Manufacturing Management Program, School of Management, telephone 330 5262 or 330 5442.

COURSE PROGRAM

The degree involves 30 subjects with a total load of 159 credit points and elective specialisation available through the industry-based training periods.

Semester 1

21168	Australian Manufacturing in Perspective
21169	Reason, Judgement and Ethics
21130	Organisation Behaviour ¹
25112	Business Economics
26122	Business Statistics ¹
31618	Manufacturing Management Information Systems

Semester 2

22116	Accounting and Financial Management
21215	Management and Communication Skills ¹
79213	Law for Manufacturing Management
21170	Workshop Technologies (TAFE)
24105	Principles of Marketing ¹

Summer Course

21171	Supervised Industry Practicum 1
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Semester 3

25113	Finance for Manufacturing Management
47712	Environment and Waste Management
46601	Engineering Principles
46702	Introduction to CAD/CAM

Semester 4

21221	Organisation Design and Change ¹
24106	Advanced Marketing ¹
21173	Business Development
21306	Employment Relations ¹

Summer Course

21179	Supervised Industry Practicum 2
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Semesters 5 and 6 ²

21176	Quality Management Systems
21174	Product and Process Development
31612	Information Technology and Decision Systems
21177	Performance Management Systems
21175	Manufacturing Facilities Design
21178	Logistics and Distribution Resources Planning

Semester 5

21172	Strategic Manufacturing Systems 1
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Semester 6

21180	Strategic Manufacturing Systems 2
21181	Policy Issues in Manufacturing Management

¹ Current subjects taught as part of either the core of the Bachelor of Business degree or the Management major.

² These subjects are year-long subjects offered over two semesters.

Associate Diploma in Community Organisations

The School of Management offers an Associate Diploma in Community Organisations. This course provides those working in community organisations with knowledge and skills that will enable them to work more effectively and efficiently at the management tasks they currently perform, and to extend their ability to develop and manage other community projects or endeavours. The course is concerned with the management and coordination of community organisations, not with direct service delivery.

The course is offered in two stages with flexible, part-time study patterns. The course is offered at four locations in Sydney (on and off campus).¹

Applicants must be working in a community organisation. Previous tertiary qualifications or completion of the Higher School Certificate is not necessary. Applicants with relevant past training may apply for appropriate exemptions.

Further details are available from Sallie Saunders, Lecturer in Community Management, telephone 330 5439 or 330 5311.

COURSE PROGRAM

Stage 1

A compulsory core of 14 subjects with a load of 70 credit points is undertaken, usually at the rate of five subjects each year:

- 21150 Working in the Community Sector
- 21165 Setting up a Community Organisation
- 21152 Community Practice and Practitioners
- 21158 Government and Political Processes
- 21155 Funding
- 21167 Structures and Processes in Community Organisations
- 21153 Community Research 1
- 21163 Promotion for Community Organisations
- 21161 Local Processes
- 21166 Social Inequalities
- 21160 Group Processes
- 21162 Personnel Practices
- 21156 Money Management 1 (Basic Accounting)
- 21157 Money Management 2 (Budgeting)

Stage 2

Students are provided with the opportunity to choose a program appropriate to their particular learning needs. It involves five elective subjects totalling at least 20 credit points and a compulsory six credit point capstone subject 21164 Integration of Principles and Practices.

¹ The Associate Diploma in Community Organisations (Aboriginal/Torres Strait Islander) is also available to Aboriginal or Torres Strait Islander people who are involved in community organisations and is offered in block release mode. Further details are available from Jennifer Dixon, Jumbunna Aboriginal Education Centre, telephone 330 1905.

POSTGRADUATE PROGRAM

Doctor of Philosophy

The PhD is a university-wide degree which involves an intense period of supervised study and research. The degree of Doctor of Philosophy is awarded to successful candidates who have made a distinct contribution to knowledge whether by original investigation, review or criticism.

ADMISSION REQUIREMENTS

To be eligible for admission to the program an applicant shall hold a relevant Bachelor's degree with First or Second Class Honours, Division 1 or a Master's degree; **or** possess an equivalent qualification; **or** be a graduate of at least two years' standing of this University or another tertiary educational institution whose research publications and written reports on work carried out by the applicant satisfy the Academic Board that he/she has the ability and experience to pursue his/her proposed course of study.

Further details of eligibility for admission are set out in the UTS Rules for Doctoral Degree Students, Section 3.5.3, in the *Student Information Guide*.

COURSE REQUIREMENTS

It is anticipated that all PhD candidates will be able to classify their area of research interest to fit primarily into one of the disciplinary areas of the Faculty's five teaching Schools which are:

School of Accounting
School of Finance and Economics
School of Leisure and Tourism Studies
School of Management
School of Marketing.

Candidates enrolled full-time in a PhD are required to make satisfactory progress on their research over at least four semesters. However, the more usual time is six semesters and a part-time student may expect to complete in eight to ten semesters.

SUPERVISION

In the course of making an application, prospective PhD candidates are asked to submit a brief statement on their intended area of research. This statement and an interview with the PhD Coordinator of the relevant school will be used as the basis for allocating a supervisor who has expertise

appropriate to the candidate's interests. Co-supervisors will also be appointed and these can be drawn from other schools and faculties within the University (or in other universities), depending on the PhD topic and the expertise required to ensure a high standard of supervision.

ASSESSMENT DURING CANDIDATURE

Before the end of the first year the student's candidature will be assessed. This assessment may take the form of a written or oral examination, completion of advanced coursework, performance of practical work or some combination of these. The form of this assessment is determined by the Research Degrees Committee of the University on the recommendation of the Head of School.

As part of the first year of Doctoral assessment, students will normally be required to present a seminar to the University on their thesis topic and methodology. At this stage, the student should have completed a PhD research proposal. Any changes with regard to supervision should be made prior to or immediately after preparation of the PhD proposal. Changes should be discussed with the PhD Coordinator or the Head of School. The candidate and the candidate's principal supervisor are also required to submit progress reports at the end of each semester.

THE FINAL THESIS

What length the thesis should be is a commonly asked question but exact limits cannot be prescribed. Quality rather than quantity is the most important criterion. However, as an approximate guide a thesis is typically argued and presented within the range of 50,000 to 70,000 words.

The thesis is examined by (at least) two examiners external to the University who are expert in the area of research addressed in the thesis. Guidelines for presentation and submission of theses are available from the Postgraduate Studies and Scholarships Office.

FEES

The University and the Faculty usually allocate Higher Education Contribution Scheme Scholarships to PhD students, which means there are no course fees. There are, however, Union and Students' Association fees to be paid for use of student facilities, etc.

Master of Business (by thesis)

The Faculty offers a limited number of places each year to suitably qualified students to follow a program of study leading to the award of Master of Business (MBus). This program is 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 interdisciplinary 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 Master's degrees (by thesis) apply to the Master of Business. To be eligible for admission to the Master's degree program, applicants shall hold a Bachelor of Business degree from the University of Technology, Sydney; or hold an equivalent qualification; or submit such other evidence of general and professional qualifications as will satisfy the Academic Board that the applicant possesses the educational preparation and capacity to pursue graduate studies; and shall satisfy such additional requirements as may be prescribed by the Faculty Board.

Each applicant is required, prior to admission, to submit a thesis topic for acceptance in the program. Proposed topics will be raised in the first instance with the program coordinator who will then advise 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 four of the Faculty's schools coordinates 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

- 25785 Research Techniques in Finance and Economics
- 25786 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. For example, a student who is researching a topic in accounting will be required to complete 22785 and 22786.

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

The second subject is a continuing subject taken every semester. This subject 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 complete particular subjects which will assist them in completing their thesis. In certain cases students may be granted provisional entry. This means they have to complete specified subjects before commencing their research seminars.

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 Master's degree candidate shall not normally be eligible for the award of a Master's degree (by thesis) until:

- in the case of a full-time student, at least four semesters have elapsed from the time of his/her registration as a Master's degree candidate; or
- 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 Master's 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.

Master of Business Administration

The Master of Business Administration (MBA) program 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 speciality strands in areas relevant to career interests.

ADMISSION REQUIREMENTS

To be eligible for admission to the program an applicant shall hold an undergraduate degree from a recognised university or college of advanced education; and have extensive practical and work experience in industry, commerce or government of at least four years' duration.

COURSE STRUCTURE

The course consists of 16 subjects, taken at the normal rate of two subjects each 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.

SPECIALISED STRAND

There is scope for students to develop their own speciality strand from subjects offered in the graduate program 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.

TRANSFER TO THE MBA

Transfer to the MBA may be granted to students already enrolled in one of the Faculty of Business postgraduate diploma courses. The basic requirements for transfer are that at least a credit average was achieved, the student does not 'take out' the original award and that the transferee meet the work requirements of the MBA.

TRANSFER FROM THE GRADUATE DIPLOMA IN ADMINISTRATION

As the GDA is an integral part of the MBA, it is possible to transfer after completing the first year of the GDA provided a credit average has been obtained; and the applicant satisfies the work experience requirements of admission to the MBA.

Alternatively, transfer to the MBA can be made after completing eight subjects provided the credit average is achieved and the work experience requirement is met.

COURSE PROGRAM

Each subject involves three hours attendance each week for one semester, unless otherwise stated, with a total load of 96 credit points.

Semester 1

25706	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

25707	Government-Business Relations
	One subject from Speciality Strand

Semester 7

Two subjects from Speciality Strand

Semester 8

21721 Business Policy
Integrating Business Project

SPECIALITY STRANDS

Speciality 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 EDP 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 of the following
21742 Quantitative Management
21743 Productivity and Quality Management
21744 Production Planning and Control
21745 Service Operations Management
21747 Operations Management Policy
21787 Quality Strategy

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

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; **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.

A limited number of places in the latter category 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. See also **Transfer to the MBA**, above.

COURSE PROGRAM

The program 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 each semester. Each subject requires the equivalent of three hours' class attendance each week.

Semester 1

25706	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

79729	Legal Environment of Business
21715	Strategic Management

• ACCOUNTING

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 program will also be expected to adapt quickly to these new developments in the profession.

STRUCTURE AND SCOPE OF THE COURSE

The course consists of 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 and Audit and 22705 Management Planning and Control. Students who wish to develop their understanding of corporate finance functions would tend to select other subjects.

The program shown below 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 program 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.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education, with an Accounting major; and a minimum of two years' relevant work experience; or evi-

dence 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 the latter category 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.

COURSE PROGRAM

Semester 1¹

79733	Companies and Securities Law
22708	Management Information Systems
25741	Capital Markets

Semester 2

25765	Corporate Finance
22751	Corporate Accounting Issues
	or
22726	Accounting and Financial Administration ²

Semester 3¹

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

Semester 4¹

22730	EDP Control and Audit
22744	Strategic Cost Management
25744	Current Issues in Finance
25752	Financial Institution Lending

¹ Students elect to take two of the subjects offered.

² Students who have completed accounting subjects in their undergraduate studies must not enrol in 22726 Accounting and Financial Administration.

Master of Business in Accounting

This specialisation is designed to satisfy the Professional Practice Modules of the Institute of Chartered Accountants as part of their academic requirements. It consists of nine subjects, three of which satisfy the requirements of the Institute, and has a total load of 60 credit points.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education with an Accounting major; or a relevant (ie, 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 satisfaction of the entry requirements set by the Institute of Chartered Accountants in Australia for their Professional Year.

COURSE PROGRAM

Semester 1

79718	Advanced Taxation
22705	Management Planning and Control

Semester 2¹

22751	Corporate Accounting Issues
22730	EDP Control and Audit
22744	Strategic Cost Management

Semester 3

79811	Taxation Module
22812	Accounting Module 2

Semester 4

22810	Accounting Module 1
22760	Applied Research Skills

Semester 5

22791	Business Project – Accounting (12cp)
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¹ Students choose two of the subjects offered.

Master of Business in Accounting and Finance

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

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and at least two years' relevant work experience; or the completion of a relevant (ie, 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.

Students who gain admission under the first category but who do not hold a cognate degree must take the preliminary subjects 22726 Accounting and Financial Administration and 25761 Elements of Financial Management.

Students who are admitted under the latter category above are eligible for up to eight exemptions including the two preliminary subjects.

COURSE PROGRAM

(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 ¹

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

Semester 4

22760	Applied Research Skills <i>plus</i> one elective ²
	<i>or</i>
	two electives ²

Semester 5

22793	Business Project – Accounting and Finance (12cp)
	<i>or</i>
	two electives (12cp) ²

¹ Students elect to take two of the three subjects offered.

² Students who wish to take the Accounting Project must take 22760 Applied Research Skills.

Suggested electives include: 22708 Management Information Systems, 22730 EDP Control and Audit, 22744 Strategic Cost Management, 25705 Financial Modelling and Forecasting, 25744 Current Issues in Finance, 25751 Financial Institution Management, 25752 Financial Institution Lending, 25762 Synthetic Financial Products, 25763 Corporate Treasury Management, 25764 Venture Capital Finance.

• BANKING AND FINANCE

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.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience in the finance industry; **or** completion of the Graduate Certificate in Financial Studies; and relevant work experience in the finance industry.

ADMISSION TO THE MASTER OF BUSINESS IN 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 in Banking and Finance. Exemptions for up to four subjects may be granted.

COURSE FEES

This course is offered on a full-fee-paying basis. The current cost is \$1,200 per subject.

COURSE PROGRAM

The course is a one-year part-time program.

Semester 1

25741	Capital Markets
25751	Financial Institution Management

Semester 2

25752	Financial Institution Lending
25721	Investment Management
	<i>or</i>
79775	Finance Law ¹

¹ Students seeking recognition for AIB membership must do Finance Law.

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.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; 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.

ADMISSION TO THE MASTER OF BUSINESS IN BANKING AND FINANCE

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

ADMISSION TO THE GRADUATE DIPLOMA IN BANKING AND FINANCE

Students who have successfully completed the Graduate Certificate in Financial Studies may apply for admission 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 cost for 1993 was \$1,200 per subject.

COURSE PROGRAM

The course is a one-year part-time program.

Semester 1

25706	Economics for Management
25761	Elements of Financial Management

Semester 2

22726	Accounting and Financial Administration
25705	Financial Modelling and Forecasting

Graduate Diploma in Banking and Finance

This course has been designed for those who have completed 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.

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 cost for 1993 was \$1,200 per subject.

COURSE PROGRAM

25706	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

Master of Business in Banking and Finance

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; or a limited number of places will be available to applicants who have substantial work experience and who have successfully completed the Graduate Certificate in Financial Studies, with a credit average, or the Graduate Certificate in Banking.

Students who are admitted under the first category may be eligible for up to four exemptions. Usually, these would be the first four subjects.

COURSE PROGRAM

Semester 1

25706	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
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Semester 6

Elective
Elective

Electives

25731	International Financial Management
25751	Financial Institution Management
25752	Financial Institution Lending
25753	Issues in Banking
25762	Synthetic Financial Products
25763	Corporate Treasury Management
25764	Venture Capital Finance
25790	Business Project – Finance

The following 'half' subjects will also be offered:

25807	Mergers and Acquisitions
25809	Technical Analysis
25811	Swaps
25812	Fundraising in International Markets
25813	Financial Negotiation Skills
25814	Banking and Business Ethics

COURSE FEES

The course is offered on a full-fee-paying basis. The cost for 1993 was \$1,200 per full subject.

• EMPLOYMENT RELATIONS

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 in-depth study at a professional level, of those factors contributing to the complexity of decision making in Australian employment 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

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; 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.

A limited number of places in the latter category will be available to applicants who have extensive experience in the employ-

ment relations field and who have held a position of responsibility but who have no formal tertiary education.

In addition to the above formal qualifications, to qualify for admission to the program, applicants need to provide evidence that they have had recent practical experience at a responsible level in personnel management or industrial relations, in business, the public sector or trade unions; or they are gaining experience in employment relations that will subsequently equip them to hold a responsible senior position; or 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.

This course is fully accredited by the Institute of Personnel Management Australia.

STRUCTURE AND SCOPE OF THE COURSE

Each student's study program is made up of formal lectures, seminars, project and fieldwork. 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 PROGRAM

Semester 1

21720	Employment Relations
79731	Industrial Law

Semester 2

21719	Organisational Behaviour Elective ¹
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Semester 3

21724	Human Resource Management
21725	Organisational Change and Adaptation

Semester 4

21702	Industrial Relations
21760	Employment Conditions

¹ Students choose one of the following subjects:

79711	Advanced Industrial Law
21729	Human Resource Management (Public)

or

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

Graduate Diploma in Employment Relations (Industrial Law)

COURSE PROGRAM

Semester 1

21720	Employment Relations
79731	Industrial Law

Semester 2

21702	Industrial Relations
79711	Advanced Industrial Law

Semester 3

21724	Human Resource Management
79752	Employment Legislation

Semester 4

21760	Employment Conditions
79753	Current Issues in Industrial Law

Master of Business in Employment Relations

ADMISSION REQUIREMENTS

The general admission requirements are a business or related degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; or completion of Graduate Diploma in Employment Relations at the credit level; and a minimum of two years' relevant work experience.

Students who are admitted under the first category may be eligible for up to four exemptions. Students who are admitted under the latter category will be required to complete four subjects to obtain the Master of Business in Employment Relations (see the following note).

COURSE PROGRAM

Semester 1

21720	Employment Relations
79731	Industrial Law

Semester 2

21719	Organisational Behaviour Elective ¹
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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 Research Proposal

Semester 6

21750	Advanced Theory in Employment Relations
21716	Employment Relations Research Project

Note

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 in Employment Relations. These are:

Autumn semester

21751	Management Research Methods
21752	Employment Relations Research Proposal

Spring semester

21750	Advanced Theory in Employment Relations
21716	Employment Relations Research Project

¹ Students choose one of the following subjects:

21729	Human Resource Management (Public)
79711	Advanced Industrial Law

or

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

• INFORMATION TECHNOLOGY

Graduate Certificate in Information Technology Management

Graduate Diploma in Information Technology Management

Master of Business in Information Technology Management

These new courses are to be offered for the first time in 1994. These new courses form a joint program from the School of Computing Sciences and the Faculty of Business. All administration for these courses is the responsibility of the School of Computing Sciences within the Faculty of Mathematical and Computing Sciences. Enquiries about these courses should be directed to Susan Delaney, Program Manager, on 330 1925 or Jean Robb, Director of Graduate Education on 330 1836.

The courses aim to:

- develop professional skills necessary for successfully undertaking the role of manager in terms of people, resources and processes in a variety of organisational contexts (which may include business, community, public, manufacturing, consultancy or professional contexts);
- enable the acquisition of conceptual and analytical understanding of the corporate/organisational needs from the differing perspectives of individuals and groups within the organisation, necessary for successful management;
- provide a well balanced selection of subjects from both advanced information technology (IT) and management, in an integrated program which is relevant to the current and future demands of the IT industry;
- develop an understanding of the IT business environment and to extend the knowledge and skills in specialist areas of management related to management of IT in business; and enhance and develop a partnership between the UTS and the IT industry.

ADMISSION REQUIREMENTS

Graduate Certificate in Information Technology Management

A recognised Bachelor's degree (or equivalent) in an appropriate discipline, plus a minimum of two years' experience in the IT industry; **or** evidence of general and professional qualifications which can establish their aptitude, knowledge and practical experience, that will satisfy the Faculty Board in Mathematical and Computing Sciences that the applicant possesses the educational preparation and capacity to pursue postgraduate studies. Experience in the IT industry will be especially important in this regard, eg, five years' minimum vocational experience.

Graduate Diploma in Information Technology Management

A recognised Bachelor's degree (or equivalent) in an appropriate discipline, plus a minimum of two years' experience in the IT industry; **or** prior successful completion of the Graduate Certificate in Information Technology Management (therefore exempt from Semester 1 and 2 subjects).

Master of Business in Information Technology Management

A recognised Bachelor's degree (or equivalent) in an appropriate discipline such as Business or Computing, plus a minimum of two years' experience in the IT industry; **or** prior successful completion of the Graduate Diploma in Information Technology Management (therefore exempt from Semester 1, 2, 3 and 4 subjects); **or** successful completion of an approved bridging program for non-graduate entry that is the Graduate Certificate with passes at a credit grade average.

PRESUMED KNOWLEDGE AND PREREQUISITES

Subjects in the Graduate Certificate, Graduate Diploma and Master's courses are presented at postgraduate level. Students are expected to be familiar with the undergraduate material on which the postgraduate work is based. For the subjects offered by either the School of Computing Sciences or the School of Management, before the start of each semester a set of references to the presumed undergraduate material is given by each lecturer. It is important to note that these references are not 'pre-reading', but are a summary of the under-

graduate knowledge required for each subject. Students are responsible for ensuring that they are completely familiar with the undergraduate knowledge implied by those references. If they are not, then they should seek advice from the Director of Graduate Education in the School of Computing Sciences in the first instance and may then be advised to contact the subject coordinator, before the start of semester, to determine whether they possess the prerequisite knowledge for that subject.

In addition, there are prerequisite requirements within the structure of the course itself (see Course Structure).

FEES

The program tuition fee per module (subject) is \$1,500. The tuition fee for the research and development project undertaken in the Master's course will be higher (subject to final determination).

COURSE STRUCTURE

All subjects will be assessed to the Master's standard, regardless of the course in which a student is enrolled. Hence a student who takes several individual subjects, may later gain credit towards a Graduate Certificate.

The courses have been designed to allow freedom of choice at the individual subject level. The subjects at the Graduate Certificate level aim to teach the student skills and competencies for IT management. At the Graduate Diploma level, the subjects aim to focus on organisational strategies and planning. At the Master's level, the subjects are related to organisational development and research for IT industry.

The full Master's degree course is normally completed in three years (six semesters) of part-time study. The project is normally commenced in the fifth semester, together with one subject related to research methodology and Master's seminars on up-to-date issues in information technology.

Core subjects are to be offered by the Faculties of Mathematical and Computing Sciences, and Business on a regular basis. Additional subjects available on an elective basis will be offered depending on demand and the availability of specialist staff. There may be other postgraduate subjects available to students enrolled in the program, offered by other schools within the Faculties of Mathematical and Computing Sciences and Business, which may be

selected by students with the approval of the Director of Graduate Education in the School of Computing Sciences. The industrially linked Project must build on the core/elective subjects already taken by the student and should ideally be related to his/her place of work.

In all cases the subjects chosen must form a coherent plan of study and must be consistent with the student's professional career goals. Each student's program of study will be discussed with and approved by the Director of Graduate Education in the School of Computing Sciences at the time of entry into a course. If a student has already completed an equivalent core subject in another course, he/she will be required to do an alternative subject from the electives available. Exemptions may only be considered if based on successfully completed subjects from these courses at Level 1 or above.

Level 1 – No formal qualification

A student may take any number of subjects relevant to their professional needs (subject prerequisites, if any, will need to be taken into account).

All subjects will be presented and assessed to Master's level. Hence a student who takes several appropriate subjects may later gain credit towards a Graduate Certificate.

No formal qualification will be awarded by UTS.

Level 2 – Graduate Certificate in Information Technology Management

A student must take the following three core subjects:

- 21789 Contemporary Management Practices
- 21788 Effective People Management
- 32601 Advanced Project Management

A student must take one elective subject selected from:

- 21809 Managerial Analysis and Evaluation of Information Systems
 - 32602 Impact of Information Technology
 - 32603 Software Quality Management
 - 32604 System Integration
- or*
an elective approved by the Director of Graduate Education in the School of Computing Sciences

Level 3 – Graduate Diploma in Information Technology Management

A student must complete the requirements for the Graduate Certificate in Information Technology Management

Plus

A student must take the following **three** core subjects:

- 21806 Managing Organisational Change
- 21807 Total Quality and Productivity Management
- 21808 Strategic Business Management

A student must take **one** elective subject selected from:

- 24704 Managing Client Relations
 - 32701 Advances in Information Technology
 - 32702 Contemporary Telecommunications
 - 32703 Information Processing Strategy
- or*
an elective approved by the Director of Graduate Education in the School of Computing Sciences

Level 4 – Master of Business in Information Technology Management

A student must complete the requirements for the Graduate Diploma in Information Technology Management

Plus

A student must take the following subjects:

- 21751 Management Research Methods
- 32818 Project

The major Project must involve applied organisational research and development in the IT industry. It must be industrially linked and conducted in conjunction with the student's industry sponsor.

As part of the Project, a student must also attend associated Master's seminars. Expert speakers may be available to run seminars on such on such topics as 'Major Economic Trends' or 'International Competitiveness in the IT Industry'.

A student must make one oral presentation of his/her project work at a satisfactory standard during the final year of enrolment in the Master's course.

• LEISURE AND TOURISM STUDIES

Graduate Certificate in Sports Management

The Graduate Certificate in Sports Management is a one-year full-fee-paying course. The program is focused on producing graduates with an advanced understanding of the specialist context in which sport is played and organised and with the knowledge and skills necessary to effectively manage in an increasingly dynamic sector of the leisure industries. It will provide management skills necessary to enhance career prospects in the sports management field as well as analytical skills needed for critical appraisal of developments in the field.

ADMISSION REQUIREMENTS

The admission requirements for the Graduate Certificate are a degree from a recognised university or college of advanced education, and a minimum of two years' relevant work experience; 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.

STRUCTURE AND SCOPE OF THE COURSE

The program is intended to provide a knowledge and skills base for the manager of a small organisation or a junior manager in a larger organisation. Students are required to complete three compulsory subjects and one elective subject.

COURSE PROGRAM

Semester 1

27715	Management of Australian Sport
27716	Sports Marketing

Semester 2

	Elective
27717	Event and Facility Management

Electives

Students will choose electives from those listed below:

56742	Applied Public Relations
27787	Accounting Practices for Management
27704	Economics of Leisure and Tourism
27710	Popular Culture

27702	Applied Leisure Theory
27713	Leisure Management
27711	Leisure and Tourism Planning
27705	Tourism Systems

Students may choose subjects from graduate programs offered across the University. By negotiation, students may undertake approved subjects offered by other universities.

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.

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

COURSE OBJECTIVES

The objectives of the program are 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; to develop skills in management and cultural programming for those who are employed in or wish to enter the field of arts management; and to combine practical skills in management with the ability to research and think critically about arts organisations and planning.

ADMISSION REQUIREMENTS

The general admission requirements are a degree or equivalent award and substantial administration or management experience in the arts or a related industry; or non-graduates with extensive work experience in management and who wish to make a definite career change into arts administration may also apply. Applicants may be required to attend an interview prior to an offer of entry being made.

COURSE FEES

This course is offered on a course fee-paying basis. The cost for 1993 was \$500 per subject.

STRUCTURE AND SCOPE OF THE COURSE

The program is offered on a part-time basis only. It consists of six compulsory subjects and two electives, taken at the normal rate of two subjects each semester over two years.

COURSE PROGRAM

Semester 1

27753	The Arts Environment in Australia
27759	Accounting and Financial Management for the Arts

Semester 2

27755	Arts Organisations and Management
27756	Law and the Arts

Semester 3

27752	Marketing for the Arts Elective 1
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Semester 4

27754	Arts Management Research Project Elective 2
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Electives

Elective subjects offered within the School of Leisure and Tourism Studies include:

27710	Popular Culture
27811	Cultural Tourism
27707	Leisure and Tourism Research
27131	Community Arts Management
27323	Leisure and Public Policy

Students may choose subjects from graduate programs offered across the University. By negotiation, students may undertake approved subjects offered by other universities.

Graduate Diploma in Leisure Management

The Graduate Diploma in Leisure Management focuses on producing graduates with an advanced understanding of the specialist context in which leisure is experienced/practised and organised and with the knowledge and skills necessary to effectively manage in the increasingly dynamic

environment of the leisure industries. Students will attain management skills necessary to enhance career prospects in the leisure management field as well as analytical skills needed for critical appraisal of developments in the field.

COURSE OBJECTIVES

The objectives of the program are to provide graduates with: (a) an understanding of the meanings of leisure and leisure's role in modern society, including the relationships between leisure and work; human behaviour and leisure; policy making and leisure; and the involvement of the commercial, government and voluntary sectors; and (b) demonstrated advanced professional knowledge and skills necessary in leisure management including the ability to initiate, recognise and respond to contemporary trends in leisure management; financial management; marketing and planning; research and analysis; public relations; event and facility management; and knowledge of the legal implications of leisure management practice.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; or for non-graduates, extensive experience in the planning, administration or delivery of leisure or related services. (There are a limited number of places reserved for those who fall within this category.)

STRUCTURE AND SCOPE OF THE COURSE

Students are required to complete eight subjects comprising six compulsory subjects and two electives.

Students undertaking the full-time program will usually study four subjects each semester and, under normal circumstances, complete the program in one year.

Students undertaking the part-time program will usually study two subjects each semester and under normal circumstances, complete the program in two years.

COURSE PROGRAM

Full-time program

Semester 1

27702	Applied Leisure Theory
27701	Leisure Industry Organisation and Policy
27707	Leisure and Tourism Research Elective

Semester 2

27713	Leisure Management
27807	Tourism and Leisure Marketing
27751	Accounting Practices for Management Elective

Part-time program

Semester 1

27702	Applied Leisure Theory
27701	Leisure Industry Organisation and Policy

Semester 2

27713	Leisure Management
27807	Tourism and Leisure Marketing

Semester 3

27707	Leisure and Tourism Research Elective
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Semester 4

27751	Accounting Practices for Management Elective
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Electives

Students will be required to select at least one of the following subjects:

27704	Economics of Leisure and Tourism
27711	Leisure and Tourism Planning
27710	Popular Culture
27811	Cultural Tourism
27706	Tourism Management
27809	Leisure Studies Project
27945	Leisure and Tourism Futures
21720	Employment Relations
27717	Event and Facility Management

Students may choose subjects from graduate programs offered across the University. By negotiation, students may undertake approved subjects offered by other universities.

Graduate Diploma in Sports Management

The Graduate Diploma in Sports Management is a full-fee-paying two-year course which focuses on producing graduates with an advanced understanding of the specialist context in which sport is played and organised and with the knowledge and skills necessary to effectively manage in an increasingly dynamic sector of the leisure industries. It will provide management skills necessary to enhance career prospects in the sports management field as well as analytical skills needed for critical appraisal of developments in the field.

The Graduate Diploma course is intended to develop a wide range of knowledge and skills for those already in, or with ambitions to move to, more senior positions.

ADMISSION REQUIREMENTS

The admission requirements for the Graduate Diploma are prior successful completion of the Graduate Certificate, or a degree from a recognised university or college of advanced education; and a minimum of four years' relevant work experience at an appropriate management level; 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.

COURSE PROGRAM

Semester 1

27715	Management of Australian Sport
27716	Sports Marketing

Semester 2

	Elective
27717	Event and Facility Management

Semester 3

	Elective
27707	Leisure and Tourism Research

Semester 4

27718	Sport and the Law
56744	Public Relations Management

Electives

Students may choose electives from those listed below:

27702	Applied Leisure Theory
27713	Leisure Management
27704	Economics of Leisure and Tourism
27705	Tourism Systems

- 27710 Popular Culture
 27711 Leisure and Tourism Planning
 27787 Accounting Practices for Management
 56742 Applied Public Relations

Students may choose subjects from graduate programs offered across the University. By negotiation, students may undertake approved subjects offered by other 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 recognises the broad multi-sectoral scope of the tourism industry, and from that perspective it provides a conceptual framework for the study and practice of tourism management. Within its structure the course enables students to pursue a generalist approach or to specialise, via electives and project topics, on single industry sectors and/or specific managerial functions.

The program has been designed for students who have significant management level experience in the tourism industry, and students with appropriate tertiary-level skills wishing to apply them in the tourism industry.

ADMISSION REQUIREMENTS

General admission requirements are a degree from a university or college of advanced education and either some experience in the tourism industry, or a definite intention to enter it; or a relevant TAFE Associate Diploma and a track record of career progress in the tourism industry; or experience at senior level management in the tourism industry for applicants who have other or no formal educational qualification.

STRUCTURE AND SCOPE OF THE COURSE

The program extends over one year full-time or two years part time. Students must complete five compulsory subjects and three electives.

Students undertaking the full-time program will usually study four subjects each semester and, under normal circumstances, complete the program in one year.

Students undertaking the part-time program will usually study two subjects each semester and, under normal circumstances, complete the program in two years.

Full-time program

Semester 1

- 27705 Tourism Systems
 27708 The Travel and Tourism Industry
 27707 Leisure and Tourism Research
 Elective 1

Semester 2

- 27807 Tourism and Leisure Marketing
 27706 Tourism Management
 Elective 2
 Elective 3

Part-time program

Semester 1

- 27705 Tourism Systems
 27708 The Travel and Tourism Industry

Semester 2

- Elective 1
 Elective 2

Semester 3

- 27707 Leisure and Tourism Research
 Elective 3

Semester 4

- 27807 Tourism and Leisure Marketing
 27706 Tourism Management

Electives

Elective subjects within the leisure/tourism field include:

- 27711 Leisure and Tourism Planning
 27701 Leisure Industry Organisation and Policy
 27704 Economics of Leisure and Tourism
 27808 Travel and Tourism Law
 27945 Leisure and Tourism Futures
 27811 Cultural Tourism
 27806 Tourism Management Project
 27714 Tourism Attraction Management
 27915 Applied Studies A
 27925 Applied Studies B
 27935 Applied Studies C

Students may choose subjects from graduate programs offered across the University. By negotiation, students may undertake approved subjects offered by other universities.

Master of Arts in Leisure Studies

The Master of Arts in Leisure Studies can be completed by thesis or coursework. The course has been designed for managers and 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. The program is also designed for those with appropriate academic qualifications who wish to study more academic or theoretical issues as a basis for a research or academic career.

COURSE OBJECTIVES

The objectives of the program are to provide an opportunity for advanced study of leisure; to provide an opportunity for in-depth exploration of leisure phenomena within a chosen disciplinary or applied field; and to develop critical and analytical skills as applied to leisure policy, management and theory.

ADMISSION REQUIREMENTS

To be eligible for admission to the program an applicant must hold an Honours degree in the cognate field or a postgraduate diploma with a credit grade average; and satisfy the course coordinator that he/she has a basic level of knowledge and skills in social science research methods; leisure or tourism theory; and one of the three specialisations of the course, namely cultural studies/sociology; public policy and/or planning; or management/market-relevant to leisure and tourism.

Candidates not meeting these requirements will be required to take appropriate bridging subjects, and pass them at credit level before being admitted to the MA program.

ADMISSION WITH ADVANCED STANDING

Advanced standing may be granted for a maximum of two 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 program or Graduate Diploma program which has been assessed as part of the necessary qualifications for the candidate's entry to the MA program.

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.

Students will be required to submit outline study proposals by a specified date. A detailed study outline will be submitted early in the study period by arrangement with the supervisor.

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

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 coordinator 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 two semesters after the start of the MA program for a full-time student and four semesters after the start of the program for a part-time

student. This will normally mean a submission date at the end of semester in November.

STRUCTURE AND SCOPE OF THE COURSE

The Master of Arts in Leisure Studies is normally completed in one year full-time or in two years part-time. The program may be completed either by coursework or by thesis.

Bridging subjects

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

Research Methods

27707 Leisure and Tourism Research

Leisure or Tourism Theory

27702 Applied Leisure Theory

or

27705 Tourism Systems

Specialisations

27710 Popular Culture

or

27811 Cultural Tourism

or

27701 Leisure Industry Organisation and Policy

or

27807 Tourism and Leisure Marketing

Full-time program (by coursework)

Semester 1

27941 Advanced Research Methods for Leisure and Tourism Studies

27943 Sociology of Leisure

or

27942 Advanced Tourism and Leisure Marketing

or

27944 Leisure Policy
Two elective subjects

Semester 2

Two elective subjects

MA Project (8,000-10,000) words

Part-time program (by coursework)

Semester 1

27941 Advanced Research Methods for Leisure and Tourism Studies

27943 Sociology of Leisure

or

27942 Advanced Tourism and Leisure Marketing

or

27944 Leisure Policy

Semester 2

Two elective subjects

Semester 3

Two elective subjects

Semester 4

MA Project (8,000-10,000 words)

Note

Elective subjects can be drawn from approved graduate subjects from the leisure/tourism program or elsewhere in the Faculty or University.

Full-time program (by thesis)

Semester 1

27941 Advanced Research Methods for Leisure and Tourism Studies

27943 Sociology of Leisure

or

27942 Advanced Tourism and Leisure Marketing

or

27944 Leisure Policy
Thesis work

Semester 2

Thesis work

Part-time program (by thesis)

Semester 1

27941 Advanced Research Methods for Leisure and Tourism Studies

27943 Sociology of Leisure

or

27942 Advanced Tourism and Leisure Marketing

or

27944 Leisure Policy

Semester 2

Thesis work

Semester 3

Thesis work

Semester 4

Thesis work

• **LOCAL GOVERNMENT
MANAGEMENT**

**Master of Local Government
Management**

This course aims to provide individuals with appropriate backgrounds the opportunities to develop both a sound knowledge of major community issues being addressed by local government, and management competence in dealing with them. While there will be a local government emphasis, a broader public sector orientation will be maintained throughout the course.

ADMISSION REQUIREMENTS

The general admission requirements are a degree in a discipline appropriate to the activities of local government; and a sound knowledge of the environment and operations of local government, and demonstrated competence in a relevant functional and/or professional field.

Successful applicants would normally be expected to have a minimum of five years' relevant experience in a professional and/or administrative position following attainment of the minimum required educational qualifications for that position.

Students who do not possess a degree or equivalent may be considered for provisional admission if they can demonstrate possession of other relevant post-secondary qualifications; a minimum of five years' work experience at a senior level in local government; and adequate preparation and capacity to successfully pursue postgraduate studies.

COURSE STRUCTURE

The course is offered by part-time, block-release mode, normally completed over three years (six semesters). All students will enrol in the Master's course. Those students who successfully complete the foundation of six subjects plus two elective subjects (or one elective and one project subject) will be permitted to withdraw from the course and graduate with a Graduate Diploma in Local Government Management.

COURSE PROGRAM

Semester 1

43451	Environment of Professions in Local Government
21728	Public Sector Management

Semester 2

43452	Environmental Management
21731	Resources Management

Semester 3

43453	Infrastructure Management Project or Elective or Research Stream 1
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Semester 4

21729	Human Resource Management (Public) Project or Elective or Research Stream 2
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Semester 5

	Project or Elective or Research Stream 3
	Project or Elective or Research Stream 4

Semester 6

43454	Managing Local Enterprise
21758	Strategic Management (Public)

Electives

Students may submit for approval a portfolio of up to four elective subjects prior to enrolment in those subjects. Students will be counselled in selecting a balanced portfolio.

APPLIED RESEARCH STREAM

Students who demonstrate aptitude for research and who have gained a minimum average credit assessment in the first four subjects of the course may be permitted to undertake a research stream (equivalent to four subjects). High quality students may view this as preparation for PhD studies.

**WORK PROJECTS (ACTION
LEARNING)**

Students will have the option of undertaking an action learning project, equivalent to one subject. It will normally combine investigation and action in a real work situation in which both the employer and the University have an interest in the outcome.

**ARTICULATION PROGRAM FROM
GRADUATE DIPLOMA IN LOCAL
GOVERNMENT ENGINEERING**

Subject to the availability of places, students who have completed the Graduate Diploma in Local Government Engineering at a minimum credit level average may gain entry to this Master's course with advanced standing. Such students will be required to complete a further six subjects, normally over three semesters.

COURSE PROGRAM

Semester 1

43451	Environment of Professions in Local Government
21728	Public Sector Management

Semester 2

21731	Resources Management
21729	Human Resource Management (Public)

Semester 3

43454	Managing Local Enterprise
21758	Strategic Management (Public)

• MANAGEMENT

Graduate Certificate in Management

This course is designed to meet the management education and development needs of individuals and different client organisations. It provides participants with knowledge and experiences that will enhance their professional skills and understanding of the management of people, resources and organisational processes. These topics will be introduced at a basic level in the Graduate Certificate in Management.

Scope exists to explore these issues in a range of contexts including the business, public and not-for-profit sectors, and differing professional contexts. Individuals will acquire conceptual and analytical skills and understanding necessary for successful management within organisations.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; or evidence of general and professional qualifications, such as other post-secondary school qualifications and extensive vocational experience which demonstrates that the applicant possesses the educational preparation and capacity to pursue graduate studies.

A number of places in the latter category will be available to applicants who have extensive experience in business or other organisations, and who have held a position of managerial responsibility, but who have not completed an undergraduate degree.

STRUCTURE AND SCOPE OF THE COURSE

The course is a one-year, part-time program. In order to meet the training needs of particular individuals, client organisations and professional bodies, a flexible structure has been adopted. In consultation with the Course Coordinator, students will tailor a program of study according to their personal and professional needs. Four subjects totalling 24 credit points and drawn from the extensive range of postgraduate options provided by the School of Management, will normally be required for completion of the course. However, up to two of these subjects (12 credit points) may be drawn from other schools or faculties, with the approval of the Head of School of Management in consultation with the head of the other relevant school.

Examples of programs might be as follows:

General Management

Semester 1

21755	Australian Management
21717	International Management

Semester 2

21719	Organisational Behaviour
21720	Employment Relations

Management Research Skills

Semester 1

21751	Management Research Methods
21710	Quantitative Methods

Semester 2

21718	Organisation Analysis and Design
21742	Quantitative Management

Community Management

Semester 1

21766	Managing Community Organisations
21767	Environment of Community Organisations

Semester 2

21731	Resource Management
21769	Human Resource Management (Community)

Other combinations are also possible.

Graduate Diploma in Management

GENERAL INFORMATION

This course is designed to meet the management education and development needs of individuals and different client organisations. It provides participants with knowledge and experiences that will enhance their professional skills and understanding of the management of people, resources and organisational processes.

Scope exists to explore these issues in a range of contexts including the business, public and not-for-profit sectors, and differing professional contexts. Individuals will acquire conceptual and analytical skills and understanding necessary for successful management within organisations.

Whereas the Graduate Certificate in Management provides an introduction to the above skills, the Graduate Diploma in Management extends these by providing the opportunity to explore them in both greater breadth and depth.

ADMISSION REQUIREMENTS

The general admission requirements are the prior successful completion of the Graduate Certificate in Management or its equivalent; or a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience.

Students who are admitted after completing the Graduate Certificate in Management or its equivalent will normally be exempted from completion of four subjects (24 credit points) towards the Graduate Diploma in Management.

STRUCTURE AND SCOPE OF THE COURSE

The course is a two-year, part-time program. In order to meet the training needs of particular individuals, client organisations and professional bodies, a flexible structure has been adopted. In consultation with the Course Coordinator, students will tailor a program of study according to their personal and professional needs. Eight subjects, totalling 48 credit points and drawn from the extensive range of postgraduate options provided by the School of Management, will normally be required for completion of the course. However, up to four of these subjects (24 credit points) may be

drawn from other schools or faculties, with the approval of the Head of School of Management in consultation with the head of the other relevant school.

Examples of programs might be as follows:

Management Skills

Semester 1

21725	Organisational Change and Adaptation
21719	Organisational Behaviour

Semester 2

21722	Management 1 Elective
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Semester 3

21720	Employment Relations Elective
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Semester 4

21779	Management Skills
21718	Organisation Analysis and Design

Public Sector Management

Semester 1

21711	Environment of Public Management
21728	Public Sector Management

Semester 2

21731	Resource Management Elective
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Semester 3

21762	Clients and Markets Elective
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Semester 4

21732	Program Evaluation
21729	Human Resource Management (Public)

Other combinations are also possible.

Master of Business in Management

ADMISSION REQUIREMENTS

The general admission requirements are a 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); evidence that the applicant has current or recent experience at middle to senior management

levels in business or the public sector; and at least five years of relevant work experience.

Applicants must be nominated by a sponsoring organisation which is willing to pay full-course fees; allow the student sufficient time off to participate in evening classes, workshops and other activities; free the student from all work duties for a three-month period for the Action Learning Program; nominate organisational problems suitable for the Action Learning Program; and provide a senior executive who will act as mentor to the student, jointly supervise the Action Learning Program and ensure that the student has sufficient access and resources to complete the Action Learning Program.

COURSE PROGRAM

Semester 1

- | | |
|-------|--------------------------|
| 21755 | Australian Management |
| 21717 | International Management |

Semester 2

- | | |
|-------|-------------------------------|
| 21719 | Organisational Behaviour |
| 79729 | Legal Environment of Business |
| | <i>or</i> |
| 25707 | 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 (12cp) |
| 21757 | Action Learning Program (12cp) |

Note

25707 Government-Business Relations requires some acquaintance with formal economics and is only available to those students who satisfy this prerequisite. Students should consult their course coordinator before enrolling in this subject.

Master of Management (Community)

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; or an undergraduate diploma, a

minimum of two years' relevant work experience, and evidence of capacity to complete postgraduate studies; or other post-secondary qualifications, and a 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 PROGRAM

Semester 1

- | | |
|-------|--|
| 21766 | Managing Community Organisations |
| 21767 | Environment of Community Organisations |

Semester 2

- | | |
|-------|---------------------------------------|
| 21731 | Resource Management |
| 21769 | Human Resource Management (Community) |

Semester 3

- | | |
|-------|---|
| 21782 | Advanced Resource Management ¹ |
| 21762 | Clients and Markets ¹ |

Semester 4

- | | |
|-------|-------------------------------|
| 79749 | Law for Managers ¹ |
| 21778 | Raising and Managing Funds |

Coursework stream

Semester 5

- | | |
|-------|--|
| 21781 | Social and Community Research ¹ |
| 21777 | Managing Human Services ¹ |

Semester 6

- | | |
|-------|----------------------------------|
| | Program option |
| 21759 | Strategic Management (Community) |

Research stream

Semester 5

- | | |
|-------|-------------------------------|
| 21781 | Social and Community Research |
| 21754 | Research Proposal |

Semester 6

- | | |
|-------|----------------------------------|
| 21792 | Research Project |
| 21759 | Strategic Management (Community) |

¹ These are the subjects currently offered. They may change from time to time.

Program options

- | | |
|-------|---|
| 21732 | Program Evaluation |
| 21762 | Clients and Markets |
| 21764 | Economics for Public and Community Managers |
| 21765 | Values Ethics and Outcomes |
| 21768 | Policy Studies |
| 21777 | Managing Human Services |

21781	Social and Community Research
21782	Advanced Resource Management
79749	Law for Managers

Note

The award of Graduate Diploma in Management is available to those who wish to leave the course after successfully completing the first four semesters of the Master of Management (Community).

Master of Management (Public)

This course has been designed especially for people working in, or aspiring to, management positions in the public sector, and those who wish to position themselves for promotion to the ranks of senior management.

The course provides a blend of knowledge and skills derived from a study of management theory and practice, and political and organisational contexts and processes. The broad aim is to contribute in a significant way to the managerial effectiveness of those who undertake the course, and to enhance their career prospects in the field of public management.

ADMISSION REQUIREMENTS

The general admission requirements are:

1. A 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, 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 prerequisite, and evidence of capacity to proceed with a postgraduate program, demonstrated at an interview.
3. Other formal post-secondary qualifications, whether obtained from an educational institution or otherwise, plus a minimum of two years' in a senior specialist or administrative position and at least five years' prior experience in the public sector, and evidence of capacity to proceed with a postgraduate program, as demonstrated at an interview and through the completion of papers/reports reviewed by the interviewers.

STRUCTURE AND SCOPE OF THE COURSE

Normally the course involves six semesters of part-time study; however accelerated progression is possible if students organise their programs to include subjects offered in the intensive-study format.

There is scope within the course structure for students to pursue particular needs or interests by selecting an appropriate elective (in lieu of a program option) from the Faculty's other graduate courses (or, with the approval of the Course Coordinator, from graduate courses offered elsewhere in the University). As a general rule, students are permitted to choose only one elective outside the approved program options; in special circumstances however, a student may be given approval by the Concentration Coordinator to take a further elective instead of a program option. In addition, within individual subjects students may, with the lecturer's approval, examine topics or cases which have a special relevance or application to the area in which they wish to pursue their careers.

For 1994, the Master of Management (Public) will be offered in two major areas of study: a General Management version intended mainly (though not exclusively) for students who seek to equip themselves with management qualifications relevant to a wide range of senior government positions; and a Health Management specialisation for those who see themselves as committed to a career in the public health sector. In both cases, students have the option of completing their final year studies by coursework or by research.

General Management

Semester 1

21728	Public Sector Management
21711	Environment of Public Management

Semester 2

21731	Resources Management
21729	Human Resource Management (Public)

Semester 3

Two program options

Semester 4

21718	Organisation Analysis and Design Program option
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Coursework stream**Semester 5**

21753	Advanced Public Sector Management Program option
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Semester 6

21758	Strategic Management (Public) Program option
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Management Research stream ¹**Semester 5**

21751	Management Research Methods
21754	Research Proposal (Public/Community)

Semester 6

21792	Research Project (Public/Community)
21758	Strategic Management (Public)

Health Specialisation (City campus only)²**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	Computer-based Information Systems for Managers
79749	Law for Managers

Semester 4

21718	Organisation Analysis and Design Program option
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Coursework stream**Semester 5**

21753	Advanced Public Sector Management Program option
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Semester 6

21758	Strategic Management (Public) Program option
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Management Research stream ¹**Semester 5**

21751	Management Research Methods
21754	Research Proposal (Public/Community)

Semester 6

21792	Research Project (Public/Community)
21758	Strategic Management (Public)

Possible program options available

21730	Managerial Skills Workshop
21732	Program Evaluation
21749	Computer-based Information Systems for Managers
21762	Clients and Markets
21763	Management Information Systems
21764	Economics for Public and Community Managers
21765	Values, Ethics and Outcomes
21768	Policy Studies
21777	Managing Human Services
21780	Readings in Administration
21782	Advanced Resource Management
79749	Law for Managers

¹ This optional Management Research 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 postgraduate research degrees. The subject 21780 Readings in Administration is strongly recommended as the elective in Semester 4. Students considering the Research stream should contact the Course Director at the end of Semester 3.

² The Health specialisation of the Master of Management (Public) has been accredited by the Australian College of Health Service Executives.

Note

Students who complete Years 1 and 2 may leave the program 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.

• MARKETING**Graduate Diploma in Marketing****COURSE OBJECTIVE**

The objectives of the course are to provide an understanding of the disciplines of marketing and marketing management; to develop an ability to generate relevant information, and identify and analyse marketing management problems; and to foster skills in developing marketing strategies to solve problems in the marketing domain.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a

minimum of two years' relevant work experience; 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 postgraduate 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 in the latter category 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.

STRUCTURE AND SCOPE OF THE COURSE

The study program is a combination of formal lectures, case studies, academic paper presentations, projects and field work. Because of the small numbers of students in each class, emphasis throughout the course will be placed on the collaborative effort of students and staff. In the final stages of the course, students will be 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 will be to achieve a sound balance of theory and practice. Consequently, the course will include such practical activities as developing marketing programs, participation in a market research project and examination of current marketing case studies.

The course has been designed so that it will have some flexibility. Thus the individual's course program will cater 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 specialised concentration in the final stages.

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

The practical nature of the course means that students will be required to participate in projects set by individual subject coordinators. These will not extend beyond one semester and will be aimed at integrating subject matter, particularly in the final semester subject.

COURSE PROGRAM

Semester 1

24702	Marketing Theory and Practice
22740	Accounting for Marketing

Semester 2

24710	Buyer Behaviour Elective
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Semester 3

24720	Marketing Research Elective
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Semester 4

24730	Advanced Marketing Management Elective
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Electives

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

Master of Business in International Marketing

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and at least two years of relevant work experience; or 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.

Students who are admitted under the first category may be eligible for up to four exemptions. Students who are admitted under the latter category will be required to complete all the International Marketing related subjects (ie, six subjects if 24712 Multinational Marketing has been completed, or seven subjects if 24712 has not been completed).

COURSE PROGRAM

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 ¹
or
Elective 2

Semester 6

24744 Competitive International Marketing Strategy
24755 Applied International Marketing Research ¹
or
24791 Business Project – International Marketing ²

Electives

21717 International Management
79742 International Business Law ³
25731 International Financial Management ⁴
25736 Asian-Australian Economic Relations

or

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

¹ 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 24755 Applied International Marketing Research must take an elective in semester 5 and 24791 Business Project – International Marketing in Semester 6.

³ Basic knowledge of Commercial Law required.

⁴ 25731 International Financial Management has a prerequisite of 25742 Financial Management, or its equivalent.

Master of Business in Marketing

The Graduate Diploma in Marketing (GDM) course provides the basis for entry into the Master of Business in Marketing course. Essentially, the Master of Business in Marketing course adds a further part-time year to the two-year (part-time) GDM. A further four subjects are studied to complement the eight in the GDM making a total of 12 subjects.

COURSE PROGRAM**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
24742 New Product Management
79741 Marketing Legislation in Australia

Those who are accepted into the Master's course will complete all of the above five elective subjects *plus*:

24750 Marketing Decision Analysis,
and
24790 Business Project – Marketing.

• OPERATIONS MANAGEMENT**Graduate Diploma in Operations Management**

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

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; 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 postgraduate studies.

A limited number of places in the latter category will be available to applicants who have extensive business experience in business or the public sector and who have held a position of responsibility but who have no formal tertiary education.

COURSE PROGRAM

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 |
|-------|---------------------------------------|

Electives

- | | |
|-------|----------------------------------|
| 21718 | Organisation Analysis and Design |
| 21720 | Employment Relations |
| 21787 | Quality Strategy |

Master of Business in Operations Management

ADMISSION REQUIREMENTS

The general admission requirements are a cognate degree from a recognised university; and a minimum of two years' relevant work experience; or completion of the Graduate Diploma in Operations Management at a credit level; and a minimum of two years' relevant work experience.

COURSE PROGRAM

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 |
| 21779 | Management Skills |
| 21787 | Quality Strategy |

Students expecting to complete the requirements for the Graduate Diploma in Operations Management with a credit average may apply to transfer to the Master of Business in Operations Management. Places are subject to quota.

• PURCHASING AND MATERIALS MANAGEMENT

Graduate Certificate in Purchasing and Materials Management

The graduate programs in Purchasing and Materials Management will provide practitioners with a range of skills to allow them to fulfil more expertly the purchasing and materials management role within their organisation. The programs have been developed in conjunction with the Australian Institute of Purchasing and Materials Management (NSW) and are recognised by that body. Funding for the course development was provided by the NSW Education and Training Foundation.

As the range of activities which purchasing and materials management personnel are expected to administer continues to grow, the need for professional education programs to assist them becomes critical. The postgraduate programs in this discipline area have been developed to fulfil this need.

The Graduate Certificate in Purchasing and Materials Management course focuses on the skills, knowledge and vision needed for success in the purchasing and materials management functions.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education and a minimum of two years' relevant work experience; or evidence of general and professional qualifications, such as other post-secondary school qualifications and extensive vocational experience (for example, the completion of a TAFE Advanced Certificate in Materials Management and five years' vocational experience in a purchasing or materials management function), that will satisfy the Faculty Board in Business that the applicant possesses the educational preparation and capacity to pursue graduate studies.

STRUCTURE AND SCOPE OF THE COURSE

This is a one-year, part-time program consisting of four subjects. It aims to give the purchasing professional a set of concepts with which to accept the challenges of the contemporary purchasing and materials management role and to apply these tools

in terms of industry best practice in the business, government and non-profit sectors.

Semester 1

21797	Materials Management Systems
21741	Operations Management

Semester 2

79703	Legal Aspects of Contracts Administration
21779	Management Skills

Graduate Diploma in Purchasing and Materials Management

The graduate programs in Purchasing and Materials Management will provide practitioners with a range of skills to allow them to fulfil more expertly the purchasing and materials management role within their organisation. The programs have been developed in conjunction with the Australian Institute of Purchasing and Materials Management (NSW) and are recognised by that body. Funding for the course development was provided by the NSW Education and Training Foundation. As the range of activities which purchasing and materials management personnel are expected to administer continues to grow, the need for professional education programs to assist them becomes critical. The postgraduate programs in this discipline area have been developed to fulfil this need.

The Graduate Diploma in Purchasing and Materials Management course focuses on the skills, knowledge and vision needed in the purchasing and materials management function at senior management level in business, government and the non-profit sectors. It includes a strong international and quality management focus.

ADMISSION REQUIREMENTS

The general admission requirements are the prior successful completion of the Graduate Certificate in Purchasing and Materials Management (therefore exempt from Semester 1 and 2 subjects); or a degree from a recognised university or college of advanced education and a minimum of two years' relevant work experience.

STRUCTURE AND SCOPE OF THE COURSE

This is a two-year, part-time program consisting of eight subjects, the first four of which are common to the Graduate Certifi-

cate and Graduate Diploma. It builds upon the skills and knowledge covered in the early subject areas with the aim of giving the purchasing professional a much broader view of the purchasing and materials management function, including a strong international and quality management focus.

Semester 1

21797	Materials Management Systems
21741	Operations Management

Semester 2

79703	Legal Aspects of Contracts Administration
21779	Management Skills

Semester 3

21796	Australian and International Inventory Management Elective
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Semester 4

21743	Productivity and Quality Management
21798	Issues in Materials Management

Electives

Students may choose an elective subject from the following:

21718	Organisation Analysis and Design
21719	Organisational Behaviour
21720	Employment Relations
22726	Accounting and Financial Administration
21745	Service Operations Management
21747	Operations Management Policy
21787	Quality Strategy

• TRANSPORT MANAGEMENT

The graduate programs in transport management have been designed with the Chartered Institute of Transport to meet the training and 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 at

basic level in the Graduate Certificate and developed to a higher level in the Graduate Diploma and Master of Business in Transport Management.

Successful completion of the Graduate Diploma, or Master of Business in Transport Management, allied with appropriate experience would be deemed to meet the requirements for full corporate membership of the Chartered Institute of Transport.

Graduate Certificate in Transport Management

STRUCTURE AND SCOPE OF THE COURSE

This one-year, part-time program 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.

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; 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.

COURSE PROGRAM

Semester 1

21771	Principles and Practices of Transportation
21742	Quantitative Management

Semester 2

21720	Employment Relations
22726	Accounting and Financial Administration

Graduate Diploma in Transport Management

STRUCTURE AND SCOPE OF THE COURSE

This is a two-year, part-time course which shares a common program with the first two years of the Master's degree program. It builds basic skills in transport management and develops more specialised skills in transport operations management, in marketing, and in the organisational and business environment of transport companies.

ADMISSION REQUIREMENTS

The general admission requirements are prior completion of the Graduate Certificate in Transport Management; or a degree from a recognised university or college of advanced education; and a minimum of two years' relevant work experience; 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.

COURSE PROGRAM

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 ¹
79729	Legal Environment of Business ¹

Semester 4

21772	Transport Operations Management
21719	Organisational Behaviour

¹ Students who are able to demonstrate substantial experience in these subjects 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
- 21773 Logistics Systems and Physical Distribution
- 21774 Transport Policy and Planning Analysis
- 24738 International Marketing Management
- 43402 Traffic and Transportation

Master of Business in Transport Management

ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or college of advanced education; and a minimum of two years relevant work experience; or completion of a relevant (ie, 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 PROGRAM

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 ¹
79729	Legal Environment of Business ¹

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

¹ Students who are able to demonstrate substantial experience in these subjects 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
- 21773 Logistics Systems and Physical Distribution
- 21774 Transport Policy and Planning Analysis
- 24738 International Marketing Management
- 43402 Traffic and Transportation

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

SUBJECT DESCRIPTIONS

UNDERGRADUATE SUBJECTS

Key to subject numbers

Each subject number contains the following information:

First digit indicates faculty

2 = Business

3 = Mathematical and Computing Sciences

4 = Engineering

5 = Social Sciences

7 = Law and Legal Practice

Second digit indicates School/Department within Faculty of Business

1 = Management

2 = Accounting

3 = Economics

4 = Marketing

5 = Finance and Economics

7 = Leisure and Tourism

Third digit generally indicates the level of subject in the course or prerequisite sequence. Postgraduate subjects are indicated by '7'.

Guide to subject descriptions

The subject descriptions shown below indicate the subject code and name, and the number of credit points for the subject (eg, 3cp). For some subjects there may also be practical components off-campus, and this is indicated in the text. Also shown are the prerequisites or corequisites if any, the method of assessment and name of the subject coordinator, if known, and a brief outline of the content.

Prerequisites are subjects which must be completed before taking the subject to which they refer. Corequisites may be completed before or be taken concurrently with the subject to which they refer.

21030 INTRODUCTION TO BUSINESS (PROJECT)

(5cp)

This is an introductory management subject which is run on a cooperative basis whilst the student is on an industry placement. The subject aims to assist students in understanding the role of management and the business world. It combines a lecture content and a coverage of management theory with assignments involving the student's place of work. Topics covered

include planning, organising, leading and controlling; SWOT analysis and quality control.

21125 AUSTRALIAN BUSINESS ENVIRONMENT

(5cp)

A foundation subject which gives 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

(5cp)

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

An organisational analysis perspective is used to examine topics such as individual and group responses to organisational processes, motivation, conflict, power and control, culture, leadership, decision making, communication, and organisational change.

21131 OPERATIONS MANAGEMENT

(5cp)

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

Examines 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, 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.

21150 WORKING IN THE COMMUNITY SECTOR

(5cp)

The objectives are to provide an innovative and structured means by which students can reflect upon themselves and society; to introduce the scope of the community sector; to explore the wider social, historical, and economic contexts in which the community sector operates; to locate the organisation within that context and the worker within the organisation; to provide the individual students with opportunities to reflect on the forces and pressures operating on them, and ways they may respond.

21152 COMMUNITY PRACTICE AND PRACTITIONERS

(5cp)

prerequisite 21150 Working in the Community Sector

Investigates the origins of community protests and projects and the emergence of 'community' as a challenge to increasing bureaucratisation and professionalisation; investigates the origins and philosophies of community-based services within large government departments; critically analyses the meanings of community practice as an alternative to other forms of provision; explores the nature of the relationships between community practitioners and members of a community; evaluates the impact of community practice and practitioners on recent social change.

21153 COMMUNITY RESEARCH 1

(5cp)

prerequisite 21150 Working in the Community Sector

The objectives are to enable an understanding of research as a process of enquiry that has an applied dimension in community projects; to alert students to the social and political contexts of research for community projects; to examine the ethics of particular forms of research and research methodolo-

gies; to develop skills in simple research methods for the investigation of local issues and the development of locality profiles; to develop appropriate evaluation and monitoring techniques to apply to local projects.

21155 FUNDING

(5cp)

prerequisite 21150 Working in the Community Sector

Introduces students to the variety of sources of funds and ways of funding community endeavours; examines the way in which different sources of funds and ways of funding can shape the activities of the organisation being funded, particularly its relationship with clients/users; encourages students to view the process of approaching potential funding sources for funds as the establishment of a relationship between the organisation seeking funds and the organisation providing funds; reviews the fund allocation process of the major organisational source of funds, with particular emphasis on government organisations; teaches students ways of approaching sources for funds; explores by way of practical examples varieties of methods for charging for services and the implications of these for relationships with clients/users; examines the variety of financial institutions which lend money for community endeavours, the forms of these loans, their implications and how to obtain them.

21156 MONEY MANAGEMENT 1 (BASIC ACCOUNTING)

(5cp)

prerequisite 21150 Working in the Community Sector

Introduces students to basic cash accounting – cash receipts/payments/petty cash/bank reconciliations/salary records; introduces students to the concepts of budgeting and fund accounting; develops skills and understanding of basic financial reports.

21157 MONEY MANAGEMENT 2 (BUDGETING)

(5cp)

prerequisite 21150 Working in the Community Sector

An introduction to the principles of basic accrual accounting, particularly as these relate to the balance sheet, statements of revenues and expenditure, assets and liabilities; develops skills in program

budgeting; examines issues of financial management in the context of government funding, donations and fees for service.

21158 GOVERNMENT AND POLITICAL PROCESSES

(5cp)

prerequisite 21150 Working in the Community Sector

Explores with students the dynamics of the varied relationships that exist between ministers, parliamentarians, and public servants; develops students' understanding of government policy making and resource distribution processes, especially the budgetary process; gives students a clear understanding of the way responsibilities for providing welfare services have been divided between government organisations and, within these, between groups of service providers; examines closely the dynamics of the ways government organisations interact with non-government organisations; studies the ways in which government departments generate information and ways in which that information can be accessed by non-government groups; incorporates the variety of insights and understanding obtained elsewhere in the subject to develop lobbying skills.

21160 GROUP PROCESSES

(5cp)

prerequisite 21150 Working in the Community Sector

Develops an understanding of how people function in groups; identifies the characteristics of an effective group; develops skills which will assist in the analysis of ineffective behaviour in groups; increases knowledge about how the behaviour of oneself affects the operation of the group to study the structures of community and power in groups; develops skills in negotiation and handling conflict; develops the ability to practise and apply the above knowledge and skills in special purpose groups such as committees and meetings.

21161 LOCAL PROCESSES

(5cp)

prerequisite 21150 Working in the Community Sector

Investigates the ways in which local processes have been theorised within sociology; develops in students an understanding of local communities as an arena for the

expression of different interests; analyses case studies of community conflicts in order to illustrate why and how some interests are expressed and pursued while others are pushed aside and ignored; locates the sources of these interests in differing communities by examining local demography, industry and employment structures.

21162 PERSONNEL PRACTICES

(5cp)

prerequisite 21150 Working in the Community Sector

Teaches students aspects of the employment process relevant to community organisations; introduces students to those aspects of the industrial relations system (laws, institutions and organised interests) that bear upon and help shape employment practices in community organisations; develops students' capacities to recruit, train and manage volunteers, partly by reviewing aspects of the employment process identified above.

21163 PROMOTION FOR COMMUNITY ORGANISATIONS

(5cp)

prerequisite 21150 Working in the Community Sector

Introduces students to promotion and marketing of community organisations and programs; provides skills in identifying target groups and ensuring effective promotion to and communication from these; introduces students to the variety of media sources available for specific information and promotion purposes; enables students to assess the effectiveness of media usage in particular projects; develops a critical understanding of the role of various media in aiding or hindering the aims of community projects; analyses case studies of media usage in community projects.

21165 SETTING UP A COMMUNITY ORGANISATION

(5cp)

prerequisite 21150 Working in the Community Sector

Gives students knowledge of the ways in which organisations can be formed and the advantages and disadvantages of each; makes students aware of the various legal issues impacting on community organisations and of State and local government requirements; outlines the types of records

that should be kept to enable the organisation to be efficiently managed and to fulfil the requirements of accountability, ie, a simple management information system; introduces the various issues that arise when forming an organisation, eg, insurance, maintenance of property and equipment, location, lease or buy.

21166 SOCIAL INEQUALITIES

(5cp)

prerequisite 21150 Working in the Community Sector

Analyses the manner in which inequality is part of the fundamental structuring of Australian society; traces the historical and economic sources of social inequality in Australian society; develops an understanding of present economic and social forces that maintain and change levels of inequality in Australian society; investigates schooling and the division of labour in Australian society for a perspective on social inequality; identifies disadvantaged groups within Australian society and promotes an awareness of the social and economic difficulties they encounter; recognises that inequality is explained in different ways and that these explanations inform action; examines differing modes of intervention aimed at redressing social inequalities and their intended and unintended consequences.

21167 STRUCTURES AND PROCESSES IN COMMUNITY ORGANISATIONS

(5cp)

prerequisite 21150 Working in the Community Sector

Reviews conventional forms of organisations within the community sector; investigates how certain organisational structures reinforce fundamental social divisions; examines the processes whereby organisations produce specific power structures, languages, expectations, divisions of labour and relationships; illuminates conventional organisational forms by examining alternative models and evaluating different approaches to organisational design; investigates alternative models of organisational design and their potential to establish more democratic relationships between workers, management committees and users; examines the additional difficulties in establishing and maintaining alternative forms of organisation and develops skills in overcoming these difficulties.

21168 AUSTRALIAN MANUFACTURING IN PERSPECTIVE

(7cp)

Introduces students to the concepts and processes of management which have influenced the evolution of manufacturing in Australia and the international context. Gives an outline of the economic, political and legal institutions which have shaped the evolution of manufacturing enterprise in Australian history as well as developing an awareness of the factors which have circumscribed manufacturing and its management in the Australian context.

Students will develop a basis for research and analytical skills specifically appropriate to manufacturing management, as this involves: the identification of different sorts of information resources for research purposes, the critical evaluation of different types of information, the practice of oral and written report presentation and the development of communication skills. They will use these skills when they participate in the industry site inspection project. This project includes a series of site inspection tours; interview and survey exercises with specified members of firms visited; documentary search of publicly available material and non-confidential internal reports of firms and preparation of an inspection tour report, and presentation of tour findings in either a seminar or debating forum. The project aims to familiarise students with the various sectors of Australian industry and expose them to the varying demands on managers operating in these sectors; and to help students understand the position of Australian manufacturers vis-a-vis their international counterparts both in the past as well as in the present.

21169 REASONING, JUDGEMENT AND ETHICS

(4cp)

prerequisite 21168 Australian Manufacturing in Perspective

Introduces students to important varieties of reasoning, and enables them to develop facility in constructing reasoned approaches to problems, and in critically analysing the proposals and arguments of others. The focus will be on a method of practical reasoning and judgement that will enable them to reach decisions, especially in conflict situations, with skill and self-confidence. Practical application of this

method of reasoning and decision making will be made in the areas of ethics and social responsibility likely to be faced in manufacturing management.

Participants will be encouraged to develop understanding of a variety of methods of reasoning and argument, and of conditions under which it is appropriate to use these; to gain facility in identifying, analysing, and evaluating arguments and major philosophical tradition; develop an understanding of the process of practical reasoning as understood by contemporary exponents of a major philosophical tradition; become more skilled in organising their own proposals and views in accordance with sound reasoning; become more skilled in using this method of reasoning in reaching decisions in the typical conflict situations arising in manufacturing management; make practical applications of these reasoning and decision-making skills in areas of ethical conflict, and so develop a methodology for dealing with complex ethical issues; gain insight into ways of implementing ethical decisions effectively and as harmoniously as possible.

21170 WORKSHOP TECHNOLOGIES: SKILLS PRACTICE (TAFE)

(6cp)

Students who have completed Industrial Arts at the HSC, or have an appropriate trade or certificate course qualification, may qualify for exemption from this subject. The aims are to acquaint students with the fundamentals and basic working knowledge of manufacturing workshop technologies; to develop an appreciation and basic level of competency in hand- and machine-controlled equipment, related operating techniques and tolerancing; to develop a level of personal confidence in dealing with trade and operator related functions; to understand the technical language of shop floor operations; through mixing with trainee apprentices to appreciate workplace culture and develop communication and interpersonal skills; to appreciate the requirements for team management of workshop projects.

Content covers a technical training program with instruction in the following basic trades: fabrication and welding; machining and turning; bench and mechanical fitting; sheetmetal work; industrial wiring; hydraulics/pneumatics; engineering drawing. In addition to the degree, students will also

qualify for Certificates of Proficiency from the NSW Vocational Training Registry, for at least three trade areas.

21171 SUPERVISED INDUSTRY PRACTICUM 1

(8cp)

prerequisites all Year 1 subjects

The first industry training period is designed in a closely structured format to ensure academic rigour in the design of the learning material; consistency in the delivery and assessment components; comparability of educational experiences and assessment outcomes. The subject affords an opportunity for students to integrate their theoretical and disciplinary studies with current industry practices at an introductory level. This educational experience is central to the philosophy of the course, ie, integration of the strategic manufacturing process. Students use a self-directed computer-aided learning package to control their SIP experience, and will be assisted by a SIP course coordinator.

Content covers placement of the student in host company; teaches students to: establish learning contracts; select topic/project assignments; allocate CAI (Computer-aided Instruction) discs to students; conduct assignment according to flow chart; prepare and present a report to host company; a theory paper and critical debate; select subsequent topics/projects; repeat cycle for other topics. There is provision to focus the set of topic/projects investigated into specialised areas of functional and management concern, to achieve a major specialisation in the degree.

21172 STRATEGIC MANUFACTURING SYSTEMS 1

(6cp)

prerequisites all Year 2 subjects;

corequisites all Year 3 subjects

This subject is complementary to the Business Development subject, and provides the manufacturing strategy contribution to linking business policy and company performance at an introductory level. How strategic priorities in quality, reliability, performance, product flexibility, delivery and price are achieved through action plans and programs and contribute to firm objectives, is the major focus of the subject and the course. The course is structured

around the examination of a number of case study episodes of firms in different industry/market situations.

The introductory case studies require the student to grapple with uncertainty, reduce uncertainty through critical analysis, to apply reasoned judgement and make a decision and live with it. It is intended to provide maturity and intellectual growth by broadening a student's frame of reference through mastering increasingly complex situations in a systematic manner. The case study structure provides the format for integrating the disciplinary subject streams, plus opportunities for interrelating theory with practical experiences from the Industry Training Periods.

Content covers general background; industry, competition and the organisation; core concepts; product demand forecasting and master planning; principles of production; purchasing; physical distribution; maintenance management; the role and fit of packaged approaches; and business performance monitoring.

21173 BUSINESS DEVELOPMENT

(5cp)

prerequisites all Year 1 subjects;
corequisites all Year 2 subjects

This subject is complementary to 21172 Strategic Manufacturing Systems 1, and provides both the intellectual and applied framework for linking business strategy with manufacturing strategy. This aim is the key objective of the subject. The subject demonstrates how business strategies, related to cost leadership and market differentiation, are developed by the corporation in conjunction with competitive strategic priorities for manufacturing such as price, flexibility, delivery, and service. The manner in which action plans and programs to implement these strategies are developed and evaluated is also addressed. Given the focus of world class manufacturing, particular emphasis is placed on value creation for competitive internationalisation of the firm.

Course content covers the topics of determining strategic direction; value creation; enterprise focus; internationalisation; company performance; and business planning.

21174 PRODUCT AND PROCESS DEVELOPMENT

(5cp)

prerequisites all Year 2 subjects (21170 Workshop Technologies, 4660I Engineering Principles); corequisites all Year 3 subjects

The focus of all Year 3 subjects is the contribution to the integration of management with the manufacturing process. Central to this integration is the simultaneous consideration of product and process design and development. The balancing of these requirements is referred to as concurrent engineering, and involves questions of product quality, economics of manufacturing, safety and environmental concerns, and choices of raw material, purchased parts and manufacturing processes. The concerns are all central to the implementation of a strategic manufacturing perspective for the firm.

The modularised course content covers product requirements; product engineering; concurrent engineering; and project design management in compliance with manufacturing strategy.

21175 MANUFACTURING FACILITIES DESIGN

(5cp)

prerequisites all Year 2 subjects;
corequisites all Year 3 subjects

This subject introduces the students to the design, operation and overhaul of manufacturing facilities. It covers areas of plant layout, design, materials handling systems, assembly design – manual, robotic and hybrid, storage and retrieval systems, simulation and computerised manufacturing facilities, and maintenance. Special attention is paid to ergonomics for design and safety issues of workplace planning.

The modularised course content covers strategic and locational decisions; materials handling; computer integrated systems; ergonomics and safety; and preventative maintenance programs.

21176 QUALITY MANAGEMENT SYSTEMS

(5cp)

prerequisites all Year 2 subjects;
corequisites all Year 3 subjects

Quality is the key factor in the successful performance of manufacturing operations and the non-manufacturing activities which

support them. This subject aims to develop a clear understanding of the practical and managerial aspects of quality, including the fundamentals of Total Quality Management and its relationship to productivity. Students completing this course will have a sound philosophical and practical basis for evaluating quality systems and quality and productivity improvement programs, as well as Total Quality implementation programs.

The course is divided into modules, covering the fundamentals of quality and productivity; total quality management; quality; and productivity.

21177 PERFORMANCE MANAGEMENT SYSTEMS

(5cp)

prerequisites all Year 2 subjects;

corequisites all Year 3 subjects

Provides an understanding of how to monitor and manage key performance indicators related to business operations, especially those related to linking business strategy with manufacturing strategy for productivity and quality objectives. Special attention is paid to 'benchmarking for best practice'.

The course modules cover: master planning – forecasting and demand management; order entry and customer service systems; quality management systems; inventory management systems; pre-production systems; production engineering systems; production, planning and control systems (capacity management); financial control systems; activity based costing systems; human resource management – PRIMS; production activity control systems; benchmarking and validation of key performance indicators (KPI).

21178 LOGISTICS AND DISTRIBUTION RESOURCES PLANNING

(5cp)

prerequisites all Year 2 subjects;

corequisites all Year 3 subjects

Introduces students to the total area of physical distribution and materials management; examines the principles of logistics management for controlling warehousing, distribution and inventory costs; designs and plans supply and distribution operations, and stock deployment levels; provides students with an understanding of the link between quality customer service,

inventory management, cost minimisation and productivity maximisation strategies; familiarises students with computer-based inventory, warehouse, and materials handling equipment.

The modularised course content covers logistics in perspective; customer service and order processing; logistics networks; distribution systems planning; inventory management (stock levels and spare parts inventories); designing, costing, control and reporting procedures; warehouse and distribution centre management; work and staff planning; computer tools for logistics and DRP management.

21179 SUPERVISED INDUSTRY PRACTICUM 2

(9cp)

prerequisites 21171 Supervised Industry Practicum 1 and all Year 2 subjects

The second industry training period is designed in a closely structured format to ensure academic rigour in the design of the learning material; consistency in the delivery and assessment components; comparability of educational experiences and assessment outcomes. The subject affords an opportunity for students to integrate their theoretical and disciplinary studies with current industry practices at an advanced level. This educational experience is central to the philosophy of the course, ie, integration of the strategic manufacturing process. Students use a self directed computed-aided learning package to control their SIP experience and will be assisted by a SIP course coordinator.

Content covers placement of the student in host company; establishment of learning contracts; selection of topic/project assignments; allocation of CAI (Computer-aided Instruction) discs to students; the conduct of an assignment according to flow chart; preparation and presentation of report to host company; a theory paper and critical debate; selection of subsequent topics/projects; repeat cycle for other topics. There is provision to focus the set of topics/projects investigated into specialised areas of functional and management concern, to achieve a major specialisation.

21180 STRATEGIC MANUFACTURING SYSTEMS 2

(6cp)

prerequisites all Year 2 subjects;

corequisites all Year 3 subjects

This subject is complementary to 21173 Business Development, and provides the manufacturing strategy contribution to linking business policy and company performance. How strategic priorities in quality, reliability, performance, product flexibility, delivery and price are achieved through action plans and programs and contribute to firm objectives, is the major focus of the subject and the course. The course is structured around the examination of a number of case study episodes of firms in different industry/market situations.

The advanced case studies require the student to grapple with uncertainty, reduce uncertainty through critical analysis, to apply reasoned judgement and make a decision and live with it. Leads to maturity and intellectual growth by broadening a student's frame of reference through mastering increasingly complex situations in a systematic manner. The case study structure provides the format for integrating the disciplinary subject streams, plus opportunities for interrelating theory with practical experiences from the Industry Training periods.

Course content covers general background; ie, industry, competition and the organisation; core concepts; product demand forecasting and master planning; principles of production; purchasing; physical distribution; maintenance management; the role and fit of packaged approaches; business performance monitoring

21181 POLICY ISSUES IN MANUFACTURING MANAGEMENT

(6cp)

prerequisites all Year 2 subjects;

corequisites all Year 3 subjects

As a capstone subject, this subject provides the basis for integrating the material taught in the subject streams, the case studies and experiences gained from industry training. It provides students with opportunities for critical reflection on the course as a whole, and to relate disciplinary bodies of knowledge to industry practice.

Course contents cover: conclusion to disciplinary subject streams; review and critique of strategic models of the manufacturing process; review of competencies and skills developed by students; review of contemporary issues facing manufacturing management in Australia; preparation of students for employment (applications; presentation; interviews; curriculum vitae, etc).

21210 BUSINESS AND GOVERNMENT

(5cp)

prerequisite 21125 Australian Business Environment

The objectives of this course are to identify and understand the structure and functions of the three levels of government in Australia and the nature and significance of the role of the public sector as it impacts on business and commerce; develop insight into the complex interrelationship between business and government in Australia; and critically appreciate current and emerging issues and problems in business-government relations.

21215 MANAGEMENT AND COMMUNICATION SKILLS

(5cp)

prerequisite 21130 Organisational Behaviour

Develops an understanding of the nature of intra- and interpersonal competencies and their relevance to management and communication practices in contemporary organisational settings. 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 ORGANISATIONAL DESIGN AND CHANGE

(5cp)

prerequisite 21130 Organisational Behaviour

Introduces the basic structural form of business organisations, and the influences which act upon the structural forms; discusses the importance of organisational change and the change process in organisations.

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

21306 EMPLOYMENT RELATIONS

(5cp)

Provides an understanding of the context of the employment relationship and how it is influenced by economic, legal, social, technological and political forces; develops in students an understanding of the causes, manifestations and results of industrial conflict from an employer and employee point of view; outlines the form and function of industrial relations institutions; introduces students to the basic aspects of managing workplace relations and develops 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

(5cp)

prerequisite 21215 Management and Communications Skills

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 subject 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

(5cp)

prerequisite 21221 Organisational Design and Change

Builds on the knowledge gained from studying Organisational Behaviour, Organisation Design and Change and related subjects, provides students with the practical knowledge and skills for diagnosing issues and problems, and evaluating planned changes in organisations.

It is expected that by participating in the course students will further develop their analytical skills and knowledge; become aware of the interpersonal processes that are an integral part of conducting a diagnosis or evaluation; learn how to select and apply a range of research methods and diagnostic instruments for gathering and interpreting information; and gain practical experience in organisational diagnosis or evaluation by participating in a group research project.

21343 QUANTITATIVE MANAGEMENT

(5cp)

prerequisite 26122 Business Statistics

The emphasis in the subject is on the practical value of operations research/management science techniques in assisting decision making in a business context. It uses up-to-date software packages for quantitative management and decision making.

Decision theory; waiting line models; linear programming and sensitivity analysis; network analysis (PERT/CPM); inventory models; forecasting; decision support systems; simulation techniques.

21407 STRATEGIC HUMAN RESOURCE MANAGEMENT

(5cp)

prerequisite 21306 Employment Relations

Students will be able to describe the development of Human Resource Management (HRM) as a field and explain how this development relates to HRM roles and problems; explain the concepts of strategic HRM and human resource planning and how they relate to business planning, in theory and in practice; describe and criticise

suggested relationships between the organisation's external environment, stage of development, strategy, structure and HRM; explain the suggestions that have been made as to how training and staff development, career development and staff appraisal systems should be managed strategically; list and explain the major capabilities of a human resource information system.

The field of human resource management (HRM), including views on its evolution, roles that it can play within the organisation and critiques of HRM; human resource planning; 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 effect 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

(5cp)

prerequisite 21306 Employment Relations
Develops 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 AND INNOVATION

(5cp)

prerequisites completion of Semesters 1-4 of the full-time program, Semesters 1-8 of the part-time program

Encourages students to consider entrepreneurial ventures as a serious career option and to analyse their interests and abilities in achieving such a goal; develops skills, attitudes and knowledge relevant to the successful launching and management of a

new business venture; provides an understanding of the process of innovation and its function in creating business opportunity; gives 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.

21410 QUALITY MANAGEMENT

(5cp)

prerequisite 26122 Business Statistics

Provides the basic framework for the understanding of quality and productivity issues in both service and manufacturing operations. The subject aims to develop a clear understanding of the practical and managerial aspects of quality, including the fundamentals of Total Quality Management and its relationship to productivity.

Topics include the fundamentals of quality and productivity; Total Quality Management; traditional concepts and modern definitions of quality; traditional quality control tools and techniques; quality standards and accreditation; performance measurement; productivity models and measurement; productivity management.

21423 BEHAVIOURAL SCIENCE RESEARCH METHODS

(5cp)

Enables students to choose appropriate research designs and methods for their own projects, to gain practical experience in the use of some of these techniques, and to critically evaluate other people's research. Topics include survey methods, including questionnaire construction, sampling, and data analysis, experimental and evaluation research, content analysis and systematic observation.

21424 COGNITIVE PROCESSES

(5cp)

Provides students with an understanding of theories and research findings in human cognition and gives experience in carrying out experimental research in the area.

Topics include perception, memory, decision making, concept formation, problem solving, creativity and language.

21425 INDUSTRIAL PSYCHOLOGY

(5cp)

Students will learn the theories and techniques used by industrial psychologists in the assessment of jobs, job applicants, work environments and other work-related factors. Topics include job satisfaction, the use of ability, personality and other tests for assessing job applicants, job analysis and evaluation, and the work environment.

21430 ADVANCED INDUSTRIAL RELATIONS

(5cp)

prerequisite 21306 Employment Relations
Provides 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.

21503 ORGANISATIONAL INFORMATION

(5cp)

prerequisite 22115 Business Information Systems

Increase students' understanding of the role of information within modern organisations; the technologies currently available for information delivery and information sharing; and the behavioural and organisational factors that determine whether the information is used effectively.

Sources and types of organisational information; humans as information processors; systems that support organisational processes; expert systems and artificial intelligence; human-computer interfaces; integrated networks; messaging systems; support for groups; future developments.

21509 CORPORATE STRATEGY PROJECT

(5cp)

prerequisites completion of all subjects to Semester 4

Corporate Strategy is a capstone subject which aims to integrate and consolidate much of the knowledge and skills acquired in diverse subject areas already studied and in the workplace whilst on attachment. With its emphasis on strategic planning and decision making, it enables students to appreciate the hierarchical nature of organisational objectives. It also demonstrates the interrelationships between functional activities within organisations.

21591 INTERNATIONAL MANAGEMENT

(5cp)

Allows the student to study a number of other management models and so assists a better understanding of 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 NICs – India and Thailand; the Swedish model; Germany and co-determination.

21609 CORPORATE STRATEGY

(9cp)

prerequisites completion of Semesters 1-5 of the full-time program, Semesters 1-10 of the part-time program

Introduces responsible whole-business decision making at management level and higher. This includes an appreciation of cooperation 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.

21613 CONTEMPORARY MANAGEMENT PRACTICES

(5cp)

prerequisite 21130 Organisational Behaviour

Addresses a range of management practices appropriate to contemporary organisations. The subject provides students with an understanding of key aspects of current management practices including managerial relationships; intercultural management; leadership, status and power; negotiation; interviewing; team building; managerial audits; management information systems; and managerial ethics. Students explore a range of strategies for handling management issues, including competencies relevant to people, organisational structures, and international environments.

21624 APPLIED PSYCHOLOGY PROJECT

(5cp)

prerequisites 21423 Behavioural Science Research Methods and at least two other Applied Psychology subjects

Allows students to design, conduct and report on a research project of their own, to obtain greater knowledge in their chosen area of investigation, and to learn from the experiences of other project students. Topics are usually drawn from one of the applied psychology elective subjects that the student has studied previously.

21630 MANAGING STRATEGIC CHANGE

(5cp)

prerequisites completion of all subjects to Semester 5 of the full-time program, Semester 10 of the part-time program

Extends and develops 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 blueprint 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 for 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.

21901 RESEARCH METHODS IN MANAGEMENT

(6cp)

An introduction to a variety of research methodologies and data analytic techniques, with a special emphasis on those which are relevant to the student's planned research to be undertaken in the subjects Readings for Thesis in Management, and Thesis in Management.

21902 ADVANCED THEORY IN MANAGEMENT (F/T)

(12cp)

This is a readings and seminar subject, with students being allocated to supervisors within the School according to their specific topic areas. Students will also be required to attend and present papers to a graduate seminar. Students will be required to prepare two major papers, each of which will critically review the literature and evaluate recent trends and practices in an area not directly related to that chosen for the subjects Readings for Thesis in Management, and Thesis in Management. Empirical research is not required for this subject.

21903 READINGS FOR THESIS IN MANAGEMENT

(6cp)

Provides the necessary groundwork for completion of 21904/21905 Thesis in Management. Students will be allocated to supervisors within the School according to the topic area and it is expected that a student will have the same supervisor for Thesis in Management. Students will be required to prepare a single written research proposal which will contain a literature review of the relevant area and the aims and research methodology of the study to be undertaken for Thesis in Management.

21904 THESIS IN MANAGEMENT (F/T)

(24cp)

prerequisite 21903 Readings for Thesis in Management

The major research component of the Honours program which will give students experience in the design, execution and reporting of an empirical research project. The topic and the student's supervisor will remain the same as for 21903 Readings for Thesis in Management.

21905 THESIS IN MANAGEMENT (P/T)

(24cp)

prerequisite 21903 Readings for Thesis in Management

The major research component of the Honours program which will give students experience in the design, execution and reporting of an empirical research project. The topic and the student's supervisor will remain the same as for 21903 Readings for Thesis in Management.

21906 ADVANCED THEORY IN MANAGEMENT (P/T)

(12cp)

This is a readings and seminar subject, with students being allocated to supervisors within the School according to their specific topic areas. Students will also be required to attend and present papers to a graduate seminar. Students will be required to prepare two major papers, each of which will critically review the literature and evaluate recent trends and practices in an area not directly related to that chosen for the subjects Readings for Thesis in Management, and Thesis in Management. Empirical research is not required for this subject.

22028 ACCOUNTING PRACTICES (LEISURE SERVICES)

(5cp)

Enables students 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 identify and use in managing on a day-to-day basis, the factors that are critical to continued funding of leisure services.

22105 ACCOUNTING A

(5cp)

Establishes the basic concepts of accounting and introduces accounting as an integral part of organisations and market place interaction. Considers in terms of a conceptual framework the generally accepted ideas that underpin the practice of accounting; provides an ability to prepare accounting reports together with an understanding of the nature and quality of accounting information; introduces 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 bookkeeping's unique ability to record market activity; (b) the body of the subject dealing with the accounting process (journals to ledger), double entry bookkeeping, 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

(5cp)

An introduction to computer technology and information systems concepts in a business setting to students who have had little or no prior experience in these areas. Students will examine concepts in relation to information systems in organisations; sociological issues emanating from the application and use of computer technology. Students will be exposed in a practical manner to the use and application of productivity software tools including comprehensive hands-on coverage of Lotus 1-2-3 spreadsheet program, MicroSQL database operations, and SAS statistics.

Topics covered include an introduction to computers and information systems; information systems in business; computer hardware and software; telecommunications; database management; information systems applications to office automation and transaction processing; decision support and expert systems; developing, planning, managing and controlling information systems.

22116 ACCOUNTING AND FINANCIAL MANAGEMENT

(5cp)

Enables students to prepare, analyse and utilise accounting and financial information in decision making, particularly in the context of manufacturing organisations.

Specifically, the subject is designed to provide students with learning experiences which will enable them to appreciate the concept of accounting as an information system; develop skills in recording and processing accounting information; develop skills in the generation of accounting reports (outputs) to meet users' decision needs; develop skills in the analysis and interpretation of accounting reports; appreciate the contemporary financial accounting and reporting environment and the accounting standards setting process; understand methods available for evaluating alternative investment opportunities; understand the costs and benefits of alternative means of financing investments; appreciate the elements of computer-based accounting systems; appreciate the way in which the computer can be used as an aid in financial analysis and investment evaluation; access relevant literature on accounting, finance and management.

Subject content covers the field and role of accounting; the books of account; income statement and balance sheet; management of resources; using basic accounting reports for analysis and decisions on financing; management accounting; absorption versus variable costing; cost-volume-profit relationships; the use of cost data for internal decisions; planning and controlling operations; new developments in cost accounting.

22125 ACCOUNTING EXPERIENCE 1

(9cp)

prerequisites 22105 Accounting A, 22205 Accounting B

Introduces students to accounting principles and their application in practice; identifies the purposes and uses of accounting data; enables them to discover the methods of recording, classifying, analysing and reporting financial data used in practice; ascertain the role of computing in these processes; ascertain and critically analyse the structure of the accounting system used in practice; analyse sub-systems of accounting, eg, payroll, debtors, inventory.

22205 ACCOUNTING B

(5cp)

prerequisite 22105 Accounting A

Equips 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.

22225 ACCOUNTING EXPERIENCE 2

(10cp)

prerequisite 22321 Management Accounting; corequisite 22421 Management Accounting 2

Introduces students to management accounting principles and their application in practice; assists in identifying the purposes and uses of management accounting data; discovers the methods of recording classifying, analysing and reporting cost and revenue data used in practice; and their uses in ascertaining the role of computing in these processes.

This subject will give structured exposure to a number of important management accounting topics, such as accounting for divisions, departments and other responsibility centres, tax planning, factory accounting, accounting for inventories and changes in management accounting requirements in the light of changing technologies and increasing automation, eg, JIT (Just-in-Time), TQC (Total Quality Control), CIM (Computer Integrated Manufacturing), FMS (Flexible Manufacturing Systems), and MRP (Material Requirements Planning).

22240 INTERNATIONAL ACCOUNTING

(5cp)

prerequisite 22105 Accounting A

In a rapidly changing world environment, the significance of international accounting has grown substantially along with the

expansion of international business activity and it is the objective of this subject to enable students to explore the complexity and the diversity of the international dimensions of accounting. A range of issues will be introduced with special reference to the comparative development of national accounting systems, international accounting standards and transnational reporting issues. While the subject covers a number of important areas, it will not only inform students about the major issues, ideas and development, but it will also stimulate further inquiry and debate.

Context of international accounting including the political, cultural and regulatory environment of multinational enterprises; comparative accounting systems of European countries, Japan and developing nations and the implications for disclosure and measurement practices; international financial reporting issues, accounting principles, and standards including proposals for uniformity; future trends in multinational enterprises and accounting standards.

22309 ACCOUNTING FOR OVERSEAS TRANSACTIONS

(5cp)

prerequisite 22205 Accounting B

Introduces students to the basic concepts underlying the variety of accounting issues involved in the recording and where necessary the reporting of overseas transactions. The subject will cover aspects of documentation, foreign exchange gains and losses, foreign exchange hedging, forward exchange contracts, accounting for the effects of overseas inflation financing overseas transactions and facilitation through government and non-government agencies. It will provide the skills and information needed to enable the accountant to advise clients on overseas transactions. It will also concentrate on the accounting treatment of overseas transactions as distinct from a marketing or economic approach to the subject area.

Import/export documentation as a source of accounting data; implications of foreign exchange concepts on accounting treatment; accounting in foreign currency; accounting for the impact of foreign inflation; transfer pricing.

22310 MANAGEMENT ACCOUNTING 3 (PROJECT)

(5cp)

prerequisites 22321 Management Accounting I, 22421 Management Accounting 2

Provides students with an understanding of the functions of controllership and of the role of the Management Control System in organisations. Emphasises the development and application of analytical skills in identifying and solving a wide variety of problems in organisations. Offers to students the knowledge and skills required to effectively control any organisation. The subject is offered in the industrial semester and draws on the opportunities for the student to review the in-place MCS of their sponsor, to analyse its strengths and weaknesses and apply the theory of controllership to real life situations.

22319 ISSUES IN FINANCIAL STATEMENT ANALYSIS

(5cp)

prerequisites 22205 Accounting B, 26122 Business Statistics

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 1

(5cp)

prerequisite 22205 Accounting B

Provides students with learning experiences which will enable them to develop the necessary skills and knowledge to appreciate the environment of contemporary company financial accounting and reporting; describes and evaluates the role and functions of the legislature, regulators and

professional bodies in shaping the form and content of the financial statements of companies; applies and evaluates 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

(5cp)

prerequisite 22205 Accounting B

Introduces 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 subject 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.

22409 AUDITING PROJECT

(5cp)

prerequisites 22115 Business Information Systems, 22205 Accounting B, 79365 Company Law

Provides students with an understanding of the auditing process of obtaining evidence about the entity under audit, evaluating the evidence, making judgments and communicating those judgments to the interested parties. A major project will be used to develop skills in analytical review, internal control and risk analysis and systems-based auditing in both EDP and manual environments. Other concepts covered in the project include audit objectives, evidence,

documentation, materiality, audit planning, sampling and the development of audit programs.

Auditing theory, the legal and ethical environment in which auditing operates, the audit report and public sector audits will be presented in lectures.

22420 FINANCIAL ACCOUNTING 2

(5cp)

prerequisite 22320 Financial Accounting I

Develops the skills and knowledge necessary 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.

Topics covered are as follows: 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

(5cp)

prerequisite 22321 Management Accounting I

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

Financial control systems; cost-volume-profit analysis; the estimation of cost, revenue and profit functions; deterministic and probabilistic cost models; cost analysis and forecasting using regression analysis; budgeting – the budgeting process: objectives, procedures and issues; the master budget and sub-schedules; cash-flow forecasting and budgeting; capital budgeting and its integration into the master budget; cost and profit analysis under constrained conditions; management accounting applications of linear programming techniques; decision analysis and

management accounting; decision making under uncertainty; information economics; the expected value of information; project costing and management – critical path method, project evaluation and review technique and management accounting; inventory management.

22515 COMPUTER-BASED ACCOUNTING

(5cp)

prerequisites 22205 Accounting B, 22115 Business Information Systems

Introduces students to the concepts of computerised accounting and the general operation of several microcomputer accounting packages; provides opportunities for students to become experienced in the installations and operation of accounting packages for the small business; enables students to evaluate and advise on their suitability of several accounting packages for a variety of small businesses.

Accounting framework for small business; hardware selection; several microcomputer accounting packages will be introduced; general ledger; stock and accounts receivable; accounts payable and cash books; comparison and evaluation of the major features of several accounting packages.

22520 FINANCIAL ACCOUNTING 3

(5cp)

prerequisite 22420 Financial Accounting 2

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

(5cp)

prerequisite 22321 Management Accounting 1

Provides 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

(5cp)

prerequisites 22115 Business Information Systems, 22320 Financial Accounting I; corequisite 22420 Financial Accounting 2

Provides 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.

22565 BUSINESS INFORMATION SYSTEMS 2

(5cp)

prerequisite 3I224 Data Processing or 22I15 Business Information Systems

Presents a basic set of tools and techniques that can be used by the analyst and designer. Information systems and the organisation; documentation; files concepts; implementation and testing; application package evaluation; overview of information systems.

22566 ACCOUNTING FOR SMALL BUSINESS 1

(5cp)

Develops the knowledge and skills required by accountants in dealing with the problems which are unique to their professional work in the small business sector. The subject will highlight and emphasise the practical matters associated with the initiation and growth of a small business.

Overview and requirements of establishing a business; economic business cycles growth and future; financing the business; accounting – records, control, costing and pricing; financial analysis and management; appraisals and acquisitions; taxation and tax planning; insurance and risk; planning and budgeting.

22567 ACCOUNTING FOR SMALL BUSINESS 2

(5cp)

Develops an understanding of the techniques used to analyse financial data for small business; to apply these techniques with the aid of microcomputers; and to develop integrated business plans to assist in the decision-making process in small businesses.

Outline and revision of basic spreadsheet terminology and function; data collection and analysis; cost-volume-profit relationships; budgeting planning models; financial budgeting; budgeting for cash flows and capital expenditure budgets; performance evaluation.

22568 BUSINESS SYSTEMS IMPLEMENTATION

(5cp)

prerequisites 22I15 Business Information Systems, 22565 Business Information Systems 2

Introduces students to the development and implementation of computer systems using COBOL. In an accounting and business environment COBOL is the most common programming language used. The quality of the software developed and the efficiency of the development can only be fully appreciated if the user possesses a reasonable level of understanding of the language and its syntax. In addition, students will be introduced to data flow design and methodologies; copy-down structure design; structured programming and other program design techniques. Test data specification and implementation procedures will be used for testing the program produced.

COBOL language history; concept of compilers; COBOL syntax, COBOL structure; program design; testing methods; top down implementation; structured programming techniques.

22606 INFORMATION SYSTEMS PROJECT

(5cp)

prerequisites 22I15 Business Information Systems, 22565 Business Information Systems 2, 22568 Business Systems Implementation

Builds on the knowledge gained by students in the two earlier subjects in information systems design and programming by means of a supervised implementation of an information systems project in an accounting/business environment. Advanced program design and structured techniques, team programming techniques will develop project management skills in the participants. In addition, systems software such as UNIX, MS DOS, VAX VMS software will be taught so that students will appreciate the problems of interfacing systems software at the application implementation level. A final segment will deal with a comparison of a range of programming languages used in systems. Specific emphasis will be placed on database systems such as PICK and UNIFY.

Structured design techniques; walkthroughs; software engineering; database design; database implementations such as PICK and UNIFY; operating systems such as MS DOS, UNIX, XENIX, and VAX VMS.

22610 ACCOUNTING FOR INSOLVENCY

(5cp)

prerequisite 22205 Accounting B

Provides students with the accounting knowledge needed for businesses which are being liquidated; studies the characteristics and financial management mistakes leading to the failure of such businesses; and introduces students to the accounting requirements of deceased estates. Executorship; bankruptcy; the practice of termination accounting; case studies including financial management aspects of failed businesses.

22901 RESEARCH METHODS IN ACCOUNTING

(4cp)

prerequisite admission to the Honours program

Acquaints students, first, with the nature of accounting theory and research and, secondly, equips students with the skills to carry out empirical research in accounting. Various schools of thought are covered from natural scientific (positive) accounting research, to interpretive and critical accounting research. Students are also taught how to design (true and quasi-) experimental research and case study research, as well as how to conduct a survey. Students are also exposed to accounting research using the various approaches.

22902 ADVANCED THEORY IN FINANCIAL ACCOUNTING

(8cp)

prerequisite admission to the Honours program

Introduces students to the current developments in financial accounting research. The issues considered are intended to provide students who are interested in conducting empirical research in financial accounting with the knowledge-base with which to conduct their own financial accounting research.

22903 ADVANCED THEORY IN MANAGEMENT ACCOUNTING

(8cp)

prerequisite admission to the Honours program

Introduces students to the current developments in management accounting research. Various roles of management accounting in organisations and society are considered. Students who have taken this subject will acquire the knowledge base essential to conduct their own management accounting research.

22905 READINGS IN ACCOUNTING

(4cp)

prerequisite admission to the Honours program

The student is expected to work very closely with a supervisor to identify a research topic which will form the basis for the Honours thesis. The student is expected to carry out extensive research in the library in order to be familiar with the specific research issues as well as the current developments in an area of concern to the students. The role of the supervisor is to provide students with the appropriate guidance in the development of a research proposal. The student is expected to write a thesis proposal of approximately 5,000 words (which can form the basis for the first part of the thesis) which is usually in the following format:

- introduction to the research problem
- review of the literature
- statement of research objective
- statement of the research methodology and methods
- statement of the expected contribution to accounting knowledge.

22906 THESIS IN ACCOUNTING

(24cp)

prerequisite admission to the Honours program

The thesis is the most important component of the Honours program since the coursework and readings are mainly intended to prepare students to conduct empirical research on which the Honours thesis in accounting will be based. Whilst the Honours thesis is not necessarily

expected to make a major contribution to accounting knowledge, it is expected to show the student's ability to grasp the relevant accounting issues, as well as the ability to conduct a 'good' piece of social science research (what is a good piece of research very much depends on the methodology adopted).

24105 PRINCIPLES OF MARKETING

(5cp)

Develops an awareness and understanding of marketing concepts and how these concepts apply to profit and not-for-profit organisations. Provides the foundations from which a more advanced study of marketing may be pursued. Shows the relevance of the need for a marketing orientation in a dynamic and changing business environment. Allows 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. The subject also develops and enhances 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.

24106 ADVANCED MARKETING

(5cp)

prerequisites all Year I subjects, 24105 Principles of Marketing

Designed to enable manufacturing management students to understand the marketing systems and relationships critical to the manufacturing process. Students will gain an understanding of the interrelationships between marketing and manufacturing through in-depth consideration of the marketing planning process. After this overview, specific marketing areas which impact on manufacturing will be presented and discussed. These include: new product feasibility analysis (how to decide what to manufacture); customer relationship (how to develop and maintain an efficient distribution channel); purchasing (how to

develop cost-efficient and productive long-term relationships with providers of inputs of goods and services to production).

The marketing planning process – the marketing plan; the marketing system; end user relationships – new product feasibility analysis; marketing across international boundaries; customer relationships – distribution analysis; physical distribution management; sales force management; trade marketing; product recall programs; marketing communications; export marketing; supplier relationships – the purchasing process; buying and negotiating; logistics; tenders; selecting a supplier.

24202 BUYER BEHAVIOUR

(5cp)

prerequisite 24105 Principles of Marketing

Introduces 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

(5cp)

prerequisite 24309 Fundamentals of Marketing Research

Develops expertise in the application of quantitative methods relevant to the marketing profession. Introduction to decision analysis: marketing models in Lotus 1-2-3 exploratory analysis; sales forecasting; optimisation.

24205 BUSINESS TO BUSINESS MARKETING

(5cp)

prerequisites 24105 Principles of Marketing, 24202 Buyer Behaviour

Develops an understanding of the concepts and theories which guide the conduct 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

(5cp)

prerequisite 24105 Principles of Marketing; corequisite 24202 Buyer Behaviour

Provides a theoretical framework for students to appreciate the interrelationship of the advertising function with the other functional areas of business. Develops and enhances decision-making skills in advertising and sales promotion. Provides students with skills that will directly facilitate advertising and promotion effectiveness; develops 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

(5cp)

prerequisite 24105 Principles of Marketing

Introduces international marketing using the marketing concepts, and considers 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.

24306 SERVICES MARKETING

(5cp)

prerequisite 24105 Principles of Marketing

Builds upon existing marketing knowledge by increasing students' understanding and awareness of issues distinctive to services. In conjunction with examining marketing objectives and tasks for services and/or service divisions within companies, students critically assess current marketing approaches by service sector operators.

Services marketing as a field of study; developing frameworks for services marketing; customer focus; the nature of service quality; creating and delivering new services; measurement of customer perceived quality; marketing to existing customers; marketing to your internal customer; managing the evidence; marketing communication and promotion of services; implementing a service marketing culture; services marketing strategy.

24309 FUNDAMENTALS OF MARKETING RESEARCH

(5cp)

prerequisites 26122 Business Statistics, 24202 Buyer Behaviour

Examines the purposes and methods of marketing research. Nature of the 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

(5cp)

prerequisite 24203 Quantitative Analysis in Marketing

Studies 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

(5cp)

prerequisite 24430 Applied Marketing Research

Develops the ability to apply decision-making skills to problems of marketing strategy; provides 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

(5cp)

prerequisite 24309 Fundamentals of Marketing Research

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

24510 ADVERTISING RESEARCH METHODS

(5cp)

prerequisites 26122 Business Statistics, 24210 Advertising Management

Teaches qualitative and quantitative methods of advertising research relevant to the

development, testing, and evaluation of advertising campaigns. Advertising strategy research; advertising content research; ad testing; campaign evaluation (tracking) research.

24517 CONTEMPORARY ISSUES IN INTERNATIONAL MARKETING

(5cp)

prerequisite 24220 International Marketing

Builds upon and applies knowledge gained in International Marketing to specific conceptual and empirical issues in international marketing; increases awareness and improves understanding of issues beyond the scope of topics covered in traditional international marketing subjects.

Macro/micro concerns; the internationalisation of individual organisations, markets and nations; the globalisation of markets and its impact on Australian organisations; the internationalisation of marketing/business education; the multinational; the role of government; standardisation versus a day's ration; less developed versus redeveloped countries; marketing and standardisation of life styles across cultures; corruption; Australia's role; concepts, models of theories of consumer behaviour, political risk assessment; impact of culture; comparative marketing systems; life cycles of firms; growth and expansion; research methodologies; surveys – the reliability of measures.

24518 INTERNATIONAL MARKETING COUNTRY STUDY

(10cp)

prerequisite 24220 International Marketing

Broadens and develops students' awareness and appreciation of international marketing as well as developing practical skills in various international marketing research activities.

Comparative systems; frameworks for assessment of systems; secondary research sources; primary methods in international marketing; identification and evaluation of similarities and differences in the Australian and foreign environments; identification of opportunities; country visits – discussion with various trade bodies; collection and assessment of information; report writing.

24604 ADVERTISING PROJECT

(5cp)

prerequisite 24510 Advertising Research Methods

The overall objective is for students, who work throughout the semester in an advertising agency-like team, to gain experience in conducting a comprehensive advertising project for a real client. Conduct back-ground research in response to client's brief; set specific objectives and formulate advertising strategy; create and test advertising and support promotion; select media; establish budget; present report to client.

24607 INTERNATIONAL MARKETING MANAGEMENT PROJECT

(5cp)

prerequisite 24220 International Marketing

The application of knowledge within a business organisation; students will develop a project proposal outlining the methodology for in-depth investigation of a particular problem; analyse primary and secondary data gathered from the client organisation and outside sources; prepare an oral and written report of approach and finding, in areas such as – entry strategies to foreign international markets, international product, pricing, promotion, distribution strategies, coordination and control of international marketing programs.

Project proposals; periodic progress reports; final written report; oral presentations.

24901 ADVANCED THEORY IN MARKETING

(8cp)

prerequisite admission to the Honours program

An overview of the theoretical processes that underpin marketing as an academic and managerial function in society. Major alternative marketing paradigms are examined in an historical and contemporary framework.

24902 RESEARCH METHODS IN MARKETING

(8cp)

prerequisite admission to the Honours program

Advanced theories and methods applied in marketing research. It provides a founda-

tion for developing research topics, analysing their strengths and weaknesses as well as executing a research topic.

24903 READINGS FOR THESIS IN MARKETING

(8cp)

prerequisite admission to the Honours program

Provides an opportunity to engage in structured literature review prior to selecting a thesis topic. Improve awareness of up-to-date research in marketing by exploring current research activities of recently published authors.

24904 THESIS IN MARKETING (F/T)

(24cp)

prerequisites 24901 Advanced Theory in Marketing, 24902 Research Methods in Marketing, 24903 Readings for Thesis in Marketing

An independent 20,000 word research report.

24905 THESIS IN MARKETING (P/T)

(24cp)

prerequisites 24901 Advanced Theory in Marketing, 24902 Research Methods in Marketing, 24903 Readings for Thesis in Marketing

An independent 20,000 word research report.

25110 MICROECONOMICS

(5cp)

Develops an understanding of micro-economic theory as a basis for further studies in business, an ability to analyse the operation of the economy and a capacity 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.

25111 ECONOMICS OF LEISURE AND TOURISM

(5cp)

Develops an understanding of micro-economic theory and concepts; applies microeconomic theory and concepts to the contemporary Australian economy; explains how economic analysis can be used to examine firm and corporate behaviour and decisions relating to issues such as pricing, production and adaption to change; outlines the various aims that may be adopted by firms and corporations and examines how and why those aims are formed; examines the role of organised labour in the economy, particularly in respect to the demand and supply of labour; develops a framework with which to evaluate the impact of government policy relating to the economic and social impact of firms and corporations; and develops an understanding of the major aspects of government policy relating to markets and resource allocation in Australia and assesses the purposes and effectiveness of these policies.

25112 BUSINESS ECONOMICS

(5cp)

Develops an understanding of basic economic theory and the link between the macro and microeconomy; examines the effect of economic issues upon corporate behaviour and production decisions; develops an understanding of consumer behaviour and the market mechanism with regard to resource allocation and government macro and micro policy; applies economic theory to production and planning decisions within organisations with special reference to the manufacturing industry; examines the issues in the labour market and examines the effect that current restructuring may have on the Australian manufacturing industry in the context of achieving government aims of world class manufacturing; enables students to have a broad perspective on the contribution of economic theory to the place of the Australian manufacturing industry now and in the future, from both a domestic and international perspective.

Overview of the current state of the Australian economy; aggregate demand and supply; income determination; cost benefit; the monetary sector; money demand and supply; preferences and demand; how markets work; production and production

decisions; corporate behaviour and regulation; factor markets; international perspective of Australian industry.

25113 FINANCE FOR MANUFACTURING MANAGEMENT

(5cp)

prerequisites all Year 1 subjects;
corequisites with all Year 2 subjects

Introduces students to the essential concepts of financial decision making in a manufacturing environment. A study of the basic elements of financial decision making is central to the subject aim of providing minimum vocational and disciplinary competence for entry into a manufacturing career. It is an essential building block for later elements in the degree such as decision support systems and strategic manufacturing policy.

Introduction to corporate finance; mathematics of finance; discount cash flow (DCF) techniques; financial statement analysis; break-even analysis; the investment decision; working capital management.

25202 BUSINESS FORECASTING

(5cp)

prerequisites 26122 Business Statistics, 25406 Quantitative Techniques in Finance and Economics

Develops 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

(5cp)

prerequisite 25110 Microeconomics

Develops 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 Phillip's curve; stagflation.

25210 MICROECONOMIC POLICY

(5cp)

prerequisite 25110 Microeconomics

Shows how and why governments become involved in the private sector. Topics include 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.

25301 FINANCIAL MANAGEMENT

(5cp)

prerequisite 23106 Economics

Financial Management is a specialised field of study which provides the analytical framework for corporate financial decisions. Its objective is to introduce students to financial theory and to the tools of financial decision making in the context of the Australian institutional environment. Financial Management is concerned primarily with investment project evaluation and determining the financing mix necessary to achieve the firm's financial objectives.

25303 INDUSTRY ECONOMICS

(5cp)

prerequisite 25110 Microeconomics

Examines 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

(5cp)

prerequisite 25209 Macroeconomics

Analyses key Asian economies and their developing economic relations with Australia. Topics covered are developed economies: Australia and Japan; newly industrialised economies: first generation; South

Korea, Taiwan, Hong Kong and Singapore; newly industrialised economies: second generation economies; special cases: China.

25305 LABOUR MARKET ECONOMICS

(5cp)

prerequisite 25209 Macroeconomics

Examines 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

(5cp)

prerequisite 25209 Macroeconomics

Provides an understanding of the operation of the agricultural and mining sectors of the Australian economy and reinforces 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; 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

(5cp)

prerequisite 25209 Macroeconomics

Provides an understanding of the multiple economic objectives of the public sector and the trade-offs which have to be made; examines normative models of the public household; investigates the economic environment within which decisions are made; assists comprehension of ways of measuring public sector performance and to assess empirical results; further enhances students' skills in microeconomics. 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

(5cp)

prerequisite 25209 Macroeconomics

Provides an understanding of the functioning of Australia's financial markets and institutions; develops skills in pricing financial securities and knowledge of synthetic financial instruments. Valuing financial instruments; the financial system and the Reserve Bank; introduction to banking; financial intermediation; interest rate determination; financial market theory; foreign exchange market; futures and options.

25309 MACROECONOMIC POLICY

(5cp)

prerequisite 25209 Macroeconomics

Within the context of 'open economy models' explains the behaviour of major macroeconomic variables; evaluates the current policy debates, and the performances of the policymakers; 'forecasts' 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

(5cp)

prerequisites 26122 Business Statistics, 22105 Accounting A; corequisite 25308 Financial Institutions and Markets

Introduces 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

(5cp)

prerequisite 25209 Macroeconomics

Provides 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

(5cp)

prerequisite 25209 Macroeconomics

Aims 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

(5cp)

prerequisite 25209 Macroeconomics

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 CIS; 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.

25330 APPLIED BUSINESS ECONOMICS

(5cp)

prerequisites 25209 Macroeconomics, 25314 Business Finance I, 22115 Business Information Systems

Demonstrates 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.

25350 PRINCIPLES OF RISK AND INSURANCE

(5cp)

prerequisites 25314 Business Finance I, 25308 Financial Institutions and Markets

Introduces the theory of risk and discusses the role of insurance as a commercial, economic and social institution. The influence of uncertainty and risk on financial decisions, the evolution of the insurance function and the principal statutory controls governing the transaction of insurance business in Australia will be examined. Theory of risk and the role of the insurance-risk concepts and types of risk and uncertainty; the insurance mechanism and methods of handling risk; an overview of risk management techniques. The insurance institution – historical development; the evolution of insurance functions; contemporary structure. The insurance industry – organisation and industry concentration; regulation of insurance industry; legal issues governing conduct of insurance business in Australia.

25403 THEORY OF GENERAL INSURANCE

(5cp)

Aims to develop competence in the application of statistical and quantitative methods to the range of pricing of general insurance products and in the application of underwriting principles to the management of an insurance portfolio. Criteria for insurability; quantitative and statistical method; pricing and rating bases; portfolio mix; insurance portfolio management (portfolio definition, company strategy of sources of business, underwriting policy, claims, reinsurance, administration portfolio performance, business planning).

25404 LIFE INSURANCE PRACTICE

(5cp)

Aims to develop an understanding of the legislature influences impacting on the life insurance industry, the business, underwriting and claims practices associated with the conduct of life insurance operations and the development of new life insurance and related products now coming onto the market. Business environment and ethics; integration of actuarial, financial and marketing management; underwriting; claims management; management of intermediaries; administration of contracts; advanced application of life insurance; diversification of life offices.

25405 VENTURE CAPITAL FINANCE

(5cp)

prerequisite 25314 Business Finance I

Provides a good knowledge of the financial institutions and decision processes involved in financing a range of new ventures. The nature of the venture capital market and investment processes, and the growing number of financial institutions involved as venture capital suppliers; an analysis of the various types of new ventures appropriate for venture finance, including start-up, expansion and management buyout. The knowledge acquired will be relevant to students seeking employment in institutions such as trading and merchant banks, large corporations commercialising new products, and entrepreneurs developing businesses.

25406 QUANTITATIVE TECHNIQUES IN FINANCE AND ECONOMICS

(5cp)

prerequisite 26122 Business Statistics

Develops sound quantitative skills to enable students to enhance their understanding of financial and economic models. Students will be introduced to calculus, matrix algebra, regression and financial mathematics and appropriate applications.

25409 COMMERCIAL BANKING AND FINANCE

(5cp)

prerequisite 25314 Business Finance I

Introduces students to a broader view of changing banking environment; develops understanding of financial decision making in banking; introduces 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; bank's 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

(5cp)

prerequisites 25314 Business Finance I, 22205 Accounting B, 25406 Quantitative Techniques in Finance and Economics

Aims 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.

25415 PERSONAL INVESTMENT

(5cp)

Provides 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.

25416 ECONOMICS OF MONEY AND FINANCE

(5cp)

prerequisite 25308 Financial Institutions and Markets

The primary objective 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.

25417 LIABILITY INSURANCE

(5cp)

prerequisites 25350 Principles of Risk and Insurance, 25403 Theory of General Insurance

Develops an understanding of the areas of law giving rise to insurance liabilities, assessment of liability risks, and the various forms of liability insurance contract wordings and their interpretation. Insurance liabilities - definition; an overview of relevant areas of law; assessment of liability risk. Major classes of liability insurance - public liability; products liability; umbrella and excess forms; workers' compensation; professional indemnity; directors' and officers' liability; environment impairment liability.

25418 PROPERTY INSURANCE

(5cp)

prerequisites 25350 Principles of Risk and Insurance, 25403 Theory of General Insurance

Develops an understanding of the underwriting, management and claims settling processes related to property insurance. Property insurance practices - risk assessment; underwriting practices; claims settlement. Major classes of property insurance - commercial property and consequential loss; industrial special risks; contract works; business interruption insurance.

25420 APPLIED FINANCIAL MANAGEMENT

(5cp)

prerequisite 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 5.

Provides 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 subject 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

(5cp)

prerequisites 25314 Business Finance I, 25308 Financial Institutions and Markets

Introduces students to the theoretical framework and the practical techniques associated with exchange rate exposure, differing sociopolitical 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

(5cp)

prerequisite 25314 Business Finance I

Develops 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.

25501 FINANCIAL PLANNING MODELS

(5cp)

prerequisite 25314 Business Finance I

Introduces students to the use of tools available in financial planning and to development of small planning models based on subject work. Overview of types and range; corporate models; forecasting; budgets; mergers and acquisitions; costing systems; bargaining models; project financing; manpower planning; advertising models and decision support systems; scheduling and operating modelling; linear programs and chance constrained programming.

25502 CURRENT ISSUES IN FINANCE

(5cp)

prerequisite 25314 Business Finance I

Introduces the theoretical foundation of modern finance; examines the implications of theory for corporate financial decision making; and identifies some of the current issues in finance. Methodological issues; capital structure theory; theories of takeovers; the effects of inflation on corporate profitability.

25503 INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

(5cp)

prerequisite 25314 Business Finance I

Introduces the conceptual and theoretical framework of the portfolio approach to investment in assets; applies techniques of portfolio analysis and investment management; and introduces the pricing and uses of the newer financial securities. Mathematical and statistical basis; combining securities into portfolios; efficient sets; 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

(5cp)

prerequisites 25314 Business Finance I, 25406 Quantitative Techniques in Finance and Economics

Enables Finance majors 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 Capital Asset Pricing Model (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.

25513 ISSUES IN BANKING

(5cp)

prerequisite 25522 Bank Lending

Develops an understanding of major matters of current importance in banking. Telecommunications – banking; managing exchange risk; cash flow; lending; deregulation; how swaps work; balance sheet financing; futures options; counting risk analysis and the international debt problem; prudential supervision and banking; management of change in banking; off balance sheet financing.

25522 BANK LENDING

(5cp)

prerequisite 25314 Business Finance I

Develops an understanding and appreciation of sound and practical banking practices, including lending, international trade, current issues. Review of the banking industry; lending principles and practice; loans, advances and other financing instruments; corporate lending practices; project finance; international financing.

25552 REINSURANCE

(5cp)

Examines the role of reinsurance with respect to the need for risk spreading, and the protection of insurers' funds. Legal principles, types of reinsurance contracts, treaty and facultative forms of reinsurance, proportional and non-proportional treaties, property and liability reinsurance, and other classes, treaty accounting, financial aspects, Australian legislation governing reinsurance and reinsurance markets.

25553 RISK MANAGEMENT

(5cp)

Offers a framework of risk management within the corporate environment and to develop an understanding of the operational aspects of risk management programs. Techniques of stating objectives, the determination of funding mechanisms, the development and use of information systems, optimum risk funding mechanisms, creating both pre-loss and post-loss control programs, risk management information systems, the internationalisation of risk management.

25554 SUPERANNUATION AND RETIREMENT PLANNING

(5cp)

Develops an advanced level of understanding of superannuation and retirement products. Product knowledge, taxation implications, investment practices, administration practices, actuarial reviews and developments that are currently taking place, superannuation plans and retirement benefits including death and disability, member contributions and withdrawals, retrenchment and vesting, taxation implications covering employer sponsored and non-employer sponsored funds.

25605 REAL ASSET INVESTMENT AND MANAGEMENT

(5cp)

prerequisites 25621 Financing Decisions, 25506 Asset Pricing and Capital Market Studies

How to create and run sophisticated financial planning models, examine in depth the various analytical techniques for evaluating capital budgeting decisions, evaluate investment and management of working capital, review the impact of investment decisions on an organisation's strategy for survival and success in a dynamic environment, and 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.

25606 FINANCIAL TIME SERIES ANALYSIS

(5cp)

prerequisite 25406 Quantitative Techniques in Finance and Economics

Studies the time series properties of important financial series and examines all the traditional statistical techniques and models, eg, ARIMA. Considers some of the more recent developments in time series analysis such as VAR and non-linear time series.

25607 SECURITIES MARKET REGULATION

(5cp)

prerequisites 25314 Business Finance I, 79101 Law for Business

Develops an understanding of the regulatory nature of securities markets, including the process of regulation and the various players involved. Develops an understanding of the different theoretical frameworks, within which regulations can be analysed. Shows how 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; mischievous rule model of regulation and the doctrine of fiduciaries; market manipulation; insider trading; takeovers; information disclosure and creative accounting; licensing market players (brokers, advisers).

25620 ADVANCED FINANCIAL INSTRUMENTS

(5cp)

prerequisites 25314 Business Finance I, 25406 Quantitative Techniques in Finance and Economics

Provides students with an understanding of the various derivative instruments used in modern financial markets. Gives 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

(5cp)

prerequisites 25314 Business Finance I, 25406 Quantitative Techniques in Finance and Economics

Provides 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

(5cp)

prerequisite admission to the Honours program

Provides the student with the techniques needed to analyse and price derivative securities as well as some of the key associated quantitative arguments. Topics include an 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; alternatives to Black-Scholes option pricing.

25902 ADVANCED CORPORATE FINANCE

(5cp)

prerequisite admission to the Honours program

Provides an understanding of the motivation, construction and empirical testing of finance theory, and prepares students for more advanced work in corporate finance. The subject covers a selection of the classic papers in corporate finance, some current research work and a substantial quantity of Australian empirical work. The research work studied is concerned with the major issues involved in the firm's investment and financing decisions, and the interaction of these activities and investor behaviour in the markets for the firm's securities.

25905 ASSET PRICING AND CAPITAL MARKET STUDIES (HONOURS)

(5cp)

prerequisites 26122 Business Statistics, 25406 Quantitative Techniques in Finance and Economics, or Second Level (348 Prefix) Mathematics Subject

Develops equilibrium models for the pricing of risky assets within a capital market structure. Lays the foundation for this development by in-depth examination of decision making under both certainty and uncertainty, as well as the mean-variance analysis of portfolio selection. The well-known Capital Asset Pricing Model (CAPM) is then derived and the risk index, beta, defined. Measurement of beta in practice is critically examined. Relaxation of some of the original CAPM assumptions provides alternative models, with an emphasis on the Arbitrage Pricing Theory. Empirical evidence relating to these models is subjected to extensive review.

25906 INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT (HONOURS)

(5cp)

prerequisites 25314 Business Finance I, 25905 Asset Pricing and Capital Market Studies (Honours)

Provides an advanced understanding of the theory and empirical evaluation of modern financial investment. Topics include the analysis of the basic features of the various types of options, equilibrium models of option valuation, evidence of their empirical testing, the application of the portfolio model to problems in international finance, and a detailed discussion of market efficiency.

25911 ADVANCED BUSINESS FORECASTING

(5cp)

prerequisite admission to the Honours program

Extends students' knowledge of econometrics and model building, thus enabling them to comprehend the advanced research literature and to confidently use econometric techniques in their own research. Topics include data, data sources and transformations; single equation estimation, least squares and maximum likelihood methods; predictive models; extension of basic linear regression ANOVA,

ANCOVA, GLS; specification problems, lags and distributed lags, specification error, errors in variables, structural breaks; simultaneous equation systems, identification, indirect and two stage least squares, instrumental variables, full information maximum likelihood; coverage of some advanced techniques such as ARCH, GARCH cointegration and non-linear models.

25912 ADVANCED MACROECONOMICS

(5cp)

prerequisite admission to the Honours program

Explores the models and methods used by macroeconomic policy makers. This exploration is conducted on a theoretical level through the investigation of the Classical and Keynesian models. The practical aspects of policy making and evaluation are addressed through the construction of an empirical model and its use in evaluating a government policy change.

25913 ADVANCED MICROECONOMICS

(5cp)

prerequisite admission to the Honours program

The main objective of this subject is to develop a rigorous understanding of the theory of decision making under uncertainty. Topics include the theory of choice; state preference theory; the mean-variance criteria; capital market equilibrium CAPM and APT; efficient capital markets – theory and evidence.

25914 HONOURS SEMINAR IN FINANCE AND ECONOMICS

(5cp)

prerequisite admission to the Honours program

Enhances students' research ability to help them both in selecting a thesis topic and developing the skills required for successful completion of the thesis. Topics include the nature of research; the development of a research proposal; the structure of a thesis; developing theoretical models; normative and descriptive theory; empirical research techniques; experimental design; data collection; the problem of controls; statistical and simulation studies; internal and external validity; measurement and reliability; and a selection of particular methodologies such as event study techniques, experimental economics, survey research, behavioural research, testing market efficiency.

25916 THESIS IN FINANCE AND ECONOMICS

(18cp)

prerequisite admission to the Honours program

A thesis on a topic chosen by the student in consultation with his/her supervisor.

26122 BUSINESS STATISTICS

(5cp)

Gives students an appreciation of the power and utility of the statistical method as a practical management tool, and introduces 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

(5cp)

On completion of this subject the student will: appreciate different roles played by recreation leaders in the provision of recreation programs 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.

27105 NUTRITION FOR PHYSICAL ACTIVITY

(5cp)

prerequisite 27126 Leisure in Australia

Examines the importance of nutrition in maintaining a healthy lifestyle and in physical performance. Content includes eating patterns, food groups, weight control, obesity, energy sources, exercise and diet, pre- and post-competition means and myths and fallacies of sports nutrition. This subject is relevant to those pursuing a career in health/fitness management, sports coaching and/or community recreation.

27106 SOCIAL PSYCHOLOGY OF LEISURE

(5cp)

prerequisite E2105 Developmental and Educational Psychology (BA Leisure Studies/Assoc Dip, BA Human Movement Studies 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 MANAGEMENT

(5cp)

prerequisite 27126 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

(5cp)

prerequisite 27126 Leisure in Australia

Provides an understanding of the relationship between leisure and education within the context of Australian society; enables students to comprehend the structure and organisation of Australian education service delivery systems as they relate to leisure; and to gain an appreciation of the strengths and weaknesses of different agency responses to the need for leisure education services.

27125 FUNCTIONAL ANATOMY

(5cp)

Provides an understanding of the major anatomical systems of the body; to learn and identify the various anatomical structures and their functions; develops a sound structural basis for subsequent physiologi-

cal and human movement science studies; analyses the anatomical fundamentals of human motion.

27126 LEISURE IN AUSTRALIA

(5cp)

Aims to develop a basic understanding of leisure and recreation in the context of world history and contemporary Australian society; an awareness of the interdisciplinary nature and scope of leisure studies, and an ability to develop a personal philosophy and critical perspective of leisure and recreation; and to be familiar with organisational structures and responses to leisure and recreation in Australia.

27127 LEISURE IN SOCIAL CONTEXT

(5cp)

The development of a disciplined way of understanding leisure in its social context; an introduction to the literature of sociology and sociological analysis; the ability to apply sociological analysis to the phenomenon of leisure; and the development of a critical understanding of the role of leisure in society with specific reference to Australia.

27128 TOURISM SYSTEMS

(5cp)

Provides the ability to demonstrate a conceptual knowledge of the major principles and phenomena involved in leisure-based tourism and other forms of travel; uses 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

(5cp)

A compulsory foundation skills subject for students in the Bachelor of Arts in Tourism Management, Bachelor of Arts in Leisure Studies, and Bachelor of Arts in Human Movement Studies. Reviews and evaluates the range of computer applications used in the leisure, tourism and related fields. Assists in the development of competency in dos, a popular wordprocessing program (WordPerfect), a spreadsheet package (Lotus 1-2-3), and a database application (dBase 3) which are commonly used in the industry.

27131 COMMUNITY ARTS

(5cp)

prerequisite 27126 Leisure in Australia

Provides the ability to develop an understanding of the role of community arts in Australian society; become familiar with the organisations that administer and fund community art forms; and develop a practical appreciation of the skills and resources necessary to organise and lead a community art.

27132 COMMUNITY FITNESS AND LIFESTYLE 1

(5cp)

prerequisite 27126 Leisure in Australia

Provides an understanding of the anatomical and physiological bases of fitness and its evaluation; familiarity with lifestyle factors and related agencies which influence community fitness; and the ability to develop a practical appreciation of the skills and resources necessary to both organise and lead community-based fitness programs.

27133 COMMUNITY FITNESS AND LIFESTYLE 2

(5cp)

prerequisite 27126 Leisure in Australia

Develops an appreciation of the relationship between inactive lifestyle and selected physical and psychological disorders; develops a further understanding of the social, economic and political factors and agencies which influence community fitness and a further understanding of the skills and resources necessary to organise and lead safe community-based fitness programs with a focus on specific population groups.

27134 OUTDOOR EDUCATION 1

(5cp)

prerequisite 27126 Leisure in Australia

Examines the concept of outdoor education from both a philosophical and programming viewpoint; examines environmental, social, political and economic forces that have influenced and continue to shape the development of outdoor education programs in Australia; and develops a practical appreciation of the skills and resources necessary to both organise and lead environmental awareness, bushwalking and lightweight camping programs in the environs of Sydney.

27135 OUTDOOR EDUCATION 2

(5cp)

prerequisite 27134 Outdoor Education 1

An exploration of the development of contemporary attitudes towards the outdoors and the ways in which these attitudes are reflected in behavioural interactions with this environment; an examination of the conceptual and practical relationships between outdoor pursuits, the physical environment, and personal development; the development of a practical appreciation of the skills and resources necessary to organise outdoor education programs selected from the following: abseiling, rock climbing, caving, canoeing, cross-country skiing and orienteering.

27136 SPORT IN RECREATION

(5cp)

prerequisite 27126 Leisure in Australia

Gives an understanding of the role of sport in Australian society; provides an account of the organisations that administer and provide opportunities for sport, with an emphasis on community-based programs; and develops a practical appreciation of the skills and resources necessary to both organise and lead sports in a variety of contexts.

27137 WATER-BASED RECREATION 1

(5cp)

prerequisite 27126 Leisure in Australia

Examines the growth and extent of water-based recreation in Australian society; an understanding of the administrative structures which have evolved to cater for water-based recreation; and develops a practical appreciation of the skills and resources

necessary to program for selected water-based activities.

27140 PROFESSIONAL PRACTICE 1

and

27240 PROFESSIONAL PRACTICE 2 (AD)

(5cp each)

27140 Professional Practice 1 is a prerequisite for 27240 Professional Practice 2

How to apply and develop the values, knowledge and skills acquired through the academic program; provides a practical appreciation of the skills necessary to organise and administer programs for different community groups; assists in clarifying career goals and develops contacts within the field.

27149 PERFORMANCE STUDIES 1

(5cp)

Develops an awareness of safety in performing gymnastics, and knowledge and understanding of techniques of performance for basic gymnastic skills; develops quality of performance of basic gymnastic skills on floor and selected apparatus; develops ability to design sequences of gymnastic movements and to perform them with confidence, style, rhythm and flow; demonstrates proficiency and versatility in the skills of bush dance; develops skill and knowledge of two team sports.

27150 PROFESSIONAL PRACTICE 1

and

27250 PROFESSIONAL PRACTICE 2 (BA)

(5cp - 27150); (9cp - 27250)

27326 Leisure and Specific Populations and 27224 Leisure Program Planning are corequisites to 27150 Professional Practice 1; 27150 Professional Practice 1 and 27225 Leisure Research 1 are prerequisites to 27250 Professional Practice 2

On completion of these subjects students will: have applied and developed the values, knowledge and skills acquired through their academic program; 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

(5cp)

corequisite 21130 Organisational Behaviour

Assists students to 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

(5cp)

prerequisite 27126 Leisure in Australia

Provides an understanding of the management issues emanating from the special nature of service industries; the role and importance of leisure services in contemporary society, and the economic implications arising therefrom and explores the different perspectives on the quality of service operations and their respective applications to leisure services.

27221 PRINCIPLES AND PRACTICES OF SPORTS COACHING

(5cp)

prerequisite 27126 Leisure in Australia

Introduces students to the theoretical underpinnings of the coaching process in sport. Includes the role of the coach, skill development, psychological processes in coaching, training for sport and biomechanical analysis in coaching. This subject is applicable to those students pursuing a career in sports coaching, sports management and/or community recreation.

27222 EXERCISE PRESCRIPTION

(5cp)

prerequisite 27126 Leisure in Australia

Examines the procedures for evaluating fitness and prescribing exercise and is applicable to those aiming to pursue careers in the health/fitness industries, sports coaching and healthy lifestyle planning. Includes relationships among exercise, fitness and health, cardiovascular implications of fitness and exercise, fitness for specific populations (aged, disabled,

children), exercise prescription and adherence and implementing and evaluating health/fitness programs.

27223 MECHANICS OF HUMAN MOTION

(5cp)

Provides an understanding of the fundamental concepts of mechanics applicable to a study of human motion; develops an objective and scientific approach to the study of human movement; gives an appreciation of the limitations imposed by physical laws on human motion; develops an awareness of the possibility of optimising human performance through application of mechanical principles; develops skills in the use and application of measuring instruments.

27224 LEISURE PROGRAM PLANNING

(5cp)

Provides an understanding of the theories, models and purposes of recreation programming; the professional frameworks that give shape to recreation service delivery systems; how to translate community need into appropriate recreation programs; development of the necessary skills to plan, implement and evaluate recreation programs in a variety of community settings.

27225 LEISURE RESEARCH 1

(5cp)

prerequisite 27129 Information Technology for Leisure and Tourism

Provides an understanding of the role of research in planning and management; the basic elements and limitations of research design; how to handle a wide range of data gathering and analysis techniques employed in leisure research; recognise and determine when and where particular research techniques are appropriate; assess the validity and reliability of data and their analysis as they appear in reports and professional literature; the processes involved in coding and preparation of data and its analysis by computer; and the presentation of research findings in appropriate format.

27240 PROFESSIONAL PRACTICE 2

(5cp)

(see 27140 Professional Practice I)

27249 PERFORMANCE STUDIES 2

(5cp)

prerequisite 27149 Performance Studies I

Develops an awareness of safety in performing gymnastics, knowledge and understanding of techniques of performance for basic gymnastic skills; develops quality of performance of basic gymnastic skills on floor and selected apparatus; develops ability to design sequences of gymnastic movements and perform them with confidence, style, rhythm and flow; demonstrates proficiency and versatility in the skills of bush dance; develops skill and knowledge of two team sports.

27250 PROFESSIONAL PRACTICE 2 (BA)

(9cp)

(see 27150 Professional Practice I)

27307 THE ADMINISTRATION OF AUSTRALIAN SPORT

(5cp)

prerequisite 27126 Leisure in Australia

Considers the literature pertaining to the role and scope of sport in contemporary society; develops an appreciation of the resource demands which sport imposes at differing levels of performance and understanding of organisational responses to such demands; helps conduct to understand the private, public and voluntary structures and organisations which support and administer Australian sport; develops awareness of the professional issues surrounding contemporary trends in Australian sport.

27310 KINESIOLOGY

(5cp)

prerequisite 27125 Functional Anatomy

Develops an understanding as it is affected by the body's structure; how various structures relevant to motor performance function interact; the theory and mechanisms that contribute to the understanding and performance of motor skills.

27311 SOCIOLOGY OF SPORT AND LEISURE

(5cp)

prerequisite 27314 Leisure, Sport and Culture or 27127 Leisure in Social Context

Provides a sound theoretical basis for sociological analysis of sport and leisure in the Australian context. Critical analysis and creative thinking concerning sport and leisure from sociological perspectives are developed. Theories are applied to case studies, research and everyday experiences in order to understand the role of leisure in Australian society and possible future directions.

27313 HUMAN ECOLOGY

(5cp)

prerequisite 27126 Leisure in Australia

The interrelated nature of the social, political and natural environments in which we live; the implications for humanity of major disruptions to the global ecosystem; current responses to these meta-problems; analysis of these meta-problems with a view to identifying opportunities for personal action.

27314 LEISURE, SPORT AND CULTURE

(5cp)

prerequisite 27127 Leisure in Social Context

Concepts of work and leisure in industrial societies; the historical development of Australian patterns of work and leisure; the effects of class, gender and age on participation in, and commitment to, particular leisure pursuits; how to relate changes in the nature of employment and the organisation of work to the development of new requirements in leisure.

27315 LEISURE FACILITY DESIGN

(5cp)

prerequisite 27126 Leisure in Australia

The design and physical planning processes involved in developing recreation facilities; an understanding of typical operating procedures associated with the management of leisure complexes and the reasons why these should be considered in the design process; and familiarisation with a number of specific facilities and a range of evaluation models that have been developed to gauge the effectiveness of recreation facilities.

27316 LEISURE AND FITNESS CENTRE OPERATIONS

(5cp)

prerequisites 21613 Contemporary Management Practices, 27126 Leisure in Australia

Designed to give students an understanding of the basic operational requirements involved in the management of leisure and fitness centres. Explores issues related to program design, facility standards, legal responsibilities and other practical matters relating to their operation. Assesses a range of evaluation models which have been developed to gauge the effectiveness of a centre's facilities and services.

27323 LEISURE AND PUBLIC POLICY

(5cp)

prerequisite 27126 Leisure in Australia

The range of political, philosophical and economic perspectives on the roles of the state in contemporary western societies; a basic understanding of theories of policy making and how they apply to public policy making in the field of leisure; and the history of the development of leisure-related policies in Australia in the 19th century and contemporary developments in leisure policy in Australia and overseas.

27325 LEISURE RESEARCH 2

(5cp)

prerequisites 27225 Leisure Research I, 26122 Business Statistics (BA in Tourism Management)

The role of research in planning and management; the basic elements and limitations of research design; ability to handle a wide range of data gathering and analysis techniques employed in leisure research; how to recognise and determine when and where particular research techniques are appropriate; an assessment of the validity and reliability of data and analysis as they appear in reports and professional literature; the processes involved in coding and preparation of data and their analysis by computer; and presentation of research findings in appropriate format.

27326 LEISURE AND SPECIFIC POPULATIONS

(5cp)

corequisite 27224 Leisure Program Planning

Philosophical and definitional issues associated with such terms as 'specific populations'; the evolution of recreation services for specific populations; basic etiology, characteristics and needs of selected specific populations; the economic, social psychological and physiological barriers experienced by this group of leisure seekers; an examination of several contemporary issues as they relate to recreation provision for specific populations.

27327 TOURISM'S ENVIRONMENTAL INTERACTIONS

(5cp)

prerequisites 27632 Tourist Behaviour, 25111 Economics of Leisure and Tourism

The breadth and significance of tourism's interactions with its economic, physical, social and cultural environments; the implications of these interactions for the development and management of tourism; contemporary environmental issues which affect tourism in Australia; the application of basic economic and environmental evaluation techniques to tourism-related problems.

27330 PHYSIOLOGICAL EFFICIENCY OF HUMAN MOVEMENT

(5cp)

prerequisite E8203 Human Physiology

Considers the adjustments and adaptations of the human body to accommodate physical performance; the assessment of physical work capacity; the physiological parameters and correlates of the broad concept of physical fitness; and the physiology of training and conditioning in the development of physical work capacity.

27331 MOTOR LEARNING AND CONTROL

(5cp)

prerequisite 27310 Kinesiology

Examines the processes underlying skilled motor performance, how skilled performances are learned and how to apply the principles of skilled performance and learning in instructional settings.

27349 PERFORMANCE STUDIES 3

(5cp)

Refines and extends the skills of gymnastics established earlier; the performance of set routines on floor and olympic apparatus; skill and knowledge of two team sports.

27449 PERFORMANCE STUDIES 4

(5cp)

prerequisite 27149 Performance Studies I

Students should be able 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; and to develop skill and understanding of one individual sport and one team sport.

27501 PARK AND NATURAL AREA MANAGEMENT 1

(5cp)

prerequisite 27126 Leisure in Australia

The history and organisation of the provision of park systems in Australia and overseas; the principles and procedures of park planning, including the roles of public involvement and design; ability to apply the Recreation Opportunity Spectrum (ROS) in the development of a park plan of management; students will acquire 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

(5cp)

prerequisite 27223 Mechanics of Human Motion

Examines techniques for quantifying aspects of human motion and explores applications of biomechanical principles and methodologies in ergonomics, orthopaedics, sport and exercise, and rehabilitation.

27523 LEISURE AND TOURISM PLANNING

(5cp)

prerequisite 27323 Leisure and Public Policy

The various forms of planning intervention applied in Australian communities; an assessment of the redistributive consequences of planning decisions at both local and regional levels, and assessment in terms of their objectives and their likely contribution to, and impact on, the community.

27526 LEISURE THEORY

(5cp)

prerequisite 27314 Leisure, Sport and Culture

The further development of skills in analysing and evaluating literature in the leisure field; familiarity with the leading theoretical models presently under debate in the leisure field; an examination of the problems of corroborating theories in the social sciences and the processes through which theories are developed and theoretical disputes resolved; the value sets which intrude into all decisions and professional judgements.

27527 TOURISM STUDIES PROJECT

(14cp)

prerequisite 27325 Leisure Research 2 (only available to students in their final year)

A capstone project 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. The project, which runs over the full year, is undertaken as a consultancy on behalf of a tourism organisation which acts as the client. Projects are usually undertaken on an individual basis.

27549 PERFORMANCE STUDIES 5

(5cp)

prerequisite 27149 Performance Studies I

Assists students 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 2

(5cp)

prerequisite 27501 Park and Natural Area Management I

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; how 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

(5cp)

prerequisite 27523 Leisure and Tourism Planning

Provides an appreciation of sources and processes of change in the leisure field; an examination of the theoretical and practical dimensions of contemporary professional issues in leisure; the nature of the leisure profession's response to problems it has recognised and to identify 'conventional wisdom' which may have constrained the patterns of problem recognition and response; potential futures for leisure in society.

27607 ENVIRONMENTAL INFLUENCES IN EXERCISE PHYSIOLOGY

(5cp)

prerequisite 27330 Physiological Efficiency of Human Movement

Examines human physiological responses to the following environmental influences; heat, cold, high and low pressure, pollution as well as the effect of ergogenic aids on physiological performance. Focuses on

developing a strong theoretical understanding as well as developing proficiency in the practical skills required for performance in specific adverse environmental conditions.

27608 PREVENTION AND CARE OF ATHLETIC INJURIES

(5cp)

prerequisite 27611 Measurement and Development of Physical Ability

Examines the recognition, treatment and prevention of injuries related to sport and physical activity. Emphasis is placed on immediate recognition, on-site treatment, the role of the human movement specialist in rehabilitation and injury prevention.

27609 ANALYTICAL PROCEDURES IN EXERCISE PHYSIOLOGY

(5cp)

prerequisite 27330 Physiological Efficiency of Human Movement

The role of pure and applied research in exercise physiology; understanding the application of research tools in exercise physiology.

27610 RECREATION FACILITY DESIGN AND MANAGEMENT

(5cp)

prerequisite 27126 Leisure in Australia

The design and physical planning processes involved in developing recreation facilities; an understanding of typical operating procedures associated with the management of leisure complexes and the reasons why these should be considered in the design process; and familiarisation 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

(5cp)

prerequisite 27125 Functional Anatomy

Examines the interrelationships between physical activity and the physiological and anatomical development of the individual; provides students with a sound knowledge of the growth process and the implications of this knowledge for the prescription of physical activity; enables students to develop proficiency in the measurement of fundamental human capacities.

27620 LEISURE STUDIES SPECIAL PROJECT

(5cp)

prerequisites 27225 Leisure Research 1, 27325 Leisure Research 2, 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

The design of a project or program of study to provide answers to a specific leisure research question; self-directed applied research with relevance beyond the specific study situation; production of a report which, with some editorial work, may be suitable for publication.

27628 LAW FOR LEISURE, SPORT AND TOURISM

(5cp)

prerequisite 27126 Leisure in Australia

Provides basic knowledge and understanding of general legal principles and processes which affect business activities in Australia; enables students to demonstrate knowledge and understanding of laws and regulations which have particular significance for the leisure, sport and tourism industry; and the ability to recognise legal obligations in management contexts.

27631 TOURISM MANAGEMENT

(5cp)

prerequisites 27648 The Tourism Industry, 21613 Contemporary Management Practices, 22205 Accounting B

Management theories and concepts, and an assessment of their applicability to various tourism industry settings and management structures; the functions and levels of management in tourism industry organisations through the use of case studies; an ability to formulate management strategies and perform management functions in a tourism industry environment.

27632 TOURIST BEHAVIOUR

(5cp)

prerequisite 27128 Tourism Systems

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.

27633 SPORT PSYCHOLOGY

(5cp)

prerequisite 27106 Social Psychology of Leisure

Examines sport performance in relation to cognitive and social psychological constructs. There is specific emphasis on the utilisation of sport psychology for performance enhancement in sport. A contextual learning strategy is employed where students are required to both examine and apply psychological theories in the sport environment. Focuses on developing a strong theoretical understanding as well as developing proficiency in the skills required for the measurement and assessment in sport psychology.

27642 TOURISM SERVICES MARKETING

(5cp)

prerequisites 24105 Principles of Marketing, 27632 Tourist Behaviour, 27648 The Tourism Industry

Introduces students to the study of personal services marketing and shows both the similarities and differences between it and 'product marketing'; develops 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; provides knowledge of the tourism industry sector's marketing-related collaborative networks, and of the application of marketing practices by the tourism industry.

27643 TRAVEL AND TOURISM OPERATIONS 1

(5cp)

corequisite 27653 Travel and Tourism Operations 2

Provides 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 1

(5cp)

corequisite 27654 Hospitality Operations 2

Provides 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. A knowledge of world situations and descriptive geography relevant to employment within the tourism industry organisation is also covered.

27645 TOURISM PROJECT DEVELOPMENT

(5cp)

prerequisite 27523 Leisure and Tourism Planning

Examines the environment and conditions under which the development of specific tourist facilities takes place, especially within Australia; develops an understanding of the motivations and behaviour of developers of tourism properties, particularly as embodied in the development process; examines the interactions and interrelationships between tourism developers and other significant participants in the development process, including financiers, investors, facility managers, and planners; develops an understanding of the nature and functions of development feasibility studies and the ability to apply basic associated techniques; and develops an ability to critically evaluate tourism development proposals and their associated feasibility studies.

27646 TOURIST ATTRACTIONS MANAGEMENT

(5cp)

prerequisite 27128 Tourism Systems or 27648 The Tourism Industry

Examines tourist attractions as entities and analyses the tourist attraction process in functional, structural, operational, and interrelational terms; develops an understanding of the ways in which tourist attractions are created, or existing facilities such as artistic exhibitions or performances can be managed and specifically marketed to acquire tourists as audiences; practises a range of the management and marketing functions which are integral to the successful operation of a specific tourist attraction or to the acquisition of tourists as an audience to a non-tourism-specific facility.

27647 TRANSPORTATION IN TOURISM

(5cp)

prerequisite 26122 Business Statistics

Examines the role of transportation in the tourism industry and the role and unique requirements of tourism in the functions and operations of the transport operators. Analytical techniques, environmental forces and unique characteristics of service delivery in tourism transportation.

27648 THE TOURISM INDUSTRY

(5cp)

prerequisites 27128 Tourism Systems, 25110 Microeconomics

Extends and deepens the coverage of topics introduced in the subject Tourism Systems. The major aim is to develop a working knowledge of the multi-sectoral tourism industry's operating networks and interrelationships. Students will gain an understanding of 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.

27649 ECO-TOURISM

(5cp)

prerequisite 27126 Leisure in Australia

Gives the student an awareness of the philosophical and ideological basis that have led to the concept of eco-tourism, an appreciation of the interrelated nature of the sociocultural, political, economic and natural environments in which eco-tourism operates, an awareness of the implications eco-tourism has for ecosystems, cultural biodiversity and the effect it has on people's individual lifestyles; an ability to understand the costs and benefits of eco-tourism to society.

27653 TRAVEL AND TOURISM OPERATIONS 2

(5cp)

corequisite 27643 Travel and Tourism Operations I

Provides 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 2

(5cp)

corequisite 27644 Hospitality Operations I

Provides 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

(30cp)

prerequisite admission to Honours program

Students will be required 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.

27703 EVENTS MANAGEMENT

(5cp)

prerequisites 27128 Tourism Systems, 27648 The Tourism Industry

Assists students to assess the range of perspectives and definitions central to the study of event-based tourism; determine the roles played by events in the development of tourist destination regions; identify the costs and benefits of event-based tourism, along with mechanisms for maximising benefits and ameliorating costs; demonstrate skills associated with the development, marketing and management of events; develop an understanding of methods used to evaluate event outcomes; and analyse trends associated with future patterns of demand for event-based tourism.

27730 HONOURS RESEARCH SEMINAR

(6cp)

prerequisite admission to Honours program

Builds on knowledge and skills developed in the BA in Leisure Studies subjects, Leisure Research 1 and 2. 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.

Undergraduate subjects offered by other faculties

31612 INFORMATION TECHNOLOGY AND DECISION SYSTEMS

(5cp)

prerequisites all Year 2 subjects;
corequisites all Year 3 subjects

Reinforces the initial foundation subject, Manufacturing Management Information Systems, and supplies more specialised information for use in the case studies which run concurrently. The objectives are to investigate a range of application packages for controlling operations within the manufacturing environment, determine their capabilities, and how well they match user needs; be competent in carrying out the acquisition of software and hardware; understand the concepts and principles of distributed processing, and databases and the various strategies that can be used to establish an efficient and secure environment; understand the principles and practices of modelling manufacturing processes, and be competent in the use of simulation packages.

Topics cover: equipment and software acquisition; systems requirements and package capabilities; distributed processing and databases; EDI concepts and standards; principles and practising of modelling: analysis, data gathering, solution, validation, implementation.

31618 MANUFACTURING MANAGEMENT INFORMATION SYSTEMS

(4cp)

Enables students to understand the methodologies by which computer-based manufacturing systems are developed, and be able to apply them to the specification, acquisition, and implementation of systems; to understand the principles of database management systems and be able to model and interrogate databases; to understand the concepts and principles of data communications and the network services available.

Topics cover the characteristics of manufacturing systems (commercial and manufacturing control); the information system life cycle; system development methodologies and their application to the development of manufacturing systems; techniques used in

translating user requirements into broad systems definitions; data and process models; an introduction to database management systems, converting data models into databases; database language for ad hoc enquiries and application development; communication concepts and terminology; network architectures; protocols; network services and products.

46601 ENGINEERING PRINCIPLES

(4cp)

prerequisite 21170 TAFE Course in Workshop Technologies; corequisite 21215 Management and Communication Skills

Considers the engineering discipline in an industrial context with the objective to enhance communications between engineering and management within a manufacturing environment by considering relevant philosophies and accompanying attitudes. Subject content covers history and organisation; historical evolution from trade to profession; engineering discipline – based on applied science; manufacturing – its relation to industrial, production, manufacturing and mecatronics.

46702 INTRODUCTION TO CAD/CAM

(5cp)

prerequisites all Year 1 subjects;
corequisites all Year 2 subjects

Develops an understanding of computer-aided design and drafting. Including system evaluation, justification and installation for applications of 2D and 3D modelling, drafting, surface modelling and solids modelling, and develops skills in appropriate areas of application. Students are introduced to the use of computers in 2D drafting and 3D wireframe, surface and solids modelling. These modelling techniques are then applied to determine 2D section properties and 3D mass properties. Computer Aided Manufacturing is introduced including milling and lathe work and sheetmetal operations. It introduces the NSW environmental legislation, and various standards and environmental quality management aspects industries have to adopt. It addresses methods to conduct waste and energy audits, selection of waste minimisation strategies and formulation of action plans.

47712 ENVIRONMENT AND WASTE MANAGEMENT

(4cp)

prerequisites Year 1 subjects; corequisites all Year 2 Subjects

Introduces current environmental problems so that the students can relate the industrial emissions and degree of deterioration of water and air quality in the surrounding environment. The objectives are to give students a basic understanding of current environmental problems and make them familiar with main aspects of NSW environmental legislation; to be able to understand the waste contributing steps, carry out waste auditing in industries and suggest waste minimisation technologies (which leads to a cost-effective solution); to be able to implement appropriate waste minimisation technologies and evaluate the pollution reduction in the surrounding environment.

Topics include an overview of major environmental problems; introduction to global environmental problems; industrial (trade) waste management; environmental impact assessment; clean technology; waste and energy audits; waste minimisation technologies; water and waste management; processes to achieve clean technology; post evaluation of benefits to industry and environment by waste minimisation.

E2105 AN INTRODUCTION TO DEVELOPMENTAL AND EDUCATIONAL PSYCHOLOGY

(5cp)

Helps 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 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

(5cp)

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

(5cp)

prerequisite E8137 Human Biology

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

(5cp)

A general background in chemistry necessary for some of the later subjects which students will be taking, such as Human Physiology and Physiological Efficiency of Human Movement.

70100 SKILLS: LEGAL RESEARCH AND WRITING

(2cp)

The skills of effective legal research and writing to aid both in the study of law while a student and later as an adjunct to the practice of law. This will be done by examining the basis recognition of legal material into primary and secondary source material, then take the student through both areas using lectures, seminars and a program of class exercises.

70113 LEGAL PROCESS AND HISTORY

(10cp)

An introductory subject which seeks to examine the Australian legal and constitutional environment and to provide those commencing their legal studies with a basic understanding of both how and why the law has developed as it has and how and why there are certain restrictions on the law making process of Parliament. Using a historical approach, students will examine why our legal system is so different from our regional neighbours and what are both the strengths and weaknesses of our system.

At the end of the subject, students should have a fully developed understanding of the Western legal tradition, the place of the common law in that system and the ramifications of living under a Westminster Parliamentary system.

The syllabus is as follows: philosophical background to the Western legal system; including the concept of law, including the normative and positivist approaches; law and justice distinguished; sources of law; the British acquisition of Australia; and law in a multicultural Australia. The judicial process, including the existing Federal and State court structures, including the appeal process; the litigation process, including basic documentation, the role of judge and jury, the adversary system, rudimentary rules of evidence and enforcement; the development of the principal sources of law, including the common law, equity and the law merchant; the development of the concept of judicial review and the rise of administrative law procedures and remedies; alternatives to litigation, including negotiation, arbitration and conciliation. The constitutional process, including the origins and development of Parliament; the concept of Parliamentary sovereignty; the development of the Westminster or cabinet form of government in both England and the colony of New South Wales. The Australian Constitution, including its drafting 1889-1899; its division into the three functions of legislative, executive and judicial and the concept of separation of powers; the question of the independence of Australia and the rule of law.

70200 SKILLS: CASE ANALYSIS AND STATUTORY INTERPRETATION

(2cp)

corequisites 70113 Legal Process and History, 70100 Skills: Legal Research and Writing, 70311 Law of Tort

Deals first with the reading and analysis of selected cases, with a view to identifying and formulating their *ratio decidendi* and *obiter dicta*. The subsequent judicial treatment of those cases will then be examined, and students will learn how cases are applied, distinguished, followed and considered. Secondly, the subject will introduce students to the skills and techniques of interpreting statutes, with reference to language, the rules of construction and the Interpretation Acts.

70211 LAW OF CONTRACT

(8cp)

corequisites 70113 Legal Process and History, 70100 Skills: Legal Research and Writing

The legal principles as to when promises are binding, the difficulties arising out of their interpretation, how they may become defensible, issues relating to their performance, and how they may be discharged. Topics covered include the formation of contracts (agreement, consideration, terms), vitiating factors (capacity, mistake, misrepresentation, illegality, duress, undue influence, unconscionability), discharge by performance and non-performance of contractual obligations (breach and frustration) and contractual remedies.

70212 CRIMINAL LAW

(7cp)

corequisites 70113 Legal Process and History, 70100 Skills: Legal Research and Writing

Substantive criminal law, the doctrines and rules which define the conditions of criminal liability, and some aspects of the procedural law. Australian common law doctrine and the *Crimes Act 1900* (NSW) are treated. Topics include nature of crime; doctrine of *mens rea* and *actus reus*; presumption of innocence; offences against the person; property offences; strict, vicarious and corporate liability; complicity; inchoate offences; offences against justice; criminal defences; criminal investigation and procedure.

70300 SKILLS: CONVEYANCING

(3cp)

prerequisite 70312 Real Property

Considers the steps in a typical conveyancing transaction for land and a dwelling house erected thereon in New South Wales and the examination of the 1992 edition of the Contract for Sale of Land. Topics covered include: a consideration of examples of Certificate of Title, Folio Identifier, Deposited Plan, S.88B Instrument Transfer and Drainage Diagram; formalities for an enforceable contract for the sale of land (S.54A *Conveyancing Act* 1919); open contracts; exchange of a standard form contract; employment of real estate agents to sell land; survey certificate and building certificate; Agreement for Sale of Land (1988 edition).

70311 LAW OF TORT

(8cp)

corequisites 70113 Legal Process and History, 70100 Skills: Legal Research and Writing

The functions and aims of the tort, with special reference to its role in the distribution of losses in society, before examining the nature of tortious liability in the light of a selection of specific torts, namely, trespass to the person, goods and land; the action on the case for wilful injuries; conversion; negligence; breach of statutory duty; the rule in *Rylands v Fletcher*; nuisance; occupier's liability; defamation. Reference is also made to defences, vicarious liability and contribution between tortfeasors.

Attention is drawn to the relevance of the type of conduct complained of (intentional, reckless, careless), the nature of the various interests protected (personal security, chattels, land, reputation, economic interests, domestic relations), the adaptability of tort law to changing needs and values of society (thus, the introduction, dominance, and current perceived limitations of the fault concept) and the element of policy expressed or implied in judicial decisions.

70312 REAL PROPERTY

(7cp)

corequisites 70113 Legal Process and History, 70211 Law of Contract, 70311 Law of Torts, 70100 Skills: Legal Research and Writing, 70200 Skills: Case Analysis and Statutory Interpretation

Deals with the law relating to real property in New South Wales. Topics include Torrens title and priorities, old system title, adverse possession, possessory title, fixtures, legal definition of land, including fixtures, concurrent ownership, easements, covenants, mortgages and leases.

70400 SKILLS: COMPUTERISED LEGAL RESEARCH

(2cp)

prerequisite completion of Stages 1 and 2 of the part-time program

Familiarises students with the basic tools available to engage in computer legal research including the following: introduction to the concept of computerised researching and Boolean logic; examination of a number of on-line systems including INFO ONE, SCALE and LEXIS; introduction

to the use of CD-ROM based services such as INFO ONEs LAWPAC CD-ROMs and DISKROMs Commonwealth Statutes.

70411 COMMERCIAL TRANSACTIONS

(7cp)

prerequisite completion of Stages 1 and 2 of the full-time program

Considers a variety of commercial transactions involving personalty. Topics include supplies of goods and suppliers, financiers' and manufacturers' liabilities; import/export contracts and the law of bailment; the law of insurance; chattel securities; the law of negotiable instruments including cheques law.

70412 CORPORATE LAW

(7cp)

prerequisite completion of Stages 1 and 2 of the full-time program; corequisite 70511 Equity and Trusts

Concerned with the response of the law to group activity and deals with associations formed for both profit and non-profit purposes. Approximately half of the subject involves a study of company law, covering the history of company law, the process of formation of companies, the nature of interests in companies, the duties of promoters, the legal position of members, the rights, powers and duties of directors, and other officers, legal proceedings, company contracts, liability of companies in crime and tort, and protection of minority shareholders. Other forms of association covered in detail are partnership, unincorporated voluntary association, and joint venture. Brief reference is made to incorporated associations, public corporations, trade unions, cooperatives, credit unions and building societies.

70500 SKILLS: DRAFTING

(2cp)

prerequisite completion of Stage 4

The principles and problems of legal drafting will be examined, discussed and analysed. Students will apply their knowledge of substantive law to given sets of facts and clients' instructions. Appreciation and understanding of the principles of good drafting will be required, including – communication, clarity, originality of expression and use and adaptation of precedents. Students will draft, redraft and critically analyse various clauses and documents. Exercises will be drawn from

examples such as: agreements, deeds, powers of attorney, statutory declarations, articles of association and wills.

70511 EQUITY AND TRUSTS

(7cp)

prerequisite completion of Stage 3;
corequisites 70411 Commercial Transactions, 70412 Corporate Law

The law of trusts and those principles of equity not dealt with in other subjects. Topics include the nature of equity; equitable estates and interests; equitable priorities; assignments in equity; fiduciary obligations; confidential information; the nature of trusts; express trusts; charitable trusts; implied trusts; constructive trusts; powers, rights and duties of trustees; rights of beneficiaries.

70513 SUCCESSION

(4cp)

prerequisite completion of Semesters 1 and 2 of the part-time program; corequisite 70312 Real Property

Deals with the formal and essential requirements for a valid will, precedents for the drafting of wills, curial procedure for recognising the validity of wills and sanctioning the distribution of a deceased's property, the impact of the *Family Provisions Act 1982*, consequences of intestacy, and the rights and responsibilities arising out of the administration and distribution of deceased estates will be examined in depth.

70514 FAMILY LAW

(5cp)

prerequisite completion of Semesters 1 and 2 of the full-time program

Introduces students to the principles which govern the legal relationship between members of families when there is a breakdown in the family unit, whether the legal relationship arises out of marriage or a de facto relationship. The interaction between social issues, public policy and the relevant law is an important feature of the subject. Topics include family law in its social context; domestic violence; the history of divorce and related legislation; divorce and nullity; property claims and settlements (including a consideration of the application of trust concepts and equitable principles, and capital gains tax implications); spousal maintenance and financial agreements; guardianship, custody and access;

child maintenance and child support; counselling, conciliation and dispute resolution; the enforcement of orders, including custody orders and the application of the Hague Convention, and financial orders; and the role of lawyers in family law.

70600 SKILLS: PLEADINGS

(2cp)

prerequisite completion of Semesters 1 to 6 of the part-time program

Deals with the principles and practice of pleading as they relate to various causes of action (such as contracts, torts equity and Trade Practices Act cases) based on a set of given facts. Students will be expected to undertake various exercises in drafting pleadings, which will demonstrate their ability to formulate a cause of action in the context of the requirements of relevant rules of court.

70611 FEDERAL CONSTITUTIONAL LAW

(7cp)

prerequisite completion of Semesters 1 and 2 in the part-time program

Considers the effect of the Australian Constitution on the legal and fiscal relationship of the Commonwealth and States. In order that students develop an understanding of the techniques of judicial review in the constitutional context, a range of powers given to the Commonwealth are examined. These include trade and commerce, corporations, taxation, defence, external affairs, arbitration and conciliation and family law. Other areas examined are explicit and implicit restrictions of power, the questions of inconsistency and inter-governmental relations and the general role of the High Court in Australian constitutional law.

70612 ADMINISTRATIVE LAW

(7cp)

prerequisite completion of Semesters 1 to 6 of the part-time program; corequisite 71114 Remedies and Restitution

The functions, powers and obligations of the executive government, review of administrative decisions and access to information. Topics include grounds of review of administrative decisions (natural justice, *ultra vires*, jurisdictional error); remedies; judicial review by the Federal Court under

the *Administrative Decisions (Judicial Review) Act 1977* (Cth); review by the Administrative Appeals Tribunal; Ombudsman; access to information (public interest immunity, freedom of information).

70705 SKILLS: LITIGATION

(4cp)

prerequisites 70500 Skills: Drafting, 70600 Skills: Pleadings

An examination of the legislation governing the jurisdiction of the NSW Supreme Court, District Court and Local Court, and the respective rules of court, which determine the procedure to be followed by litigants in those courts. The various stages of a civil action are analysed, from the filing of originating process to the final hearing, and attention will be paid to mentions, notices of motion and interlocutory applications, drafting of affidavits, discovery and inspection of documents, interrogatories, setting matters down for hearing, state of readiness hearings, and preparation for the final hearing.

70900 SKILLS: MOOT

(3cp)

prerequisite 70705 Skills: Litigation

Students must participate in one moot, or mock trial on a point of law arising from a set of agreed facts, before a judge or barrister. Attendance is required at two seminars, each of one hour, at the beginning of the semester, and thereafter at the moot itself. Students must present the moot judge with written submissions, including a list of authorities, at least three days before the scheduled date of the moot.

71112 CONFLICT OF LAWS

(7cp)

prerequisite completion of Semesters 1 to 4 of the full-time program

The international jurisdiction of the Australian courts, the recognition and enforcement of foreign judgements and decrees, and the problem of choice of law as it arises with respect to specific areas of law such as marriage, matrimonial cases, contract, torts, *inter vivos* property transactions and succession. The subject also deals with conflict issues as they arise between the Australian States, including questions of jurisdiction and applicable law under the cross-vesting legislation.

71114 REMEDIES AND RESTITUTION

(7cp)

prerequisite completion of Stages 1 to 5 of the part-time program

The range of court ordered remedies available to a plaintiff in civil proceedings. The more common remedies are those administered at either common law or in equity: damages; restitution; quasi-contract; equitable remedies (declarations, specific performance, injunctions, Anton Pillar orders, account, equitable damages) and statutory and common law remedies for deceptive conduct. The enforcement of remedies will also be considered.

71115 INSOLVENCY

(3cp)

prerequisite completion of Stages 1 to 5 of the part-time program

This subject is in two sections. The first is bankruptcy; includes creditors' petitions, acts of bankruptcy, notices of demand, debtors' petitions; property available to creditors; effect of bankruptcy over property and legal proceedings; proofs of debt; meetings of creditors after bankruptcy; realisation of the bankrupt's estate; discharge; annulment and arrangements with creditors outside bankruptcy. The second half covers the winding up of insolvent companies, including deemed insolvency; s.460 notices, commencement of winding up; effect of winding up on company, directors, creditors; appointment and powers of the liquidator; challenging the liquidator's decisions; termination of winding up.

71201 SKILLS: ALTERNATIVE DISPUTE RESOLUTION

(2cp)

prerequisite completion of Stages 1 to 7 of the part-time program

Introduces the various types of dispute resolution, and the fundamental negotiation concepts of listening and questioning; the successful dispute resolution; the theory and techniques of negotiation with a simulation to illustrate principles and participation in a skills exercise; a brief examination of conciliation and arbitration methods, with distinctions being drawn between the main forms of dispute resolution; an examination of dispute resolution criteria prepared in the first section and a formal debriefing for the simulation exercises.

71211 LAW OF EVIDENCE

(7cp)

prerequisite completion of Stages 1 to 8 of the part-time program

Includes the following topics: types of evidence; relevance, admissibility, weight of evidence; the course of the trial; functions of the judge and jury; the burden and standard of proof; competence and compellability of witnesses; privilege; character evidence; the rule against hearsay evidence and the common law and statutory exceptions; confessions and illegally obtained evidence; presumptions and corroboration.

71212 REVENUE LAW

(7cp)

prerequisite completion of Stages 1 to 7 of the part-time program; corequisite 70612 Administrative Law

After an introduction to the Federal and State taxation systems, the subject concentrates on a study of income tax law. Topics include: the scheme of the *Income Tax Assessment Act*; concepts of income and capital; the concept of assessable income; the treatment of trading stock; allowable deductions and tax accounting; the taxation of different types of taxpayers; tax avoidance; objections, appeals and other administrative procedures; questions of source and residence; capital gains tax; imputation and fringe benefits tax.

79101 LAW FOR BUSINESS

(5cp)

Develops a critical awareness of legal issues as they affect the community. Legal philosophy; legal history; constitutional law; torts; crime; property; contracts and consumer protection.

79211 LAW FOR MARKETING MANAGEMENT

(5cp)

prerequisite 79101 Law for Business

An introduction to the Federal and State laws dealing with consumer protection and marketing and identification of legal problems and issues relevant to identifying 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 con-

duct; enforcement issues; intellectual property rights and the marketer; ownership of the image; occupational licensing; consumer credit; privacy issues; enforcement and access.

79213 LAW FOR MANUFACTURING MANAGEMENT

(5cp)

Familiarises students with the Australian legal framework, the sources of business law in Australia and the techniques of legal research and reasoning; explores the nature and function of law by reference to the relationship between the law and the society in which the law developed, as applied and changed; serves as an introduction to the role of law in subsequent manufacturing management units. Develops a knowledge of the legal responsibilities of managers in a manufacturing environment and promotes an awareness of the potential legal risks imposed upon manufacturers and their managers.

Subject content covers: What's involved in studying law? The role of law in society; legal history and constitutional theory – sources of our law; Federal systems, unitary systems and the Commonwealth Constitution; the courts and the appeals hierarchy – legal players – the legal profession and judiciary; legal skills; common law and equity; the Doctrine of Precedent/statutory interpretation; employment and safety issues; decision making and responsibilities; product liability; equipment and computer contracts; protecting ideas; environmental protection laws.

79267 COMMERCIAL LAW

(5cp)

prerequisite 79101 Law for Business

Enables students to become familiar with the concepts of law encountered in commercial practice and develops 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.

79270 INDUSTRIAL AND LABOUR LAW

(5cp)

prerequisite 79101 Law for Business

Provides 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 deregistration; 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.

79365 COMPANY LAW

(5cp)

prerequisite 79101 Law for Business

Examines 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.

79366 BANKING LAW

(5cp)

prerequisite 79101 Law for Business

Introduces students to the legal environment within which banks operate, including the role of financial institutions in commercial and entrepreneurial transactions; establishes the rights of the customer and the bank. The 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

(5cp)

prerequisite 79101 Law for Business

Refines and develops basic legal skills introduced in earlier subjects; at a general level, develops students' conceptual and analytical skills, and an appreciation of law as a strategic business tool; develops 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 ETPs; fringe benefits tax; income from property; income from business; trading stock; general deductions; specific deductions; rebates; tax accounting.

79606 ADVANCED REVENUE LAW

(5cp)

prerequisite 79101 Law for Business

Refines and develops legal and practical skills introduced in Taxation Law and other earlier subjects; examines in depth selected areas of domestic income tax law and examines 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, legislative, political and practical developments.

79666 ADVANCED INCOME TAXATION LAW

(5cp)

prerequisite 79101 Law for Business

Refines and develops legal and practical skills introduced in earlier subjects. Off-shore 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 informal cooperative arrangements; international tax planning (including transfer pricing) – constraints, techniques and opportunities; selected topics as appropriate from time to time.

79667 INDIRECT TAXATION

(5cp)

prerequisite 79101 Law for Business

An introduction to the policy implications raised by direct taxes. Analyses options for reform and overseas experience with indirect tax systems, and examines 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.

79668 ADVANCED THEORY IN TAXATION

(8cp)

prerequisite admission to the Honours program

Introduces students to the current developments in tax laws. The subject is practice-oriented such that students who have taken this subject will be familiar with the relevant issues to be identified when confronted with a particular tax problem.

POSTGRADUATE SUBJECTS

Guide to subject descriptions

The subject descriptions shown below indicate the subject code and name, and the number of credit points for the subject (eg, 3cp). For some subjects there may be practical components off-campus, and this is indicated in the text. Also shown are the prerequisites or corequisites if any.

Prerequisites are subjects which must be completed before taking the subject to which they refer. Corequisites may be completed before or be taken concurrently with the subject to which they refer.

21702 INDUSTRIAL RELATIONS

(6cp)

prerequisite 21720 Employment Relations

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.

21708 STRATEGIC BUSINESS MANAGEMENT

(6cp)

prerequisites Graduate Certificate in Information Technology Management, 21806 Managing Organisational Change, 24704 Managing Client Relations

The nature of strategic issues; arenas of strategy; the information technology industry; context and issues; concepts of strategy; environmental analysis; capability analysis; development of strategic alternatives; evaluation and choice of strategic alternatives; stability, change and transformation; the process of strategy implementation; strategic control and monitoring.

21710 QUANTITATIVE METHODS

(6cp)

Provides 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

(6cp)

Develops a holistic perspective of the social, political and institutional environment in which public managers operate; identifies the role and contribution of the major actors in Australia's political and government systems; and analyses particular contemporary issues. Topics include constitutional provisions and practice; Federal-State relations; State and Local Government; structure of government; Westminster conventions and Australian adaptations; political parties and elections; the media and politics; ministers and managers; coordination and central agencies; administrative reform.

21715 STRATEGIC MANAGEMENT

(6cp)

prerequisites all subjects in Semesters I to 3 of the GDA

An 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 are examined.

21716 EMPLOYMENT RELATIONS RESEARCH PROJECT

(6cp)

prerequisites 21751 Management Research Methods, 21752 Employment Relations Research Proposal

The study planned in 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

(6cp)

Introduces students to the study of business practices in a select number of overseas countries, with particular emphasis on the Asia-Pacific area. A general framework of analysing and understanding a country's business practices is provided, as well as consideration of international human resource management. The implications of evolving international business practices for Australia are considered.

21718 ORGANISATION ANALYSIS AND DESIGN

(6cp)

The central concern is to develop skills in organisational analysis and on the basis of this to develop diagnostic and prescriptive skills in regard to organisations. The content focuses on the description and analysis of organisations as formal structures, political systems and cultural entities.

21719 ORGANISATIONAL BEHAVIOUR

(6cp)

Theory and research from the social sciences are used 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. The work of social psychology 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

(6cp)

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

(6cp)

prerequisites all subjects in Semesters 1 to 7 of the MBA

Topics include the concept of business policy and corporate strategy; conceptual implementation; formulating policy/strategy; selection of strategy; implementation of the strategy; evaluation/modification of strategy; and the management of change. Case studies are examined and guest speakers from the business community make presentations.

21722 MANAGEMENT 1

(6cp)

prerequisite 21719 Organisational Behaviour

The emphasis 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 are to build on the foundation provided by the core subjects in the MBA program, particularly Organisational Behaviour, Organisation Analysis and Design, and Employment Relations; to allow students to study in depth the latest developments in Management theory and research as they relate to effective management of organisations; to evaluate the applications of these theories to management in the Australian environment; to provide the necessary reading background for students to be able to complete the Project in Management.

Topics include the manager's role; rational incremental decision making; decision making – alternative strategies; 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

(6cp)

prerequisite 21718 Organisation Analysis and Design

There are 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 feedback on the effectiveness of their skills from lecturers and colleagues and through the use of videotape.

The objectives of the subject are to develop managerial skills necessary for managing organisational change; and to enable students to understand the role of power and politics in organisations. Topics include OD history and values; diagnostic techniques; models of organisational change; implementation and resistance to change; action research; group and intergroup interventions; structural and strategic interventions; power, politics and OD; skills workshop.

21724 HUMAN RESOURCE MANAGEMENT

(6cp)

prerequisite 21720 Employment Relations

Builds upon the coverage of the basic areas of human resource management in the prerequisite subject. Students will be expected to locate, analyse and debate the relevance of recent research, theoretical concerns and policy issues; develop practical skills in areas such as interviewing, giving oral presentations and program design; and 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

(6cp)

There are 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 ongoing or potential organisational change program through which a group will act as a team of change agents. Results of their efforts will be presented in a two-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 include systems views of organisations; diagnostic models; finding out what's going on; models of change and OD interventions; structural interventions; group and intergroup interventions; strategic interventions; power, politics and OD; skills workshop.

21728 PUBLIC SECTOR MANAGEMENT

(6cp)

Provides students with a broad conceptual and practical framework of public sector management for any of the three levels of government in Australia. The move by governments away from the traditional public administration model towards a corporate management model for the public sector raises many issues and dilemmas for managers. Students in this subject will explore, discuss and debate these issues through readings of contemporary literature and class presentations. Students will have the opportunity to develop skills in specific techniques and strategies of public management. Topic areas include catalysts for reform; mandates for change; resource management; commercialisation, corporatisation, privatisation; strategic management; performance management; marketing; program management and implementation; performance monitoring, accountability and evaluation; leadership, values and ethics; public service; and the future.

21729 HUMAN RESOURCE MANAGEMENT (PUBLIC)

(6cp)

Examines the management and development of an organisation's most valuable 'resource', its staff. Human Resource Management is treated as primarily a line management function with specialist personnel staff acting in an advisory and support capacity. The subject deals, in the first instance, with the 'people' aspect of management in terms of recruitment, selection and development of staff, motivation and leadership. This is followed by a critical examination of HRM at the organisation level focusing especially on the strategic importance of the HRM function. Finally, current policies, practices and

developments are examined in the context of the political, legislative and industrial relations framework of the public sector.

21730 MANAGERIAL SKILLS WORKSHOP

(6cp)

prerequisite some knowledge of management. Admission is usually restricted to students in specified courses.

Each student is required to do a considerable amount of pre-reading and consultation with lecturers in order to acquire a strong theoretical base in the area of managerial skills and define specific skills that he/she chooses 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. Skills areas likely to be covered include interviewing skills; conceptual skills; personal and interpersonal skills; group skills; public speaking skills; management of change and conflict skills; stress management skills; communications skills and self awareness as a person and a manager.

21731 RESOURCES MANAGEMENT

(6cp)

The development of 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 as applied to specialist settings in the public sector. Topics include management – current issues and implications for public and community managers from current legislation; accounting, management accounting, financial accounting; finance; and application of above to specialist settings (eg, health, education, community sector).

21732 PROGRAM EVALUATION

(6cp)

prerequisite 21728 Public Sector Management

Provides a conceptual and practical understanding of evaluation and accountability structures and techniques used in the public sector. Program evaluation and performance monitoring approaches are promoted

as objective, scientific and value free aspects of corporate management, and the cornerstone of an accountable public sector. Yet, these techniques frequently do not get implemented as intended in the political and often turbulent public sector environment. This subject explores a number of approaches to evaluating public sector performance and programs through readings and discussions of conceptual and practical material, and the development of an evaluation project. Topic areas include evaluation as scientific, management and political activity; the role of evaluation in effective public and community management; planning and conducting evaluations; program objectives and outcomes; resource management and evaluation; performance indicators; performance monitoring; and the impact of evaluations.

21738 ENVIRONMENT OF HEALTH MANAGEMENT

(6cp)

An exploration of the major trends in contemporary Australian society affecting the nature of health services for the public; an analysis of the structure and workings of government and of the operation of public health services; and identification of the major issues of contemporary relevance to managers. Topics include international comparison 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; 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 (HEALTH)

(6cp)

The development of basic skills in accounting and finance; an analysis of constraints upon revenue sources and budgetary processes in government agencies; and an examination of budget papers, annual reports, Parliamentary scrutiny, Auditors-General, and internal auditors. Students will be expected to demonstrate competence in budgeting, cash management, cost minimisation, cost-volume-profit analysis, and financial statement analysis. Topics

include financial management in government organisations, policies, expenditure and issues in public health, accountability for public resources, performance review and reporting, basic accounting concepts, cash and accrual accounting, income generation and charging for services, improving utilisation of resources, budgeting, controlling costs, influence of business, improving organisational performance.

21741 OPERATIONS MANAGEMENT

(6cp)

An introduction to the management of operations. Topics include 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 management, interface with marketing and accounting/finance functions; strategic planning.

21742 QUANTITATIVE MANAGEMENT

(6cp)

Application of operations research techniques and business modelling to production and service organisations; 'hands on' applications with computer packages. Topics include linear programming; inventory management; decision models; statistical quality control; project management CPM/PERT; game theory in business; simulation techniques and queuing models.

21743 PRODUCTIVITY AND QUALITY MANAGEMENT

(6cp)

Covers managerial aspects of quality and productivity. Topics include concepts and definitions of productivity, quality (including total quality control); measurement, models, tools and techniques used; evaluation and implementation of productivity and quality programs.

21744 PRODUCTION PLANNING AND CONTROL

(6cp)

The planning of production and management of inventories. Topics include 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

(6cp)

The management of the design, production and delivery of services; and the application of operations concepts and methods to service situations. Topics include 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

(6cp)

Principles and practical techniques of ergonomics/human factors; application of these techniques to design of workplaces and equipment; design of work tasks and work organisation. Applicable both to manufacturing and service organisations.

21747 OPERATIONS MANAGEMENT POLICY

(6cp)

Integrates and consolidates knowledge and skills acquired in the Operations Management program. 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 include capacity and facility planning; management games; formulating and implementing corporate and functional policies, capital investment proposals; management-union bargaining exercises.

21748 BUSINESS PROJECT – OPERATIONS MANAGEMENT

(6cp)

prerequisite 21741 Operations Management
Organisation-based analysis of a production or service process; application of operations management techniques. Involves problem definition and resolution. The project is undertaken under supervision of a member of academic staff and an industry supervisor (nominated by student).

21749 COMPUTER-BASED INFORMATION SYSTEMS FOR MANAGERS

(6cp)

prerequisite basic understanding of personal computer systems, DOS, and introduction to software packages

Provides an overview of computer-based information systems; examines how information systems are designed to support management functions; explores the use or misuse of the information systems in the Public Sector. Topics include the concepts of MIS, information technology, uses and application of management information systems; database management systems, design of systems, evaluation, control of information systems; implications of introducing information systems in organisations.

21750 ADVANCED THEORY IN EMPLOYMENT RELATIONS

(6cp)

Students undertake 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

(6cp)

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 include questionnaire construction; survey of 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 PROPOSAL

(6cp)

prerequisite/corequisite 21751 Management Research Methods

The completion of a thorough literature review and the development of a detailed proposal for the project to be completed in 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

(6cp)

prerequisite Semesters 1 to 4 Master of Management (Public)

Develops a broad-based and critical appreciation of the role and scope of government in contemporary Australia, in the context of recent reappraisals of the role and size of the State and its relationships with citizens, society, business and commerce. The implications of the changing role of the public sector for government agencies and agency managers are considered and assessed. A wide range of readings dealing with current issues and developments allows students to assess opposing positions and arguments in the current debate and to critically evaluate and challenge 'ideas in good currency' in the public management literature.

21754 RESEARCH PROPOSAL (PUBLIC/ COMMUNITY)

(6cp)

prerequisites Semesters 1 to 4 Master of Management and satisfaction of the entry criteria to Management Research stream. Students will specify a particular management problem within an overall context; identify fundamental issues relating to the selected problem as a result of an in-depth literature review; and apply research methodology and skills acquired in 21751 Management Research Methods or 21781 Social and Community Research. 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

(6cp)

for Master of Business in Management students only

Provides an appreciation of the management processes and frameworks through an examination of various theoretical and empirical studies, with special consideration of developments within the Australian business environment. Students are given the opportunity to apply their understandings of management to Australian case studies. Based on a consideration of the skills, knowledge and resources required for effective management, students will prepare an action plan for their own development as managers.

21756 BUSINESS PROJECT – STRATEGIC MANAGEMENT

(12cp)

for Master of Business in Management students only;

prerequisites all subjects in Semesters 1 to 3 of the Master of Business in Management Student syndicates, under supervision, research a strategic issue in an organisation. Students are asked to find an organisation to host the study, and are expected to use appropriate methodology to search the literature, design data collection and analysis procedures, and to present a report of findings and recommendations.

21757 ACTION LEARNING PROGRAM

(12cp)

for Master of Business in Management students only

prerequisites all subjects in Semesters 1 to 3 of the Master of Business in Management The Action Learning Program 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 complex, organisational problems for a host organisation. Students will present progress report seminars and a final report.

21758 STRATEGIC MANAGEMENT (PUBLIC)

(6cp)

prerequisite Semesters 1 to 5 of the Master of Management (Public)

Provides a comprehensive understanding of strategic management as it applies to the public sector. As a private sector technique, strategic management has been adopted by the public sector to enhance the efficiency, effectiveness and economy of the public sector at a time of diminishing resources. Students will examine the normative model of strategic management which involves the development of a corporate mission, vision, outcomes, strategies and performance indicators. The less formal aspects which relate to power, behavioural and intuitive aspects of strategic decision making will be considered. The impact of the political environment on strategic management practices will also be explored. Students will work within the theoretical and conceptual frameworks of strategic management to critically assess contemporary strategic management practices in the public sector using corporate plans and case study material.

21759 STRATEGIC MANAGEMENT (COMMUNITY)

(6cp)

prerequisite Semesters 1 to 5 of the Master of Management (Community)

Students will be exposed to the literature on strategic planning and strategic management and acquire an appreciation of its strengths and weaknesses as a guide for management practice; students will develop a holistic concept of management and in so doing will have reflected on the interconnections between subjects studied earlier in the course when viewed from a strategic management perspective; and be able to analyse strategically the position of any community organisation; be able to identify those factors, both internal and external to the organisation, that shape and limit its current performance and future options.

21760 EMPLOYMENT CONDITIONS

(6cp)

prerequisite 21720 Employment Relations

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 program. 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.

21762 CLIENTS AND MARKETS

(6cp)

Examines the social and historical forces that create specific markets and client groups for public sector and not-for-profit organisations; critically evaluates the role and scope of marketing operations in these organisations as contrasted to private, for-profit organisations; develops an understanding of changes in organisational markets and patterns of distribution for the products of the public and not-for-profit sectors; develops skills and the techniques and methods of marketing management in public sector and not-for-profit organisations; examines consumer and client responses to public and not-for-profit sector products; addresses equity and social issues in public and social marketing strategies.

Topics include 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

(6cp)

Students will identify and categorise 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 mechanisation of information systems is desirable and the organisational requirements for, and implications of, such mechanisation; iden-

tify behavioural and organisational considerations associated with designing and using information systems.

Topics include 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

(6cp)

prerequisite 21711 Environment of Public Management or 21767 Environment of Community Organisations

The language, techniques and ways of thinking employed by economists relating to micro, macro and public sector economics; skills on economic analysis of direct appreciation to managers in the public and community sectors. Topics include 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

(6cp)

Familiarises students with the major philosophical approaches used to evaluate and to judge ethical behaviour, then examines a range of literature on ethical behaviour in the workplace, public services, community and business, and the ethical dilemmas and constraints that may confront any individual. As much as possible, the course enables students to explore ethical concerns they may have about their own working environment.

21766 MANAGING COMMUNITY ORGANISATIONS

(6cp)

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 by exploring key issues such as

governance and accountability; and by demonstrating the relevance of later subjects in the program. It is a compulsory subject and prerequisite for all later subjects.

21767 ENVIRONMENT OF COMMUNITY ORGANISATIONS

(6cp)

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 the 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 on their own organisation of wider social, economic and political changes.

21768 POLICY STUDIES

(6cp)

prerequisite 21728 Public Sector Management

Policy Studies is designed mainly for students in the non-business sectors – public, community and social. The emphasis of this subject is on the manager's role in shaping and in constructing policy as part of the management process, and how as a result of such understanding, the manager can choose to be more active in policy. Policy advisers have also found practical benefit in this approach. The technocratic 'making good policy', the 'real-world muddling through' and the policy implementation literatures are critically examined, before students move on to consider the practical consequences of their understanding for their own work.

21769 HUMAN RESOURCE MANAGEMENT (COMMUNITY)

(6cp)

prerequisite 21766 Managing Community Organisations

The objectives are for students to recognise the importance of effective management of human resources in the community sector, including the management of volunteers; examine the nature of the community sector labour market and implication for employment practice; understand the Australian system of industrial relations, its history and application to the community sector; critically analyse the application of the

industrial relations system to the community sector and issues arising from that; identify the statutory obligations of an employer in the community sector; increase skills in task analysis, job design, identifying appropriate levels of remuneration and in recruitment, selection, staff support and evaluation; develop an employment policy for a community organisation.

Topics include the industrial relations system and its implications for the community sector; definition of employer and employee bodies, development of awards, appropriateness of the adversary model, implications of, and for, volunteers; analysis of labour market; employment practices within the community sector are examined including: task analysis, job design, recruitment, selection, support and training, performance monitoring and termination.

21771 PRINCIPLES AND PRACTICES OF TRANSPORTATION

(6cp)

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

(6cp)

prerequisite 21771 Principles and Practices of Transportation

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

(6cp)

prerequisite 21772 Transport Operations Management

Identifies product distribution problems and uses computer applications to assist in their resolution. Topics include systems

analysis of firm's physical distribution activities; analysis of goods, information flows and coordinating activities; customer service.

21774 TRANSPORT POLICY AND PLANNING ANALYSIS

(6cp)

prerequisite 21771 Principles and Practices of Transportation

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

(6cp)

prerequisite 21771 Principles and Practices of Transportation

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

(6cp)

prerequisite 21711 Environment of Public Management or 21767 Environment of Community Organisations

Students will be expected to become 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 include 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

(6cp)

prerequisites 21766 Managing Community Organisations and 21731 Resources Management or equivalent subjects in Public Management concentration.

Students will become aware of the variety of sources from which community organisations obtain funds; be able to think about fundraising in a systematic manner; understand the basic theories of philanthropy and of fundraising; be aware of some of the major dilemmas that fundraising poses for community organisations; be familiar with and able to apply some basic techniques developed to raise funds from major funding sources (ie, governments, the general public, major corporate or individual donors, users); be able to assess when it is sensible to borrow funds, and be able to prepare a loan application; how and when to invest surplus funds to obtain the best return.

Topics include sources of funds; Australian overview; theories of philanthropy and basic approaches to fundraising; raising funds from government; raising funds from the public, donors and companies; charging users; difficulties, dilemmas and possibilities; when and how to borrow; what to do with reserves investment strategies.

21779 MANAGEMENT SKILLS

(6cp)

Students will develop insight into the interpersonal skills requirements of managers and establish a basis for future skill development. This subject deals experientially with the interpersonal skills needed by managers to lead teams successfully. It

takes the individual's awareness of his/her skills and interpersonal style as its starting point and goes on to examine basic communication skills such as listening, counselling and non-verbal behaviour. Applied skills are then dealt with including interviewing skills, time management, goal setting, delegation, group facilitation and meetings management, decision making, conflict management and negotiating skills and organisational communication skills. There is some treatment of interpersonal communication theory.

21780 READINGS IN ADMINISTRATION

(6cp)

prerequisites Semesters 1 to 4 of the MBA

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the coordinator 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 speciality strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

21781 SOCIAL AND COMMUNITY RESEARCH

(6cp)

prerequisites 21766 Managing Community Organisations, 21767 Environment of Community Organisations

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. It introduces the basis of statistical analysis (SPSS). 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

(6cp)

prerequisite 21731 Resource Management (or equivalent)

Develops 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 include 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.

21784 GLOBAL BUSINESS AND COMPETITIVE INTELLIGENCE

(6cp)

Business or competitive intelligence is increasingly used by firms seeking to improve their ability to compete globally. To do this they need to continually monitor a very complex, rapidly changing environment. Traditional management information systems are often unable to keep track of global opportunities and threats, or provide so much information that decision makers are overwhelmed. This has led to the evolution of 'intelligent' approaches which are concerned with efficient and effective methods of information gathering which focus on key information and 'intelligence'; techniques of evaluation and interpretation of that information in a focused 'intelligent' manner; and methods for communication of the interpretation and results to key decision makers and actors.

Objectives are to identify and articulate the ways in which improved business and competitive intelligence might contribute to better results for a corporation; identify opportunities and appropriate techniques to improve the efficiency and effectiveness of a corporation's business and competitive intelligence; and implement and manage business and competitive intelligence systems appropriate to the corporation and its competitive, legal and ethical environments.

21785 RESEARCH TECHNIQUES IN MANAGEMENT

(6cp)

prerequisite completion of a relevant Bachelor of Business degree

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of management.

21786 RESEARCH SEMINARS IN MANAGEMENT

(6cp)

prerequisite 21785 Research Techniques in Management (unless otherwise approved by Head of School)

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

21787 QUALITY STRATEGY

(6cp)

prerequisite 21743 Productivity and Quality Management (or equivalent studies in Quality Management)

Deals with quality management strategic issues and methodologies in some depth, and supplements the operations management and general management subjects in the various graduate programs offered in the Faculties of Business and Engineering. Topics include quality strategy in context; customer feedback and satisfaction; process benchmarking; performance measurement; people involvement; quality assurance and standards; quality tools; and quality awards.

21788 EFFECTIVE PEOPLE MANAGEMENT

(6cp)

Deals with a range of critical interpersonal management skills, competencies and understandings necessary for effective people management. It seeks to develop enhanced competence in managing others and recognising the importance of continuing personal learning and development in management, and seeks to develop an increased sensitivity and understanding of self and others in organisational contexts.

21789 CONTEMPORARY MANAGEMENT PRACTICES

(6cp)

Addresses a range of management practices appropriate to contemporary organisations. The unit provides students with an understanding of key aspects of current management practices including managerial relationships; intercultural management; leadership, status and power; negotiation; interviewing; team building; managerial audits; and managerial ethics.

Students explore a range of strategies for handling management issues, eg, competencies relevant to people, organisational structures and issues and working in international environments.

21790 BUSINESS PROJECT – EMPLOYMENT RELATIONS

(6cp)

prerequisite Semesters 1 to 7 of the 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 include specification of project topic, literature review, data gathering methods, data analysis and interpretation, preparation of project report.

21791 BUSINESS PROJECT – MANAGEMENT

(6cp)

prerequisite Semesters 1 to 7 of the MBA
Through undertaking a project within an organisation, students develop theoretical knowledge in a particular management area of their choice, and apply the knowledge in a practical situation. Such application develops practical consulting and research skills. It also develops process skills in locating and interpreting relevant information, gathering data, drawing conclusions and/or making recommendations, and in the structuring and presentation of a major report.

21792 RESEARCH PROJECT (PUBLIC/ COMMUNITY)

(6cp)

prerequisites 21751 Management Research Methods, 21781 Social and Community Research, 21754 Research Proposal

Students will systematically gather, process and interpret data; relate research results to

the relevant literature; prepare a thorough and effective report; and demonstrate a comprehensive knowledge in the area chosen for the subject. The specific context will be chosen largely by the student in consultation with the academic adviser. The major components will include data gathering, data analysis, interpretation of results, and establishing relationships of these results to the research questions and problem statement to provide conclusions and suggest implications for managers and further research.

21793 BUSINESS PROJECT – TRANSPORT MANAGEMENT

(6cp)

prerequisite 21776 Comparative Studies in Transport Management

This subject allows the student to examine in detail an aspect of transport management and his/her 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.

21794 RESEARCH PROPOSAL – OPERATIONS MANAGEMENT

(6cp)

prerequisite completion of Semesters 1 to 4 of the Master of Business in Operations Management

Students will specify operations management problems within their own organisation; identify fundamental issues relating to the selected problem from a literature review; apply research methodology and skills (acquired in Management Research Methods) to formulate a detailed and realistic project plan. The plan can be used to evaluate progress made during 21795 Research Project - Operations Management; nominate a suitable industrial supervisor within their organisation. Note: students not working for an organisation (or where their own company is not suitable) should find a suitable organisation willing to assist/supervise them: assistance in doing this will be given by their UTS supervisor where possible, but the responsibility to find a suitable organisation rests with the student. Topics as agreed between coordinator, company supervisor and student.

21795 RESEARCH PROJECT – OPERATIONS MANAGEMENT

(6cp)

prerequisite 21794 Research Proposal –
Operations Management

Provides a practical subject which integrates theoretical material covered; applies theory and established techniques to real-world situations in order to conduct detailed analyses of problems and develop solutions to them; develops skills in data collection, processing analysis and presentation of results and interaction with personnel in an industrial enterprise. Topics will be as agreed between coordinator, company supervisor and student.

21796 AUSTRALIAN AND INTERNATIONAL INVENTORY MANAGEMENT

(6cp)

Deals with some of the implications of purchasing local and overseas products, as well as identifying various warehousing and inventory control issues. The broad base of this subject allows students to examine the need to manage inventory in a way that best suits the strategic and operational needs of their organisations.

21797 MATERIALS MANAGEMENT SYSTEMS

(6cp)

Covers the fundamental principles of materials management and as such forms the underlying basis of the entire Certificate and Diploma program in Materials Management. It explores the concepts of professional performance and ethics, as well as the practicalities of life cycle costing, budgetary control, management information systems and security management.

21798 ISSUES IN MATERIALS MANAGEMENT

(6cp)

prerequisites all Semester 1 and 2 subjects from the Graduate Diploma in Purchasing and Materials Management; corequisite 21796 Australian and International Inventory Management

Draws together the wide range of concepts which have been covered in earlier parts of the program and enables the student to conceptualise purchasing and materials management within the framework of the

corporate strategy process. It aims to keep practitioners up to date with the latest practices and policies in business, government and non-profit sectors.

21806 MANAGING ORGANISATIONAL CHANGE

(6cp)

Provides participants with a knowledge of the principles of organisational design and an appreciation of the dynamics underlying organisational change. The role of IT managers in creating adaptive, flexible structures and in maintaining the momentum of the change process will be discussed. Students will be introduced to a variety of techniques for diagnosing the strengths and weaknesses of organisations, and to a range of organisational development interventions suitable for their industry. They will develop useful change agent skills by participating in a group action learning project.

21807 TOTAL QUALITY AND PRODUCTIVITY MANAGEMENT

(6cp)

prerequisite Graduate Certificate in
Information Technology Management

Productivity and quality are both key factors in successful performance in the IT industry. This subject aims to develop a clear understanding of the practical and managerial aspects of quality management and productivity management, including the fundamentals of TQM and its relationship to productivity. Students completing this subject will have a sound philosophical and practical basis for evaluating productivity and quality improvement programs and Total Quality implementation programs.

21809 MANAGERIAL ANALYSIS AND EVALUATION OF INFORMATION SYSTEMS

(6cp)

Presents a range of fundamental accounting, risk analysis and performance criteria for information systems. This subject is intended to provide basic skills in evaluating computer-based information systems. For students who are involved in management, it is important that they are aware of what information systems can provide and how to rate them and how to specify their requirements for their organisation's advantage.

22705 MANAGEMENT PLANNING AND CONTROL

(6cp)

Examines the role of management accounting in organisations and society. The 'conventional wisdom' in management views accounting as an information system which assists managers in organisational planning and control. Its role is to increase the effectiveness and efficiency of organisations. Functionalist theory of accounting such as activity-based costing, agency theory and contracting cost theory will be considered. In recent years there has been increasing criticism of mainstream functionalist accounting research because of its inability to provide an adequate understanding of the actual functioning of accounting in organisations. The subject also looks at recent accounting studies which have attempted to redress this deficiency by locating accounting in its organisational, societal and historical contexts.

22708 MANAGEMENT INFORMATION SYSTEMS

(6cp)

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 include 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

(6cp)

Introduces accounting to those 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

(6cp)

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 include 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

(6cp)

Examines the objectives of computer security and controls, and the application of auditing techniques to verify the adequacy of such security and controls. Topics considered include the use of communication networks, and cryptographic security for safeguarding the integrity of computer systems.

22740 ACCOUNTING FOR MARKETING

(6cp)

Introduces marketers to the role of accounting in organisations; explains how accounting integrates with other function areas of business; develops and enhances the competence of marketers in the analysis of strategic organisational problems, using accounting skills and knowledge; enables a marketer to read financial accounts for a territory, division or organisation; introduces basic management accounting to marketers. This is a practical course designed for managers who have not previously studied accounting.

22743 FINANCIAL STATEMENT ANALYSIS AND FINANCIAL MODELLING

(6cp)

prerequisite 25742 Financial Management or 25765 Corporate Finance

Introduces students to the latest techniques of financial statement analysis, and develops 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.

22744 STRATEGIC COST MANAGEMENT

(6cp)

The objective of this subject is to develop knowledge and skills in the design of the cost systems of firms to improve the effectiveness of decisions concerning pricing, product design, product and customer mix. The subject incorporates the latest developments in the field of management accounting such as activity-based costing and the impact of 'new technology' on the design of costing systems.

22751 CORPORATE ACCOUNTING ISSUES

(6cp)

Examines the issues surrounding the provision of corporate reports to external users. Topics considered include the role of a conceptual framework of financial reporting, the role of financial reporting in promoting the efficient allocation of scarce resources, corporate social responsibility in accounting, and the 'public interest' role of accountants.

22760 APPLIED RESEARCH SKILLS

(6cp)

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.

22780 READINGS IN ACCOUNTING

(6cp)

prerequisite Semesters 1 to 5 of the MBA
The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Director 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 speciality strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

22785 RESEARCH TECHNIQUES IN ACCOUNTING

(6cp)

prerequisite completion of a relevant Bachelor of Business degree

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of accounting.

22786 RESEARCH SEMINARS IN ACCOUNTING

(6cp)

prerequisite 22785 Research Techniques in Accounting (unless otherwise approved by Head of School)

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

22790 BUSINESS PROJECT – CORPORATE ACCOUNTING

(6cp)

The project should preferably be undertaken in an organisational setting and should be integral to the elective subjects in the speciality 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

(12cp)

corequisite 22760 Applied Research Skills

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

(12cp)

corequisite 22760 Applied Research Skills

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 1

(6cp)

Incorporates the topics which are specified in the study guidelines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

22812 ACCOUNTING MODULE 2

(6cp)

Incorporates the topics which are specified in the study guidelines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

24701 CONTEMPORARY MARKETING MANAGEMENT

(6cp)

Presents a clear, realistic and contemporary perspective of marketing theory and practice. The subject matter reflects major innovations and advancements currently shaping marketing. The marketing discipline is now in a state of 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

(6cp)

Introduces 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.

24703 MARKETING AND INTERNATIONAL TRADE RELATIONS

(6cp)

prerequisite 24712 Multinational Marketing

Assists students in acquiring an understanding of the influence governments have on doing business overseas, and to build upon and apply the knowledge gained from Multinational Marketing so as to evaluate the opportunities and constraints which arise from international trade activities.

Enables students to broaden their understanding of international marketing by focusing on the role of governments, government agencies and multilateral bodies in facilitating or impeding the achievement of commercial objectives in overseas markets. Student involvement in presenting seminar papers will be extensively used throughout the semester.

24704 MANAGING CLIENT RELATIONS

(6cp)

Reviews the nature of the business development process through focusing upon the specific needs of clients. It explores the complex issues of determining and focusing on client needs as a key activity for IT managers who wish to maximise their impact. Specific IT based case material will be used throughout the course to ensure that participants recognise the essential relationship between product and client satisfaction.

24710 BUYER BEHAVIOUR

(6cp)

Provides insight into buyer behaviour as the foundation for marketing strategy. Examines individual, social and environmental determinants of buyer behaviour within an overall conceptual framework

that includes information processing, learning, motivation, attitudes, personality, lifestyle, social and cultural group influences. Consumer and industrial buyer behaviours are considered. Segmentation is developed in its many variations and applications. Contemporary influences on Australian buyer behaviour are also reviewed.

24712 MULTINATIONAL MARKETING

(6cp)

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 subsidiaries. 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

(6cp)

Interrelates principles of organisation theory, motivation and marketing, thereby providing a conceptual framework for the practice of sales management. Develops functional knowledge in the discipline. Sales management was previously considered in the discussion of tasks of the marketing manager. This subject is presented by combining material from management and marketing areas that relate to interorganisation and interpersonal exchanges. Thus, the course relates 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

(6cp)

Provides 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. 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

(6cp)

prerequisite 24702 Marketing Theory and Practice (or equivalent)

Develops 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 program. 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

(6cp)

prerequisites 24702 Marketing Theory and Practice, 24710 Buyer Behaviour (recommended)

Advertising, promotion and business communication 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 strategies and evaluating campaign results. Contemporary issues in advertising are considered, together with reference to complementary aspects such as publicity and direct marketing. The subject includes an applied project covering these decision factors.

24734 MANAGERIAL MARKETING

(6cp)

Recognises marketing as a key managerial decision-making area, in particular relating the organisation to its environment. Drawing extensively on the literature in marketing and marketing management, the subject will adopt a range of teaching approaches to demonstrate the nature and complexity of managerial marketing decision making, and at the same time develop knowledge and skills for effectively managing the complexity of exchange processes.

24736 MARKETING COMMUNICATION

(6cp)

prerequisite 24734 Managerial Marketing

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

(6cp)

prerequisite 24734 Managerial Marketing

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

(6cp)

prerequisite 24734 Managerial Marketing

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 subsidiaries. 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.

24742 NEW PRODUCT MANAGEMENT

(6cp)

prerequisites 24702 Marketing Theory and Practice, 22740 Accounting for Marketing, 24720 Marketing Research

Exposes 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

(6cp)

prerequisite 24712 Multinational Marketing
Builds upon existing knowledge in the area of international marketing and applies 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. Emphasis is placed on both global and recent international trade issues from an Australian perspective. Topics covered include 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

(6cp)

prerequisite Semesters 1 to 5 of the Master of Business in International Marketing

Enhances 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. 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

(6cp)

prerequisites 24701 Contemporary Marketing Management, 24702 Marketing Theory and Practice, 24720 Marketing Research, 24730 Advanced Marketing Management

Studies 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 postgraduate 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

(12cp)

prerequisites Semesters 1 to 4 of the Master of Business in International Marketing

Develops skills in conducting various international marketing research and marketing management activities. Involves a study tour of one or two overseas countries. Enables the student to develop an appreciation of the ways in which marketing systems might be compared and evalu-

ated 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

(6cp)

prerequisites nil, however, prior permission is required

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Director of the MBA and the Head of the School of Marketing. 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 speciality strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

24785 RESEARCH TECHNIQUES IN MARKETING

(6cp)

prerequisite completion of a relevant Bachelor of Business degree

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of marketing.

24786 RESEARCH SEMINARS IN MARKETING

(6cp)

prerequisite 24785 Research Techniques in Marketing (unless otherwise approved by Head of School)

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

24790 BUSINESS PROJECT – MARKETING

(6cp)

prerequisites Semesters 1 to 5 of the MBA

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. Prospects

tive 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

(6cp)

prerequisites Semesters 1 to 5 of the Master of Business in International Marketing

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

(6cp)

Provides each student with skills in the use of a personal computer. The major objectives are to develop each student's ability to make intelligent use of forecasting and financial planning models, and to develop and implement decision support systems. Topics include an introduction to micro-computer and spreadsheet programs, developing worksheets for planning and forecasting in the finance arena, eg, manpower planning, cashflow forecasting, loan amortisation schedule, lease vs debt financing, financial ratio analysis, developing basic forecasting skills – projection models, smoothing models, regression models, introduction to more complex techniques.

25706 ECONOMICS FOR MANAGEMENT

(6cp)

Provides an 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). Its goal is to provide a working knowledge of the economic environment of Australian business. 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.

25707 GOVERNMENT-BUSINESS RELATIONS

(6cp)

prerequisite 25706 Economics for Management

Examines government policies directed to the behaviour of private sector firms. Begins by considering the rationale for government intervention in private sector activities, with emphasis on current developments in the corporatisation and privatisation of government business enterprises. Specific government policies and the formation of such policies are then examined. Policies looked at include economic aspects of competition policy, industry policy, protection of the national interest, foreign investment, small business policy, research and development targeted sectoral policies.

25721 INVESTMENT MANAGEMENT

(6cp)

prerequisite 25742 Financial Management or 25765 Corporate Finance

Introduces the conceptual and theoretical frameworks of the traditional and portfolio approaches to investments, and practises students in the techniques of portfolio analysis and management. Other topics will include security valuation, investment in fixed interest securities, investment and inflation, investment in traded options.

25731 INTERNATIONAL FINANCIAL MANAGEMENT

(6cp)

prerequisite 25742 Financial Management or 25765 Corporate Finance

Analysis of the financial decisions of the firm in an international setting. Topics include various strategies which are evaluated in foreign exchange, money markets international cash management, and financing operations in the multinational enterprise. Management of exposure to foreign exchange risk and interest rate risk is examined. Measurement of returns from international projects, acceptance criteria for projects and risk evaluation in foreign investments are outlined; financing in Euromarkets; taxes; swaps; debt/equity considerations; repatriation of capital; political risk issues.

25736 ASIAN-AUSTRALIAN ECONOMIC RELATIONS

(6cp)

prerequisite 25706 Economics for Management (unless otherwise approved by Head of School of Finance and Economics)

Objective: To gain an understanding of Australia's developing economic relations with Asia; the history of the economic development of selected Asian economies; and future prospects for Australia within the Asian region.

Topics include an overview of Australia and Asia; a review of selected fundamental economic concepts: output, growth, inflation, indexes, comparative statistics, exchange rates etc; the development of China's political economy before, during and (more importantly) after Mao; Australia's developing trading relations with China – after Mao; the development of Japan's political economy; Australia-Japan economic relations; the economic development of Asia's newly industrialised economies (NIEs) – South Korea, Taiwan, Hong Kong and Singapore; Australian trading relations with NIEs; ASEAN history and economic relations with Australia; aspects of macroeconomic management in Asia and Australia; and possible special interest topics.

25741 CAPITAL MARKETS

(6cp)

Provides students with the opportunity to acquire a broad knowledge of the instruments, institutions and markets that comprise Australia's financial system. Develops skills in financial mathematics that are useful in pricing securities and in financial decision making.

Topics include financial mathematics; capital and foreign exchange markets; the role of the Reserve Bank; the determination of interest rates; the yield curve; duration; interest rate risk; financial futures and options; FRAs; swaps and financial innovation.

25742 FINANCIAL MANAGEMENT

(6cp)

prerequisites 25706 Economics for Management, 21710 Quantitative Methods and either 22726 Accounting and Financial Administration or 21731 Resource Management

Topics include 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

(6cp)

prerequisite 25742 Financial Management or 25765 Corporate Finance

Introduces students to the latest developments in corporate financial analysis; develops an appreciation of the assessment of financial statements for lending and investment purposes. Topics include the objectives of corporate financial analysis, some basic concepts and key financial ratios; properties of financial ratios and various statistical issues; forecasting of cash flow/earnings for planning and control; financial information for credit assessment; bankruptcy and failure prediction, mergers and acquisitions; credit and risk assessment for large and small clients; performance assessment of management.

25744 CURRENT ISSUES IN FINANCE

(6cp)

prerequisite 25742 Financial Management

Introduces students to relevant topics in the field of finance through readings from recent journal articles. Covers both basic theory and practical application of asset pricing and corporate financial strategy. The course will enable students to integrate and consolidate the knowledge they have gained from previous courses in finance, as well as to appreciate the implications of recent developments for corporate financial decision-making. Students will be acquainted with the current ongoing research in finance.

Topics include anomalies in equity pricing; re-examination of market efficiency; performance evaluation; portfolio insurance;

the stock market crash of 1987; asset and liability management; corporate control; capital structure; and capital raising.

25751 FINANCIAL INSTITUTION MANAGEMENT

(6cp)

prerequisites 25741 Capital Markets and either 25742 Financial Management or 25765 Corporate Finance

Introduces students to a broader view of changing banking environment; develops an understanding of financial decision making in banking; develops decision-making skills in policy formulation and implementation. Topics include liquidity management; capital adequacy; bank risks and measure of interest rate risk; methods for correcting interest rate risk – futures, options, swaps, foreign exchange, bank planning.

25752 FINANCIAL INSTITUTION LENDING

(6cp)

prerequisites 25741 Capital Markets and either 25742 Financial Management or 25765 Corporate Finance

Develops understanding and appreciation of sound and practical banking lending practices, including corporate and consumer lending, international trade, current issues, legal matters. Topics include lending – loan types, mortgage property; lending – securities, documentation, lending – balance sheet analysis; lending managing advances; international trade – exchange rates, payment mechanisms; international trade – risk assessment.

25753 ISSUES IN BANKING

(6cp)

prerequisites 25751 Financial Institution Management, 25752 Financial Institution Lending

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. It aims to increase awareness and improve understanding of issues beyond the scope of topics covered in traditional banking courses.

25761 ELEMENTS OF FINANCIAL MANAGEMENT

(6cp)

Introduces students to the analytical techniques applied to financial decision making and the concept of time value of money. Evaluation and selection of capital assets. Introduction to the Australian financial system. Topics include financial fundamentals financial maths, financial ratios; applications of capital budgeting; working capital management; debt and equity.

25762 SYNTHETIC FINANCIAL PRODUCTS

(6cp)

prerequisites 25741 Capital Markets, 25742 Financial Management or 25765 Corporate Finance

Provides 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

(6cp)

prerequisites 25741 Capital Markets, 25742 Financial Management or 25765 Corporate Finance, 25731 International Financial Management

Exposes students to the corporate treasury role, techniques and instruments. Topics include treasury management issues, goals and functions of treasury, information requirements, structure; hedging – various instruments, techniques to reduce uncertainty in financing and cash flows, hedging concepts, issues arising in exposure management, key internal and external mechanisms; interest rate exposure – pricing, hedging and managing; exchange rate exposure – pricing, hedging and management; use of risk – return considerations; minimising tax exposures in treasury operations; identifying and exploiting arbitrage opportunities as they arise.

25764 VENTURE CAPITAL FINANCE

(6cp)

prerequisite 25742 Financial Management or equivalent

Provides an in-depth understanding of the venture capital market and develops 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

(6cp)

prerequisites 25706 Economics for Management, 22726 Accounting and Financial Administration, 25761 Elements of Financial Management

Introduces and exposes the student to corporate financial management; basic investment decision-making techniques and financing decisions both short term (current) and long term. Topics include modern portfolio theory involving risk-return relationships; principle of diversification and assessment of risk; capital asset pricing model and capital budgeting; project analysis; market efficiency and dividend policy; effects of dividend imputation and capital gains tax; debt policy; weighted average cost of capital; financial distress or corporate failure prediction; leasing versus debt alternative; mergers and acquisitions.

25780 READINGS IN FINANCE

(6cp)

prerequisites Semesters 1 to 5 of the MBA

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Director 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 speciality

strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

25781 READINGS IN ECONOMICS

(6cp)

prerequisites Semesters 1 to 5 of the MBA

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Director 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 speciality strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

25785 RESEARCH TECHNIQUES IN FINANCE AND ECONOMICS

(6cp)

prerequisite completion of a relevant Bachelor of Business degree

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of finance and economics.

25786 RESEARCH SEMINARS IN FINANCE AND ECONOMICS

(6cp)

prerequisite 25785 Research Techniques in Finance and Economics (unless otherwise approved by Head of School)

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

25790 BUSINESS PROJECT – FINANCE

(6cp)

prerequisites Semesters 1 to 5 of the MBA

The project should be undertaken in an organisational setting and should be integral to the elective subjects in the speciality 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

(6cp)

prerequisites Semesters 1 to 5 of the MBA

The project should be integral to the elective subjects in the speciality strand of the MBA. It will allow students to examine an issue or problem in the industry. The student should systematically gather, process and interpret data, relate the results of their research to the relevant literature and prepare a thorough and effective report. The report should demonstrate a comprehensive knowledge in the area chosen for the project. The report is to be prepared on a topic, agreed to by the Subject Coordinator, that is within the area of banking.

25807 MERGERS AND ACQUISITIONS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

25809 TECHNICAL ANALYSIS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

25811 SWAPS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

25812 FUNDRAISING IN INTERNATIONAL MARKETS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

25813 FINANCIAL NEGOTIATION SKILLS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

25814 BANKING AND BUSINESS ETHICS

(3cp)

prerequisites 25741 Capital Markets, 25765 Corporate Finance

The exact nature of the subject material will be determined by each presenter.

26790 BUSINESS PROJECT – INTERNATIONAL BUSINESS

(6cp)

prerequisite Semesters 1 to 5 of the MBA

The project should be undertaken in an organisational setting and should be integral to the elective subjects in the speciality 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.

27701 LEISURE AND TOURISM ORGANISATION AND POLICY

(6cp)

Examines the history of the leisure industry in Australia; the sometimes complementary and sometimes conflicting role of the public, commercial and voluntary sectors. Explores the influence of each sector in meeting demands and in shaping and controlling the leisure behaviour of Australians. Examines the linkages with other aspects of public, private and voluntary activities; and the response of contemporary leisure organisations to the perceived social, economic and institutional problems in Australia.

27702 APPLIED LEISURE THEORY

(6cp)

Explores a cross-section of the literature which explains different aspects of leisure theory. The literature addressed draws from sociology, psychology, history, philosophy and leisure studies, and covers contemporary debates and issues in leisure theory.

27704 ECONOMICS OF LEISURE AND TOURISM

(6cp)

prerequisite 27709 Leisure and Tourism Organisation and Policy (or its equivalent)

Introduces the language, concepts and analytical techniques of economics and their application to leisure and tourism. The

subject 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

(6cp)

Demonstrates a conceptual awareness of leisure-based tourism and other forms of travel; uses 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; demonstrates knowledge and understanding of the interrelationships between tourism and the environment with which it interacts; demonstrates awareness of the applicability of such knowledge to management and other business practices in the travel and tourism industry; and demonstrates 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

(6cp)

Examines management as a social process; management theories and their application to tourism industry settings and management structures; the functions and levels of management in tourism industry organisations; management strategies; ethics and responsibilities of tourism managers in relation to external environments and publics.

27707 LEISURE AND TOURISM RESEARCH

(6cp)

Covers social science research methods such as project design; literature review; secondary data; observation; qualitative methods; in-depth interviewing; participant observation; questionnaire design, sampling and survey analysis (using the SPSS computer package). Assessment involves individual assignments and a group project involving three or four students and consisting of a 'live' research project, usually for a client, in an area of the students' interest.

27708 THE TRAVEL AND TOURISM INDUSTRY

(6cp)

Students will be expected 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.

27710 POPULAR CULTURE

(6cp)

prerequisite 27712 Leisure Theory

Examines 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

(6cp)

Covers the principles of the environmental planning process as they apply to leisure, recreation and tourism; enables students 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 NSW, including those which relate to development control; be able to critically assess and evaluate the outcomes of planning and design decisions and practices.

27713 LEISURE MANAGEMENT

(6cp)

Gives a general introduction to management issues and management theory, and their application to the leisure service environment. Covers management theory; management of human resources; organisational culture; conflict and negotiation skills; leisure industry practices; and management strategies for the leisure industries.

27714 TOURIST ATTRACTIONS MANAGEMENT

(6cp)

Examines the functions of tourist attractions in the overall phenomenon of tourism, and seeks to develop an understanding of the distinctive features of tourist attractions as organisational arrangements for the performance and delivery of away-from-home personal leisure services. Examines the environment in which tourist attractions are created and the interactions between manager/operators of attractions and other participants in the process such as tourists themselves and tour operators. Through case studies the subject enables the student to practise certain management functions such as the preparation of management appraisals or marketing plans.

27715 MANAGEMENT OF AUSTRALIAN SPORT

(6cp)

Provides an introductory framework for the study of sports management, and considers the resource demands that sport imposes at different levels of performance. Examines the private, public and volunteer structures which support Australian sport, and analyses a number of issues and challenges facing Australian sport, including demographic change, lifestyle trends, equity, technology and funding.

27716 SPORTS MARKETING

(6cp)

Provides an introduction to the role of marketing in modern sports management. Considers product, price, place and promotion in relation to sport, and addresses the task of meeting client needs, selling and marketing orientations in various market sectors, market research and criteria for

effective market segmentation, special event marketing, corporate sponsorship, fundraising, sales, and public relations.

27717 EVENT AND FACILITY MANAGEMENT

(6cp)

Develops an understanding of the planning and operational processes necessary for the efficient conduct of major and minor sporting events; the managing of sports facilities; the preparation and implementation of sports development plans; the management of financial resources, supplies and equipment; evaluation models; and the planning, construction and maintenance of sports facilities.

27718 SPORT AND THE LAW

(6cp)

Develops an understanding of the legal principles and processes which affect sports management in Australia. Looks at law courts and legislatures; legal terminology and areas of discipline; law and the business of sport; minimising liability; incorporation; the status of participants and liability; consumer protection; player contracts, conditions and exclusions; contracts of employment for managers; and risk management.

27751 ACCOUNTING, FINANCE AND MANAGEMENT

(6cp)

Objectives are to develop skills in recording and processing accounting information and generating accounting reports; to be able to analyse accounting reports; to learn methods available for evaluating investment opportunities and means of financing; to appreciate the elements of cost and management accounting. Topics include introduction to accounting, finance and management; sources of business information; the accounting cycle; computer-based accounting systems; accounting for inventory, receivable and fixed assets; sources and applications of funds; analysis of financial statements; investment evaluation and computer-assisted techniques; management accounting – cost-volume-profit analysis; product costing systems; budgeting.

27752 MARKETING FOR THE ARTS

(6cp)

Provides an understanding of the role of marketing in contemporary society and an understanding of the basic concepts in marketing management so that students can identify the particular characteristics and skills necessary for successful arts marketing; and be familiar with market/audience research techniques in the arts.

27753 THE ARTS ENVIRONMENT IN AUSTRALIA

(6cp)

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

(6cp)

prerequisites all core subjects in the Graduate Diploma in Arts Management

Provides students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design and managerial skills; enables students to consolidate and reflect on knowledge gathered in the course and bring this to bear on a contemporary arts issue.

27755 ARTS ORGANISATIONS AND MANAGEMENT

(6cp)

prerequisite 27753 The Arts Environment in Australia

Develops within students a critical appreciation of management practices and organisational forms within the arts and cultural industries; examines the impact of different modes of managing and organising; creates an awareness of behavioural

issues within arts organisations including power, control, conflict, negotiation, decision making and strategic planning; addresses 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

(6cp)

Develops a basic understanding of the legal environment of the arts in Australia, and identifies legal problems and 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, tax issues and restrictions of rights.

27759 ACCOUNTING AND FINANCE FOR THE ARTS

(6cp)

Gives 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 is ill-equipped to balance artistic outputs within available financial resources. Lectures and workshops cover basic financial analysis and reporting, compiling charts of accounts, using personal computers to solve everyday problems and working with boards, committees and funding authorities.

27787 ACCOUNTING PRACTICE FOR MANAGEMENT

6cp

Provides a basic introduction to accounting for managers. Covers the conceptual framework for accounting; the accounting cycle; computer-based and manual accounting systems; accounting for inventory, receivable and non-current assets; contemporary legislation and regulation; accounting and financial management; investment evaluation; cost analysis; and budgeting concepts and procedures.

27806 TOURISM MANAGEMENT PROJECT

(6cp)

prerequisites 27706 Tourism Management, 27707 Leisure and Tourism Research

To bring to fruitful completion an applied management project which relates to a tourism industry opportunity or problem;

to demonstrate the ability to integrate the knowledge and skills acquired in the course and apply them to managerial decision making; to demonstrate the ability to function effectively in a management team; and to produce original work in an appropriate format which demonstrates abilities in the field of tourism management. The study will involve an actual tourism industry firm or organisation wherever possible.

27807 TOURISM AND LEISURE MARKETING

(6cp)

prerequisite one core subject

Provides an understanding of the nature of market relations and marketing processes for leisure and tourism; an understanding of the difference between selling and marketing orientations in the public, private/commercial and voluntary sectors; familiarity with the coordinative and integrative requirements of all marketing efforts; recognition of the criteria for effective market segmentation and the selection of client groups; comprehension of current trends in pricing for leisure and tourism; and provides familiarity with the communication processes necessary for successful promotion in terms of personal contact, advertising, incentive schemes and publicity.

27808 TRAVEL AND TOURISM LAW

(6cp)

Conveys basic knowledge and understanding of general legal principles and processes which affect business activities in Australia; assists students to demonstrate knowledge and understanding of laws and regulations which have particular significance for the tourism industry and to demonstrate the ability to recognise legal obligations in management contexts in the tourism industry.

27809 LEISURE STUDIES PROJECT

(6cp)

prerequisite 27707 Leisure and Tourism Research

Provides students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design, managerial and analytical skills.

27811 CULTURAL TOURISM

(6cp)

prerequisite one core subject from Graduate Diploma in Arts Management, Graduate Diploma in Leisure Management, or Graduate Diploma in Tourism Management.

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, ie, as an industry where cultural forms, processes, artifacts 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

(2cp)

prerequisite approval of program coordinator

Students complete a contract in advance with the program coordinator undertaking to complete a project requiring 50 hours of work (two credit points) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

27925 APPLIED STUDIES B

(4cp)

prerequisite approval of program coordinator

Students complete a contract in advance with the program coordinator undertaking to complete a project requiring 100 hours of work (four credit points) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

27935 APPLIED STUDIES C

(6cp)

prerequisite approval of program coordinator

Students complete a contract in advance with the program coordinator undertaking to complete a project requiring 150 hours of work (six credit points) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

27941 ADVANCED RESEARCH METHODS FOR LEISURE AND TOURISM

(6cp)

prerequisite 27707 Leisure and Tourism Research

Develops 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

(6cp)

prerequisite 27807 Tourism and Leisure Marketing (at credit level)

Examines the distinctive practices associated with marketing services in the tourism and leisure industries. Gives an appreciation of the complex interactions among the mixture of resources which combine to form tourism and leisure 'products'; an understanding of the nature of the markets for various tourism and leisure products; information and control systems in leisure and tourism marketing organisations; and marketing plans for tourism or leisure services.

27943 SOCIOLOGY OF LEISURE

(6cp)

prerequisite 27712 Leisure Theory, 27710 Popular Culture, or 27811 Cultural Tourism (at credit level)

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, Michel Foucault or Herbert Marcuse. 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

(6cp)

prerequisites 27701 Leisure and Tourism Organisation and Policy, 27704 Economics of Leisure and Tourism, 27711 Leisure and Tourism Planning (at credit level)

Examines in-depth policy analysis methods and their application to issues in leisure and tourism; theories of decision making; political philosophies and their implications for leisure and tourism. Makes an examination of a series of case studies in sport, the arts, tourism and outdoor recreation.

27945 LEISURE AND TOURISM FUTURES

(6cp)

Examines forecasting techniques and their application to leisure and tourism, and examines alternative social, political and environmental futures and their implications for leisure and tourism. Examines influences on the future of leisure and tourism including demographic change, national and international income growth, technological change, post-industrialism, leisure time, fashion/taste, environmental factors, political perspectives and the role of public and private sector leisure and tourism organisations.

27946 MA PROJECT

(12cp)

prerequisites 27941 Advanced Research Methods for Leisure and Tourism Studies plus one elective chosen from 27943 Sociology of Leisure, 27944 Leisure Policy or 27942 Advanced Tourism and Leisure Marketing, or elective approved by course coordinator

Students 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 8,000-10,000 words in length on a topic chosen by the student in consultation with the course coordinator. 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.

27947 MA THESIS

(36cp)

prerequisites 27941 Advanced Research Methods for Leisure and Tourism Studies plus one elective chosen from 27943 Sociology of Leisure, 27944 Leisure Policy or 27942 Advanced Tourism and Leisure Marketing, or elective approved by course coordinator

Students 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 20,000-30,000 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.

Postgraduate subjects offered by other faculties

43402 TRAFFIC AND TRANSPORTATION

(6cp)

Provides the basic principles in transportation planning and traffic engineering. The influence of environmental and political aspects will be analysed as well as the technical aspects. Emphasis will be directed towards the application of traffic engineering in the planning and reorganisation of traffic problems in local government situations.

43451 ENVIRONMENT OF PROFESSIONS OF LOCAL GOVERNMENT

(6cp)

Establishes an understanding of cross-disciplinary competencies available in the professions working in local government. This provides a foundation for exploring management applications in later stages.

43452 ENVIRONMENTAL MANAGEMENT

(6cp)

Examines current environment issues and their implications at the local level. Global, national and local policy approaches are evaluated as a basis for developing local government multidisciplinary management approaches.

43453 INFRASTRUCTURE MANAGEMENT

(6cp)

Examines current and likely future roles of local government in the provision of urban and regional infrastructure. Future infrastructure technologies are examined (such as information transfer) as are methods of public and private provision.

43454 MANAGING LOCAL ENTERPRISE

(6cp)

This subject, together with 21758 Strategic Management (Public), forms the capstone of the course. Students prepare a management plan, of publishable standard, for a selected local development issue (such as unemployment or environmental degradation). The emphasis is on issues in a council's external environment.

79701 STAMP DUTIES

(6cp)

Gives a general overview of stamp duty, the means by which stamp duty is imposed, and the major instruments and transactions which are subject to duty and most frequently encountered in daily practice. Topics to be covered include imposition and territorial nexus; assessment of duty and consequences of non-stamping; conveyances and transfers; oral transaction duty; goods, wares and merchandise exemption; land-owning companies and trusts; leases, hiring arrangements and loan securities; insurance and financial institutions duty.

79702 LAND TAX AND PAY-ROLL TAX

(6cp)

This subject is divided into two components. Land Tax canvasses basic principles and more complex legal issues including general liability, practical aspects and administration and special matters such as jointly-owned land, and 'special trusts'. The second component explores complex taxation issues in relation to Pay-Roll Tax, including issues of general liability; group employers; practical aspects and administration and other special matters such as relevant contracts and tax concessions.

79703 LEGAL ASPECTS OF CONTRACTS ADMINISTRATION

(6cp)

Provides practitioners with an understanding of their contractual and legal responsibilities as managers. Provides participants with the opportunity to improve their skills in the formulation and administration of technical specifications and purchasing and supply contracts through an enhanced knowledge and awareness of a range of issues affecting contracts law and sales tax.

79706 CUSTOMS DUTIES/LEVIES

(6cp)

Covers a range of key issues including liability to duty; import licensing and quota; dumping and countervailing duties; bounties; drawback and 'by-law for export'; appeal rights and excise duties.

79707 INTERNATIONAL TAXATION 2

(6cp)

prerequisite 79762 International Taxation I

International tax planning is one of the key elements in any strategy of expansion. The appropriate tax advice will help avoid pitfalls. This subject will cover issues including a tax treatment of non-residents – industry provisions, royalties, sales in Australia by overseas manufacturers and merchants, ex-Australian profits; withholding tax – interpretative provisions, deemed interest, exclusions, recoupment and anti-avoidance legislation, dividends and interest and international tax avoidance and transfer pricing – anti-avoidance legislation, key elements of Division 13, administrative provisions, and other considerations.

79711 ADVANCED INDUSTRIAL LAW

(6cp)

prerequisite 79731 Industrial Law

Develops the student's understanding of the collective aspects of the legal regulation of the employer/employee relationship introduced in the subject Industrial Law; instils an awareness of solutions to problems in this field attempted by other legal systems, and an understanding of current problems; develops the student's skills in the preparation for the presentation of cases before industrial tribunals. This subject 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

(6cp)

prerequisite substantial knowledge of taxation

This subject is concerned with taxation practice, ie, the application of various provisions of the *Income Tax Assessment Act*, the regulations thereunder and other revenue laws. The subject 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 subject does traverse current taxation problems affecting the business community and covers issues such as 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 distributions, losses both current and previous year; superannuation and employee benefits; foreign source income and tax havens; alienation of income; legislative and judicial techniques to minimise tax avoidance; objections and appeals; other revenue laws.

79729 LEGAL ENVIRONMENT OF BUSINESS

(6cp)

Develops 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; develops 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

(6cp)

Aims to introduce the student to an understanding of the various matters encompassed by industrial law; to study the common law and subsequent statute law relating to the relationship between the employer and employee, especially in the contract of employment; 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

(6cp)

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

(6cp)

prerequisite good knowledge of company law

Presents a comprehensive overview of Australian Company Law, an integral part of current legal and commercial development in Australia, examining the provisions of the Corporations Legislation and the principles of the common law. Emphasis is given to the role of the new regulator, the Australian Securities Commission; duties of directors; regulation of the capital markets; common investment schemes; and contemporary issues. The 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 law.

79741 MARKETING LEGISLATION IN AUSTRALIA

(6cp)

prerequisite some knowledge of commercial law (preferred)

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

(6cp)

prerequisite basic understanding of commercial law

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, World Bank and IMF); GATT, 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

(6cp)

prerequisites 21766 Managing Community Organisations, 21728 Public Sector Management

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; and will be familiar with the ways in which bodies of law impact on the work of managers in the public and community sectors. Topics include an introduction to the legal system; constitutional aspects; the nature of legal rules; the legislative framework for actions against public or community managers (eg, 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.

79752 EMPLOYMENT LEGISLATION

(6cp)

Considers in detail the main aspects of the Australian and NSW Industrial Arbitration Acts, together with special legislation concerning leave with pay, workers' compensation, occupational health and safety, and anti-discrimination. A special component of this course is the study of the legislation and common law affecting industrial disputes.

79753 CURRENT ISSUES IN INDUSTRIAL LAW

(6cp)

Focuses on current developments and central issues in industrial relations law to ensure that students are familiar with state-of-the-art knowledge and practice in the field. Topics covered include current legislative changes and proposed changes, common law development, and the latest arbitration and judicial decisions.

79761 INDIRECT TAXATION

(6cp)

prerequisite 79718 Advanced Taxation

Students will examine the legal and procedural issues arising in relation to various taxes. 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 1

(6cp)

prerequisite 79718 Advanced Taxation

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

(6cp)

prerequisite 79718 Advanced Taxation

Examines key current issues in taxation within the Australian environment. As emphasis is placed on important contemporary issues, the course content and presentation may vary in order to respond to changes in legislation and practice.

79764 TAXATION PROJECT

(12cp)

prerequisite 79763 Contemporary Issues in Taxation

Students will undertake research into an aspect of taxation under the guidance of a supervisor, and will submit a paper of 10,000 - 15,000 words, of a standard demonstrating original research.

79775 FINANCE LAW

(6cp)

Enhances students' knowledge of finance law and current practice. Topics include fundraising by equity and debt; money market regulations; loans; leasing; trade finance; and banking finance.

79781 READINGS IN INTERNATIONAL BUSINESS LAW

(6cp)

prerequisites Semesters 1 to 5 of the MBA

The reading subject is undertaken under the direction of the Director of Postgraduate Programs Law. 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 speciality strand in the MBA program, in which case the subject should be related to other subjects within the chosen strand.

79791 BUSINESS PROJECT – LAW

(6cp)

Caters for individual need through approved topics in association with particular programs across the graduate subjects. The topic will be agreed between the coordinator and individual student and the Director of the MBA.

79792 TAXATION PROJECT

(6cp)

prerequisite/corequisite 79763 Contemporary Issues in Taxation

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. It will allow examination of a specific area of interest utilising the knowledge, skills and analytical accomplishment gained in the Master's course.

79811 TAXATION MODULE

(6cp)

Covers the topics which are specified in the study guidelines issued by the Institute of Chartered Accountants in Australia for candidates who are undertaking the professional year examination.

LIST OF COURSES AND CODES

UNDERGRADUATE COURSES

BOIC	Bachelor of Business (City campus)
BOIK	Bachelor of Business (Kuring-gai campus)
BOO3	Bachelor of Business (Honours)
BOO4	Bachelor of Business/Bachelor of Laws
BOO5	Bachelor of Business (old KCAE degree)
BA03	Bachelor of Accounting
BB06	Bachelor of Manufacturing Management
BL10	Bachelor of Arts in Leisure Studies
BL11	Bachelor of Arts in Tourism Management
BL12	Bachelor of Arts in Human Movement Studies
BL13	Bachelor of Arts in Leisure Studies (Honours)
BL14	Bachelor of Arts in Human Movement Studies/Diploma in Education
BB05	Associate Diploma in Community Organisations
BLO1	Associate Diploma in Recreation

POSTGRADUATE COURSES

BA54	Doctor of Philosophy (Accounting)
BF52	Doctor of Philosophy (Finance and Economics)
BL80	Doctor of Philosophy (Leisure and Tourism Studies)
BB56	Doctor of Philosophy (Management)
BM52	Doctor of Philosophy (Marketing)
BL71	Master of Arts in Leisure Studies (by coursework)
BL70	Master of Arts in Leisure Studies (by thesis)
BO53	Master of Business (by thesis)
BO52	Master of Business Administration (MBA)
BA56	Master of Business in Accounting
BA57	Master of Business in Accounting and Finance
BF58	Master of Business in Banking and Finance
BB58	Master of Business in Employment Relations
MC85	Master of Business in Information Technology Management
BM54	Master of Business in International Marketing
BB60	Master of Business in Management
BM53	Master of Business in Marketing
BB64	Master of Business in Operations Management

BB63	Master of Business in Transport Management
EB52	Master of Local Government Management
BG87	Master of Management (Community)
BG86	Master of Management (Public)
BA53	Graduate Diploma in Accounting and Finance
BO51	Graduate Diploma in Administration
BL52	Graduate Diploma in Arts Management
BF51	Graduate Diploma in Banking and Finance
BB52	Graduate Diploma in Employment Relations
MC75	Graduate Diploma in Information Technology Management
BL50	Graduate Diploma in Leisure Management
BB68	Graduate Diploma in Management
BM51	Graduate Diploma in Marketing
BB55	Graduate Diploma in Operations Management
BB66	Graduate Diploma in Purchasing and Materials Management
BL53	Graduate Diploma in Sports Management
BL51	Graduate Diploma in Tourism Management
BB62	Graduate Diploma in Transport Management
BF56	Graduate Certificate in Banking
BF54	Graduate Certificate in Financial Studies
MC63	Graduate Certificate in Information Technology Management
BB67	Graduate Certificate in Management
BB65	Graduate Certificate in Purchasing and Materials Management
BL60	Graduate Certificate in Sports Management
BB61	Graduate Certificate in Transport Management

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 I
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
21131 Operations Management	29023 Fundamentals of Operations Management – BA311	21447 Operations Management
21565 Public Sector Management A		21565 Public Administration II
21570 Public Sector Management B	21727 Public Sector Employment Relations	
21591 International Management	International Environment and Management – BA486	
21670 Public Administration Project	21792 MBA Project – Public Sector Management	
21321 Organisational Diagnosis and Evaluation		21109 Business Policy Seminars 21118 Business Policy Seminar II 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
22105 Accounting A	31914 Financial Methods I	22101 Financial Accounting I 22183 Financial Methods I 22111 Financial Accounting 22112 Financial Accounting I 22001 Principles of Accounting 31108 Accounting I
22115 Business Information Systems		22220 Business Information System I 38101: Computing I
79101 Law for Business		22160 Commercial Law I 9001B Business Law 21112 Business Law 22211 Business Law A 21160 Commercial Law I 31405 Law and the Legal Process
22205 Accounting B		31205 Accounting II 22202 Financial Accounting II 22113 Financial Accounting III 22306 Managerial Cost Accounting

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
79267 Commercial Law		22261 Commercial Law II 22212 Business Law B 22214 Commercial Law II 34201 Commercial Law
22321 Management Accounting I	29000 Managerial Accounting BA212	22308 Management Accounting I 22303 Cost Accounting 22305 Cost Accounting 22121 Management Accounting I 22305 Management Accounting A 31405 Accounting IV
22306 Managerial Cost Accounting	22308 Management Accounting I 31915 Financial Methods II	22184 Financial Methods II 22305 Management Accounting A
79365 Company Law		22361 Company Law Administration 22362 Company Law 22221 Company Law & Procedures 34301 Company Law
79265 Administrative Law I	22732 Law for Administrators	22465 Administrative Law 22222 Administrative Law 22365 Administrative Law I
79468 Equity and Trusts		79467 Law of Trusts
79606 Advanced Revenue Law		79564 Taxation II
79666 Advanced Income Tax Law		79663 Advanced Income Tax 22663 Advanced Income Tax
79667 Indirect Taxation		79664 Indirect Taxes
79266 Administrative Law II		22366 Legal Regulation of the Economy 22366 Administrative Law II
22522 Auditing	29047 Auditing I – BA427	22401 Auditing 22506 Auditing I 22401 Auditing I 22143 Auditing & Internal Control I 31406 Auditing
22320 Financial Accounting I		31305 Accounting III 22301 Financial Accounting III 22405 Financial Accounting IV
22421 Management Accounting II	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 II

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
79462 Revenue Law		22463 Taxation I 22231 Taxation 22232 Taxation I 34401 Revenue Law 22564 Taxation II 22233 Taxation II
79466 Trade Law		22466 Trade Practices Law
79270 Industrial and Labour Law		22468 Labour Law I 79268 Labour Law
79411 Advanced Companies and Securities Law		22150 Company Law II 22510 Advanced Companies and Securities Law
22512 Advanced Auditing Techniques		22730 EDP Control & Audit
22565 Business Information Systems II	31525 Systems Analysis Management Information Systems	31124 Systems Analysis 31125 Systems Analysis 22565 Information Systems
22521 Management Accounting III		22601 Controllership 22155 Controllership 22508 Controllership
22520 Financial Accounting III		22608 Corporate Reporting: Professional and Conceptual Issues 22508 Issues in Corporate Reporting and 22613 Corporate Reporting and Auditing 31605 Accounting VI
22319 Issues in Financial Statement Analysis		22319 Financial Accounting III
22610 Accounting for Insolvency		22610 Termination Accounting 22610 Termination Accounting & Executorship
79260 Property Law I		22600 Commercial Law III 22660 Property Law I
25110 Microeconomics	29042 Microeconomic Theory – EC457 and Principles of Economics – EC213	23105 Microeconomics 23207 Microeconomics 23207 Microeconomic Theory 23102 Economics II 32201 Economics II
25209 Macroeconomics	Principles of Economics – EC214 and Macroeconomic Theory & Policy – EC475	23106 Macroeconomics 23101 Economics I 23204 Macroeconomics 32301 Economics III

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
25309 Macroeconomic Policy	29064 Macroeconomic Theory & Policy – EC475 and EC476	23308 Macroeconomic Policy 23308 Advanced Macroeconomic Policy 23103 Economics III
25210 Microeconomic Policy		23310 Microeconomic Policy 21114 Economics IV 23104 Economics IV 23309 Advanced Microeconomics 23104 Economics IV
25303 Industry Economics	29077 Industrial Organisation – EC461	23402 Industry Economics
25322 Comparative Economic Systems		23401 Comparative Economic Systems
25305 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
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 Sales Management		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
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

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
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	
25314 Business Finance I	29027 Finance – BA313 and 20931 Financial Management BA 447 22141 Financial Management	21102 Finance I 21105 Finance II 25141 Financial Management I 31504 Corporate Finance 25301 Financial Management
25420 Applied Financial Management		25414 Business Finance II 25401 Financial Management & Policy 22141 Financial Management 25142 Financial Management II 31604 Advanced Corporate Finance
25607 Securities Markets 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
25421 International Finance Management	29048 International Financial Management – BA485 ASB International Financial Management	25531 International Finance 31603 International Finance 25515 International Finance
25304 Asian-Australian Economic Relations		23417 Asian-Australian Economic Relations
25306 Resource Economics		23311 Commodity Economics
25308 Financial Inst & Markets		25541 Financial Inst & Markets
25320 Underdeveloped Economy		32404 Underdeveloped Economy
25321 Socialist Systems		32405 Social Economic Systems

Current Subject	Current Equivalent Subject	Equivalent Subject Offered Previously
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 Lending		25601 Banking and Lending Practice
25606 Financial Time Series Analysis		25610 Financial Time Series

**SUBJECT EQUIVALENTS FOR SUBJECTS OFFERED BY
THE FACULTY OF SOCIAL SCIENCES**

Current Subject		Equivalent Subject Offered Pre 1994	
56001	Communication 1: Foundations of Communication	56111	Communication 1: Interpersonal Communication
56002	Communication 2: Group Communication	56314	Communication 2: Communication in Small Groups
56003	Communication 3: Organisational Communication	56414	Communication 4: Organisational Communication
56004	Communication 4: Public Communication	56514	Communication 5: Mass Communication
56006	Communication 6: Contemporary Issues in Communication	56614	Communication 6: Applied Communication Theory and Research
56007	Public Relations Principles	56116	Introduction to Public Relations
56008	Public Relations Practice	56216	Public Relations Practice
56009	Advertising and Media Management	56604	Advertising and Media Management
56010	Video Production	56105	Video Production

SUBJECT NAMES IN ALPHABETICAL ORDER

Accounting A	22105	Advanced Theory in Management (F/T)	21902
Accounting and Finance for the Arts	27759	Advanced Theory in Management (P/T)	21906
Accounting and Financial Administration	22726	Advanced Theory in Management Accounting	22903
Accounting and Financial Management	22116	Advanced Theory in Marketing	24901
Accounting B	22205	Advanced Theory in Taxation	22904
Accounting Experience 1	22125	Advanced Tourism and Leisure Marketing	27942
Accounting Experience 2	22225	Advances in Information Technology	32701
Accounting, Finance and Mgt.	27751	Advertising Management	24210
Accounting for Insolvency	22610	Advertising Management	24731
Accounting for Marketing	22740	Advertising Project	24604
Accounting for Overseas Transactions	22309	Advertising Research Methods	24510
Accounting for Small Business 1	22566	An Introduction to Developmental and Educational Psychology	E2105
Accounting for Small Business 2	22567	Analytical Procedures in Exercise Physiology	27609
Accounting Module 1	22810	Applied Business Economics	25330
Accounting Module 2	22812	Applied Financial Management	25420
Accounting Practice for Management	27787	Applied International Marketing Research	24755
Accounting Practices (Leisure Services)	22028	Applied Leisure Theory	27702
Action Learning Program	21757	Applied Marketing Research	24430
Administration of Australian Sport, The	27307	Applied Psychology Project	21624
Administrative Law	70612	Applied Research Skills	22760
Advanced Business Forecasting	25911	Applied Studies A	27915
Advanced Corporate Finance	25902	Applied Studies B	27925
Advanced Financial Instruments	25620	Applied Studies C	27935
Advanced Income Taxation Law	79666	Arts and Entertainment Management	27115
Advanced Industrial Law	79711	Arts Environment in Australia, The	27753
Advanced Industrial Relations	21430	Arts Management Research Project	27754
Advanced Macroeconomics	25912	Arts Organisations and Management	27755
Advanced Marketing	24106	Asian-Australian Economic Relations	25304
Advanced Marketing Management	24730	Asian-Australian Economic Relations	25736
Advanced Microeconomics	25913	Asset Pricing and Capital Market Studies	25506
Advanced Project Management	32601	Asset Pricing and Capital Market Studies (Honours)	25905
Advanced Public Sector Management	21753	Auditing	22522
Advanced Research Methods for Leisure and Tourism	27941	Auditing Project	22409
Advanced Resource Management	21782	Australian and International Inventory Management	21796
Advanced Revenue Law	79606	Australian Business Environment	21125
Advanced Taxation	79718	Australian Management	21755
Advanced Theory in Employment Relations	21750	Australian Manufacturing in Perspective	21168
Advanced Theory in Financial Accounting	22902	Bank Lending	25522

Banking and Business Ethics	25814	Community Fitness and Lifestyle 1	27132
Banking Law	79366	Community Fitness and Lifestyle 2	27133
Behavioural Science Research Methods	21423	Community Practice and Practitioners	21152
Biomechanical Efficiency of Movement	27508	Community Research 1	21153
Business and Government	21210	Companies and Securities Law	79733
Business Development	21173	Company Law	79365
Business Economics	25112	Comparative Economic Systems	25322
Business Finance 1	25314	Comparative Studies in Transport Management	21776
Business Forecasting	25202	Competitive International Marketing Strategy	24744
Business Information Systems	22115	Computer-based Accounting	22515
Business Information Systems 2	22565	Computer-based Information Systems for Managers	21749
Business Policy	21721	Conflict of Laws	71112
Business Project – Accounting	22791	Contemporary Issues in International Marketing	24517
Business Project - Accounting and Finance	22793	Contemporary Issues in International Marketing	24743
Business Project – Banking	25791	Contemporary Issues in Leisure	27606
Business Project – Corporate Accounting	22790	Contemporary Issues in Taxation	79763
Business Project – Employment Relations	21790	Contemporary Management Practices	21613
Business Project – Finance	25790	Contemporary Management Practices	21789
Business Project – International Business	26790	Contemporary Marketing Management	24701
Business Project – International Marketing	24791	Contemporary Telecommunications	32702
Business Project – Law	79791	Corporate Accounting Issues	22751
Business Project – Management	21791	Corporate Finance	25765
Business Project – Marketing	24790	Corporate Financial Analysis	25743
Business Project – Operations Management	21748	Corporate Financial Statement Analysis	25410
Business Project – Strategic Management	21756	Corporate Law	70412
Business Project – Transport Management	21793	Corporate Strategy	21609
Business Statistics	26122	Corporate Strategy Project	21509
Business Systems Implementation	22568	Corporate Treasury Management	25763
Business to Business Marketing	24205	Criminal Law	70212
Buyer Behaviour	24202	Cultural Tourism	27811
Buyer Behaviour	24710	Current Issues in Finance	25502
Capital Markets	25741	Current Issues in Finance	25744
Chemistry	E8540	Current Issues in Industrial Law	79753
Clients and Markets	21762	Customs Duties/Levies	79706
Cognitive Processes	21424	Eco-Tourism	27649
Commercial Banking and Finance	25409	Economics for Management	25706
Commercial Law	79267	Economics for Public and Community Managers	21764
Commercial Transactions	70411	Economics of Leisure and Tourism	25111
Community Arts	27131	Economics of Leisure and Tourism	27704
		Economics of Money and Finance	25416

EDP Control and Audit	22730	Fundamentals of Marketing Research	24309
Effective People Management	21788	Funding	21155
Elements of Financial Management	25761	Fundraising in International Markets	25812
Employment Conditions	21760	Futures and Options	25901
Employment Legislation	79752	Global Business and Competitive Intelligence	21784
Employment Relations	21306	Government and Political Processes	21158
Employment Relations	21720	Government-Business Relations	25707
Employment Relations Research Project	21716	Group Processes	21160
Employment Relations Research Proposal	21752	Honours Research Seminar	27730
Employment Relations Skills	21408	Honours Research Thesis	27690
Engineering Principles	46601	Honours Seminar in Finance and Economics	25914
Entrepreneurship and Innovation	21409	Hospitality Operations 1	27644
Environment and Waste Management	47712	Hospitality Operations 2	27654
Environment of Community Organisations	21767	Human Biology	E8137
Environment of Health Management	21738	Human Ecology	27313
Environment of Professions of Local Government	43451	Human Physiology	E8203
Environment of Public Management	21711	Human Resource Management	21724
Environmental Influences in Exercise Physiology	27607	Human Resource Management (Community)	21769
Environmental Management	43452	Human Resource Management (Public)	21729
Equity and Trusts	70511	Impact of Information Technology	32602
Ergonomics	21746	Indirect Taxation	79667
Event and Facility Management	27717	Indirect Taxation	79761
Events Management	27703	Industrial and Labour Law	79270
Exercise Prescription	27222	Industrial Law	79731
Family Law	70514	Industrial Psychology	21425
Federal Constitutional Law	70611	Industrial Relations	21702
Finance for Manufacturing Management	25113	Industry Economics	25303
Finance Law	79775	Information for Management Decisions	22727
Financial Accounting 1	22320	Information Processing Strategy	32703
Financial Accounting 2	22420	Information Systems Project	22606
Financial Accounting 3	22520	Information Technology and Decision Systems	31612
Financial Institution Lending	25752	Information Technology for Leisure and Tourism	27129
Financial Institution Management	25751	Infrastructure Management	43453
Financial Institutions and Markets	25308	Insolvency	71115
Financial Management	25742	International Accounting	22240
Financial Modelling and Forecasting	25705	International Banking	25422
Financial Negotiation Skills	25813	International Business Law	79742
Financial Planning Models	25501	International Economics	25315
Financial Statement Analysis and Financial Modelling	22743	International Financial Management	25421
Financial Time Series Analysis	25606	International Financial Management	25731
Financing Decisions	25621	International Management	21591
Functional Anatomy	27125	International Management	21717

International Marketing	24220	Leisure in Australia	27126
International Marketing Country Study	24518	Leisure in Social Context	27127
International Marketing Management	24738	Leisure Management	27713
International Marketing Management Project	24607	Leisure Policy	27944
International Taxation 1	79762	Leisure Program Planning	27224
International Taxation 2	79707	Leisure Research 1	27225
Introduction to Business (Project)	21030	Leisure Research 2	27325
Introduction to CAD/CAM	46702	Leisure Services Management	27216
Investment Analysis and Portfolio Management	25503	Leisure, Sport and Culture	27314
Investment Analysis and Portfolio Management (Honours)	25906	Leisure Studies Project	27809
Investment Management	25721	Leisure Studies Special Project	27620
Issues in Banking	25513	Leisure Theory	27526
Issues in Banking	25753	Life Insurance Practice	25404
Issues in Financial Statement Analysis	22319	Local Processes	21161
Issues in Materials Management	21798	Logistics and Distribution Resources Planning	21178
Kinesiology	27310	Logistics Systems and Physical Distribution	21773
Labour Market Economics	25305	MA Project	27946
Land Tax and Pay-Roll Tax	79702	MA Thesis	27947
Law and the Arts	27756	Macroeconomic Policy	25309
Law for Administrators	79732	Macroeconomics	25209
Law for Business	79101	Management 1	21722
Law for Leisure, Sport and Tourism	27628	Management 2	21723
Law for Managers	79749	Management Accounting 1	22321
Law for Manufacturing Management	79213	Management Accounting 2	22421
Law for Marketing Management	79211	Management Accounting 3	22521
Law of Contract	70211	Management Accounting 3 (Project)	22310
Law of Evidence	71211	Management and Communication Skills	21215
Law of Tort	70311	Management Information Systems	21763
Legal Aspects of Contracts Administration	79703	Management Information Systems	22708
Legal Environment of Business	79729	Management of Australian Sport	27715
Legal Process and History	70113	Management of Service Operations	21311
Leisure and Education	27117	Management Planning and Control	22705
Leisure and Fitness Centre Operations	27316	Management Research Methods	21751
Leisure and Public Policy	27323	Management Skills	21779
Leisure and Specific Populations	27326	Managerial Analysis and Evaluation of Information Systems	21809
Leisure and Tourism Futures	27945	Managerial Marketing	24734
Leisure and Tourism Organisation and Policy	27701	Managerial Skills Workshop	21730
Leisure and Tourism Planning	27523	Managing Client Relations	24704
Leisure and Tourism Planning	27711	Managing Community Organisations	21766
Leisure and Tourism Research	27707	Managing Human Services	21777
Leisure Facility Design	27315	Managing Local Enterprise	43454
		Managing Organisational Change	21806
		Managing Small Leisure Service Organisations	27206

Managing Strategic Change	21630	Performance Studies 4	27449
Manufacturing Facilities Design	21175	Performance Studies 5	27549
Manufacturing Management Information Systems	31618	Personal Investment	25415
Marketing and International Trade Relations	24703	Personnel Practices	21162
Marketing Communication	24736	Physiological Efficiency of Human Movement	27330
Marketing Decision Analysis	24750	Policy Issues in Manufacturing Management	21181
Marketing Decision Models	24331	Policy Studies	21768
Marketing for the Arts	27752	Popular Culture	27710
Marketing Information Management	24737	Prevention and Care of Athletic Injuries	27608
Marketing Legislation in Australia	79741	Principles and Practices of Sports Coaching	27221
Marketing Research	24720	Principles and Practices of Transportation	21771
Marketing Strategy	24415	Principles of Marketing	24105
Marketing Theory and Practice	24702	Principles of Risk and Insurance	25350
Materials Management Systems	21797	Product and Process Development	21174
Measurement and Development of Physical Ability	27611	Production Planning and Control	21744
Mechanics of Human Motion	27223	Productivity and Quality Management	21743
Mergers and Acquisitions	25807	Professional Practice 1 (AD)	27140
Microeconomic Policy	25210	Professional Practice 2 (AD)	27240
Microeconomics	25110	Professional Practice 1 (BA)	27150
Money Management 1 (Basic Accounting)	21156	Professional Practice 2 (BA)	27250
Money Management 2 (Budgeting)	21157	Program Evaluation	21732
Motor Learning and Control	27331	Project	32818
Multinational Marketing	24712	Promotion for Community Organisations	21163
New Product Management	24742	Property Insurance	25418
Nutrition for Physical Activity	27105	Public Finance	25307
Operations Management	21131	Public Sector Management	21728
Operations Management	21741	Quality Management	21410
Operations Management Policy	21747	Quality Management Systems	21176
Organisation Analysis and Design	21718	Quality Strategy	21787
Organisational Behaviour	21130	Quantitative Analysis in Marketing	24203
Organisational Behaviour	21719	Quantitative Management	21343
Organisational Change and Adaptation	21725	Quantitative Management	21742
Organisational Design and Change	21221	Quantitative Methods	21710
Organisational Diagnosis and Evaluation	21321	Quantitative Techniques in Finance and Economics	25406
Organisational Information	21503	Raising and Managing Funds	21778
Outdoor Education 1	27134	Readings for Thesis in Management	21903
Outdoor Education 2	27234	Readings for Thesis in Marketing	24903
Park and Natural Area Management 1	27501	Readings in Accounting	22780
Park and Natural Area Management 2	27601	Readings in Accounting	22905
Performance Management Systems	21177	Readings in Administration	21780
Performance Studies 1	27149	Readings in Economics	25781
Performance Studies 2	27249		
Performance Studies 3	27349		

Readings in Finance	25780	Skills: Conveyancing	70300
Readings in International Business Law	79781	Skills: Drafting	70500
Readings in Marketing	24780	Skills: Legal Research and Writing	70100
Real Asset Investment and Management	25605	Skills: Litigation	70705
Real Property	70312	Skills: Moot	70900
Reasoning, Judgement and Ethics	21169	Skills: Pleadings	70600
Recreation Facility Design and Management	27610	Social and Community Research	21781
Recreation Leadership	27104	Social Inequalities	21166
Reinsurance	25552	Social Psychology of Leisure	27106
Remedies and Restitution	71114	Sociology of Leisure	27943
Research Methods in Accounting	22901	Sociology of Sport and Leisure	27311
Research Methods in Management	21901	Software Quality Management	32603
Research Methods in Marketing	24902	Sport and the Law	27718
Research Project – Operations Management	21795	Sport in Recreation	27136
Research Project (Public/Community)	21792	Sport Psychology	27633
Research Proposal (Public/Community)	21754	Sports Marketing	27716
Research Proposal - Operations Management	21794	Stamp Duties	79701
Research Seminars in Accounting	22786	Strategic Business Management	21808
Research Seminars in Finance and Economics	25786	Strategic Cost Management	22744
Research Seminars in Management	21786	Strategic Human Resource Management	21407
Research Seminars in Marketing	24786	Strategic Management	21715
Research Techniques in Accounting	22785	Strategic Management (Community)	21759
Research Techniques in Finance and Economics	25785	Strategic Management (Public)	21758
Research Techniques in Management	21785	Strategic Manufacturing Systems 1	21172
Research Techniques in Marketing	24785	Strategic Manufacturing Systems 2	21180
Resource Economics	25306	Structures and Processes in Community Organisations	21167
Resource Management (Health)	21739	Succession	70513
Resource Management	21731	Superannuation and Retirement Planning	25554
Revenue Law	71212	Supervised Industry Practicum 1	21171
Revenue Law	79462	Supervised Industry Practicum 2	21179
Risk Management	25553	Swaps	25811
Sales Management	24713	Synthetic Financial Products	25762
Securities Market Regulation	25607	System Integration	32604
Service Operations Management	21745	Taxation Module	79811
Services Marketing	24306	Taxation Project	79764
Setting Up a Community Organisation	21165	Taxation Project	79792
Skills: Alternative Dispute Resolution	71201	Technical Analysis	25809
Skills: Case Analysis and Statutory Interpretation	70200	Theory of General Insurance	25403
Skills: Computerised Legal Research	70400	Thesis in Accounting	22906
		Thesis in Finance and Economic	25916
		Thesis in Management (F/T)	21904
		Thesis in Management (P/T)	21905
		Thesis in Marketing (F/T)	24904
		Thesis in Marketing (P/T)	24905

Total Quality and Productivity Management	21807
Tourism and Leisure Marketing	27807
Tourism Industry, The	27648
Tourism Management	27631
Tourism Management	27706
Tourism Management Project	27806
Tourism Project Development	27645
Tourism Services Marketing	27642
Tourism Studies Project	27527
Tourism Systems	27128
Tourism Systems	27705
Tourism's Environmental Interactions	27327
Tourist Attractions Management	27714
Tourist Attractions Management	27646
Tourist Behaviour	27632
Traffic and Transportation	43402
Transport Operations Management	21772
Transport Policy and Planning Analysis	21774
Transportation in Tourism	27647
Travel and Tourism Industry, The	27708
Travel and Tourism Law	27808
Travel and Tourism Operations 1	27643
Travel and Tourism Operations 2	27653
Underdeveloped Economies	25320
Values, Ethics and Outcomes	21765
Venture Capital Finance	25404
Venture Capital Finance	25764
Water-based Recreation 1	27137
Working in the Community Sector	21150
Workshop Technologies:	
Skills Practice (TAFE)	21170

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(Macq), FAIM, FAMI, MCIM (UK)

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

P J Wilson, BA (Hons) (UNSW), PhD
(W'gong)

Lecturers

K Chan, MCom (Hons) (UNSW)

C Currie, BEc (Hons) (Syd), MCom (Hons)

(UNSW)

J Hussin, MSc (Mich)

A M Kearns, MCom (Hons) (UNSW)

W O'Connor, BA (Hons) (UNSW), MEc
(Hons) (ANU), GradDipComp (Macq)

K Pearson, BE (Hons) (UNSW), MBA
(NSWIT)

M Peat, MEc (Syd)

G Ta, BA (Singapore), MEc (Syd)

Associate Lecturers

E Kasamanie, BAEC (Hons) (Toronto),
MEc (Syd)

D Cotton, BBus (KCAE), BBus (Hons) (UTS)

E Hutson, BBus (KCAE), BBus (Hons) (UTS)

Office Coordinator

C Fawcett

Administrative and Secretarial Support

L Dias

A Kellick

S Lewis

P Ford

Scientific Programmers

Alex Beliak

Alexander Khomin

SCHOOL OF LEISURE AND TOURISM STUDIES

Associate Professor and Head of School

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

Senior Lecturer and Deputy Head of School

W Spinks, DipPhysEd (WTC), BEd (WAust),
MA (Ed) (Macq), PhD (Syd)

Professor of Leisure and Tourism

R W Robertson, MA (UVic), FRAIPR, FATRI

Associate Professor

A J Veal, BA (Hons) (Econ Bristol)

Senior Lecturers

T Griffin, BA (Geog), GradDipUrbStud

(Macq), GradDipTourismMan (KCAE)

B Hayllar, TeachCert (N'cle), BA (NE), MA
(EnvEd) (Iowa)

L Stear, BEc (Syd), GradDipEd (STC)

Lecturers

M Darby, BA (Parks & Rec-Admin) (Cal
State), AssDipArts (MCAE), GradDip (Rec)
(SCAE)

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

GradDipEnvStud, MEnvPlan (Macq)

L A Hall, DipTeach (Salisbury CAE),

GradDip (Rec) (SACAE)

R Harris, BA (Geog) (Macq), GradDipMktg

(N'cle), AssDipTravel & Tourism (STC),
 MBus (Mktg) (UTS), MAITT
 P Jonson, BA (Hons), LLB (Syd),
 GradDipLeisure Studies (KCAE)
 R Ravinder, BSc (Phys) (Madras), MA
 (Pol&PubAdmin) (Madras), PGDipMan
 (Calcutta), MCom (UNSW), AssDipTravel
 & Tourism (STC)
 T Taylor, BA (Rec) (Alberta),
 GradDipUrbanStudies, MUrbPlan (Macq)
 K Toohey, DipPE (STC), MA (CSULB), PhD
 (Penn St)
 B Watt, BEd (KCAE), MEd (WAust)
 S Wearing, Ord 4 Cert, MTP (UNSW)

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
 St), GradDipEd (WAIT), MAPS, MIPMA

Professor of Management

S K Mukhi, BE, MBA, PhD (UNSW),
 MIEAust, FAIM

Associate Professors

N H Harrison, BA, BSocSc (Hons) (Sing),
 MBA (WAust), PhD (Macq)
 M J Lyons, BA (Hons) (UNSW), PhD (ANU)
 B C Marx, BA (Syd) BSc, MBA (UNSW),
 MAIPM
 G R Pratt, DipTech, BBus (NSWIT), DipEd
 (STC), MEc (Syd), PhD (Nebraska), AFAIM,
 FRIPAA, MAITEA
 G W Ticehurst, BSc (UNSW), DipEd, MEd
 (Syd), MSc, PhD (Macq)

Senior Lecturers

M Abraham, BEng, MEngSc, MBA (UNSW)
 E Baker, BA (NYU), BSc (Hons), PhD (Lond)
 N S Barnwell, BCom (UNSW), MBA
 (NSWIT), AMIMarE, TEng
 T J Fisher, BE (Hons), MA, MBA (Syd),
 MAppSc (NSWIT), DPhil (Oxford), AFAIM,
 MIEAust, MIIE
 P McGraw, BA (Leicester), MA (Warwick)
 J Onyx, BA (Hons) (VUW, NZ), PhD (Macq)
 I Palmer, BA (Hons) (ANU), PhD (Monash)
 G D Sheather, BArch (UNSW), MSc (Israel),
 M Ekistica (Greece), AFAIM, MRAPI, MRAIA
 K B Spooner, MCom (Hons) (UNSW)
 R Van Munster, MEc (Syd), ASTC

Lecturers

D Bubna-Litic, BPsych (WAust), MAPS, AIMM
 R Cain, BSc (Hons) (UNSW), GradDipSocSci
 (Stockholm), MEc (Macq), FAICD, AFAIM,

MCIT

G Callender, BBus (NSWIT), DipEd (STC),
 MCom (UNSW), CPA, AFAIM, AFAIPMM
 A Caro, BA (Hons) (Cambridge)
 J Chapman, BEc (Hons) (NE), PhD (UNSW)
 R W Connor, BA (Qld), LittB (NE), MSc
 (Econ) (Lond), MIPMA
 J D Crawford, BSc (Hons), MEngSc (Syd),
 PhD (UNSW), MAPS
 D Davis, BSc (Hons) (Aston), MSc (Brad-
 ford), MIEAust, CEng, MIMechE, MBIM,
 MCIBSE
 A Errington, BA (Syd), MBA (UNSW)
 R Fishman, BA, MCom (UNSW), AIMM,
 MAITD
 D A Harricks, BSc (Agr) (Syd), MBA
 (UNSW)
 J Johnston, BA, MLitt, MPubPol (NE),
 AFAIM
 C Newton, BCom (Melb), MBA (UNSW)
 J Nyland, BA (Hons), DipEd (UNSW)
 S Saunders, BA (NE)
 F Soliman, BE (Syd), MEngSc, PhD (UNSW),
 MIEAust, MACS, AIArbA, AFCHSE, MSSA,
 MASOR, AIMM, MRIPAA
 S R Tibbles, BSc, MBA (UNSW)

School of Management Office Coordinator

L Hooper

*School of Management Administrative and
 Secretarial Support*

J Burnham
 E Cross
 A Hunt
 K Levi
 B McNeill
 J Tomkins

Centre for Australian Community Organisations and Management

Associate Professor and Director

M J Lyons, BA (Hons) (UNSW), PhD (ANU)

Manager

M Hoey

Manufacturing Management Program

Senior Lecturer and Director

G D Sheather, BArch (UNSW), MSc (Israel),
 M Ekistica (Greece), AFAIM, MRAPI, MRAIA

Industrial Liaison Officer

R Martin, BBus (KCAE), MEc (Macq),
 MIAME, AFAIM, MIIE

Research Assistant

D Harris

Administrative Assistant

B Van Es

SCHOOL OF MARKETING*Associate Professor and Head of School*

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

Professor of Marketing

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

Visiting Professors, Autumn 1994

W G Browne, BSEE (Case), MBA (UWash, USA), PhD (UMich, USA)

B Browne, BA (UWash, USA), MAIS (OSU, USA), PhD (UOr, USA)

Lecturers

J Cornish, MEc (Hons), MEd (Syd)

D Darby, BSc (Hons) (Nottingham),

DipBAdmin (Auckland, NZ), PhD (UNSW)

S Denize, MCom (Otago)

P Emerson, BSc (Hons), PhD (Syd)

R Fletcher, BA, MA (Syd), MCom (UNSW),

MAIEX

W T Gwynne, BCom (UNSW), MA (Lanc),

MBA (Cran), AFAMI, AAIM

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW)

L C Young, MCom (UNSW)

Associate Lecturer

K Daniel, MCom (UNSW), BBusStud (Hospitality) (FIT)

Office Coordinator

G McCarthy

Receptionist/Word Processor Operator

F Sungkar

INDEX

- AANA Prize 9
- Aarhus School of Business, Denmark 8
- Absence from an examination 7
- Accountancy Placements Prize 9
- Accounting 45
- Accounting A 84
- Accounting and Finance for the Arts 150
- Accounting and Financial Administration 137
- Accounting and Financial Management 85
- Accounting B 85
- Accounting Experience 1 85
- Accounting Experience 2 85
- Accounting, Finance and Management 149
- Accounting for Insolvency 90
- Accounting for Marketing 137
- Accounting for Overseas Transactions 86
- Accounting for Small Business 1 89
- Accounting for Small Business 2 89
- Accounting Module 1 139
- Accounting Module 2 139
- Accounting Practice for Management 150
- Accounting Practices (Leisure Services) 84
- Action Learning Program 129
- Adding and deleting subjects from your program 6
- Administration of Australian Sport, The 108
- Administrative Law 119
- Advanced Business Forecasting 103
- Advanced Corporate Finance 102
- Advanced Financial Instruments 102
- Advanced Income Taxation Law 122
- Advanced Industrial Law 155
- Advanced Industrial Relations 82
- Advanced Macroeconomics 103
- Advanced Marketing 91
- Advanced Marketing Management 140
- Advanced Microeconomics 103
- Advanced Public Sector Management 129
- Advanced Research Methods for Leisure and Tourism 152
- Advanced Resource Management 134
- Advanced Revenue Law 122
- Advanced Taxation 155
- Advanced Theory in Employment Relations 128
- Advanced Theory in Financial Accounting 90
- Advanced Theory in Management (F/T) 83
- Advanced Theory in Management (P/T) 84
- Advanced Theory in Management Accounting 90
- Advanced Theory in Marketing 94
- Advanced Theory in Taxation 123
- Advanced Tourism and Leisure Marketing 152
- Advertising Management 92, 140
- Advertising Project 94
- Advertising Research Methods 93
- Amatek Prize for Graduate Diploma in Operations Management 9
- Amatek Prize for Operations Management 9
- An Introduction to Developmental and Educational Psychology 116
- Analytical Procedures in Exercise Physiology 111
- Appeals against assessment 7
- Applied Business Economics 98
- Applied Financial Management 99
- Applied International Marketing Research 142
- Applied Leisure Theory 147
- Applied Marketing Research 93
- Applied Psychology Project 83
- Applied Research Skills 138
- Applied Studies A 151
- Applied Studies B 152
- Applied Studies C 152
- Arts and Entertainment Management 104
- Arts Environment in Australia, The 150
- Arts Management Research Project 150
- Arts Organisations and Management 150
- Asian-Australian Economic Relations 96, 144
- Asset Pricing and Capital Market Studies 100
- Asset Pricing and Capital Market Studies (Honours) 103
- Associate Diploma in Community Organisations 40
- Attendance at classes 6
- Auditing 88
- Auditing Project 87
- Australasian Production and Inventory Control Society Prize 9
- Australian and International Inventory Management 136
- Australian Business Environment 72
- Australian Institute of Bankers Graduate Prize 10
- Australian Institute of Bankers Prize 10
- Australian Institute of Export Prize 10
- Australian Management 129
- Australian Manufacturing in Perspective 75
- Australian Securities Commission Prize 10
- Australian Society of Certified Practising Accountants Prize 10
- Australian Trade Commission Graduate Prize in International Marketing 10

- Bachelor of Accounting 31
- Bachelor of Accounting (Honours) 33
- Bachelor of Arts (Honours) in Leisure Studies 36
- Bachelor of Arts in Human Movement Studies 37
- Bachelor of Arts in Human Movement Studies/Diploma in Education 39
- Bachelor of Arts in Leisure Studies 34
- Bachelor of Arts in Tourism Management 33
- Bachelor of Business 15
- Bachelor of Business – combined majors 20
- Bachelor of Business – major specialisations 16
- Bachelor of Business – sub-majors 21
- Bachelor of Business (Honours) 28
- Bachelor of Business/Bachelor of Laws (single testamur) 30
- Bachelor of Manufacturing Management 39
- Bachelor of Mathematics and Finance 31
- Bank Lending 101
- Banking and Business Ethics 147
- Banking and Finance 47
- Banking Law 122
- Behavioural Science Research Methods 81
- BHP Prize in Sales Management 10
- Biomechanical Efficiency of Movement 110
- Blake Dawson Waldron Prize 10
- BP Australia Ltd Prize in Marketing Strategy 10
- Business and Government 79
- Business Computer Laboratories 7
- Business Development 77
- Business Economics 95
- Business Finance 1 97
- Business Forecasting 95
- Business Information Systems 84
- Business Information Systems 2 89
- Business Policy 125
- Business Project – Accounting 138
- Business Project – Accounting and Finance 139
- Business Project – Banking 147
- Business Project – Corporate Accounting 138
- Business Project – Employment Relations 135
- Business Project – Finance 146
- Business Project – International Business 147
- Business Project – International Marketing 143
- Business Project – Law 157
- Business Project – Management 135
- Business Project – Marketing 142
- Business Project – Operations Management 128
- Business Project – Strategic Management 129
- Business Project – Transport Management 135
- Business Statistics 104
- Business Systems Implementation 89
- Business to Business Marketing 92
- Butterworths Book Prize in Financial Accounting 3 10
- Buyer Behaviour 91, 139
- Capital Markets 144
- Chemistry 116
- CIG Prize in Finance 11
- Clients and Markets 130
- Cognitive Processes 81
- Colgate Palmolive Prize 11
- Commercial Banking and Finance 98
- Commercial Law 121
- Commercial Transactions 118
- Commonwealth Bank International Business Scholarship 14
- Commonwealth Bank Scholarship 14
- Community Arts 105
- Community Fitness and Lifestyle 1 105
- Community Fitness and Lifestyle 2 105
- Community Practice and Practitioners 73
- Community Research 1 73
- Companies and Securities Law 156
- Company Law 122
- Comparative Economic Systems 97
- Comparative Studies in Transport Management 132
- Competitive International Marketing Strategy 142
- Computer-based Accounting 88
- Computer-based Information Systems for Managers 128
- Conduct of examinations 7
- Conflict of Laws 120
- Contemporary Issues in International Marketing 93, 141
- Contemporary Issues in Leisure 111
- Contemporary Issues in Taxation 157
- Contemporary Management Practices 83, 135
- Contemporary Marketing Management 139
- Continuing education program 8
- Coopers & Lybrand Prize for Auditing 11
- Coopers & Lybrand Prize for Revenue Law 11
- Corporate Accounting Issues 138
- Corporate Finance 146
- Corporate Financial Analysis 144
- Corporate Financial Statement Analysis 99
- Corporate Law 118
- Corporate Strategy 82
- Corporate Strategy Project 82
- Corporate Treasury Management 145
- Course transfer 7

Courses and codes 158
 Courses available 5
 Criminal Law 117
 Cultural Tourism 151
 Current Issues in Finance 100, 144
 Current Issues in Industrial Law 156
 Customs Duties/Levies 154

 Dalgety Farmers Ltd Prize in Resource
 Economics 11
 Doctor of Philosophy 41
 Double degree in Business and
 Computing Science 31
 Dow Corning Scholarship 14
 Duesbury's Prize 11
 Dunhill Madden Butler Prizes, The 12
 Dunhill Madden Butler Prize (Insurance
 Contents) 12
 Dunhill Madden Butler Prize (Life
 Insurance Law) 12

 Eco-Tourism 114
 Economic Society Prize in Economics 11
 Economics for Management 143
 Economics for Public and Community
 Managers 131
 Economics of Leisure and Tourism 95, 147
 Economics of Money and Finance 99
 EDP Control and Audit 137
 Effective People Management 134
 Elements of Financial Management 145
 Employment Conditions 130
 Employment Legislation 156
 Employment Relations 49, 80, 124
 Employment Relations Research
 Project 124
 Employment Relations Research
 Proposal 129
 Employment Relations Skills 81
 Engineering Principles 115
 Entrepreneurship and Innovation 81
 Environment and Waste Management 116
 Environment of Community
 Organisations 131
 Environment of Health Management 127
 Environment of Professions of
 Local Government 154
 Environment of Public Management 124
 Environmental Influences in Exercise
 Physiology 111
 Environmental Management 154
 Equity and Trusts 119
 Ergonomics 128
 Ernst and Young Prize in Accounting B 11
 Ernst and Young Prize in Management
 Accounting 2 11
 Event and Facility Management 149
 Events Management 114

Examination malpractice 7
 Examinations 7
 Exercise Prescription 107

 Faculty Board in Business 173
 Faculty information 4
 Faculty mission statement 1
 Faculty of Business, The 4
 Faculty of Business Danish Exchange
 Scholarships 14
 Faculty of Business Honours
 Scholarships 14
 Faculty of Business information offices 4
 Family Law 119
 Federal Constitutional Law 119
 Finance for Manufacturing
 Management 95
 Finance Law 157
 Financial Accounting 1 86
 Financial Accounting 2 87
 Financial Accounting 3 88
 Financial Institution Lending 145
 Financial Institution Management 145
 Financial Institutions and Markets 97
 Financial Management 96, 144
 Financial Modelling and Forecasting 143
 Financial Negotiation Skills 147
 Financial Planning Models 100
 Financial Statement Analysis and
 Financial Modelling 137
 Financial Time Series Analysis 102
 Financing Decisions 102
 Functional Anatomy 104
 Fundamentals of Marketing Research 92
 Funding 73
 Fundraising in International Markets 147
 Futures and Options 102

 Geoffrey A Cohen/Arthur Andersen & Co
 Prize 11
 Global Business and Competitive
 Intelligence 134
 GMA Prize 11
 Government and Political Processes 74
 Government-Business Relations 143
 Graduate Certificate in Banking 47
 Graduate Certificate in Financial
 Studies 48
 Graduate Certificate in Information
 Technology Management 51, 52
 Graduate Certificate in Management 61
 Graduate Certificate in Purchasing and
 Materials Management 69
 Graduate Certificate in Sports
 Management 54
 Graduate Certificate in Transport
 Management 70
 Graduate Diploma in Accounting
 and Finance 45

- Graduate Diploma in Administration 44
 Graduate Diploma in Arts Management 54
 Graduate Diploma in Banking and Finance 48
 Graduate Diploma in Employment Relations 49
 Graduate Diploma in Employment Relations (Industrial Law) 50
 Graduate Diploma in Information Technology Management 51, 52
 Graduate Diploma in Leisure Management 55
 Graduate Diploma in Management 62
 Graduate Diploma in Marketing 65
 Graduate Diploma in Operations Management 67
 Graduate Diploma in Purchasing and Materials Management 69
 Graduate Diploma in Sports Management 56
 Graduate Diploma in Tourism Management 57
 Graduate Diploma in Transport Management 71
 Group Processes 74

 Honours Research Seminar 114
 Honours Research Thesis 114
 Honours Seminar in Finance and Economics 103
 Hospitality Operations 1 113
 Hospitality Operations 2 114
 Human Biology 116
 Human Ecology 108
 Human Physiology 116
 Human Resource Management 125
 Human Resource Management (Community) 131
 Human Resource Management (Public) 126

 ID Tours South Pacific 'Best Inbound Student' Prize 11
 Illness or misadventure during an examination 7
 Illness or misadventure during the semester 6
 Important student information on rules and procedures 6
 Indirect Taxation 122, 157
 Industrial and Labour Law 122
 Industrial Law 155
 Industrial Psychology 82
 Industrial Relations 123
 Industrial Relations Society of NSW Graduate Prize 11
 Industrial Relations Society of NSW Prize 12
 Industry Economics 96

 Information for Management Decisions 137
 Information Resources Prize 12
 Information Systems Project 89
 Information Technology 51
 Information Technology and Decision Systems 115
 Information Technology for Leisure and Tourism 105
 Infrastructure Management 154
 Insolvency 120
 Insurance Institute of NSW Prize 12
 Insurance Institute of NSW Prizes 12
 International Accounting 85
 International Banking 100
 International Business Law 156
 International Economics 97
 International Exchange Programs 7
 International Financial Management 100, 143
 International Management 82, 124
 International Marketing 92
 International Marketing Country Study 93
 International Marketing Management 141
 International Marketing Management Project 94
 International Taxation 1 157
 International Taxation 2 155
 Introduction to Business (Project) 72
 Introduction to CAD/CAM 115
 Investment Analysis and Portfolio Management 100
 Investment Analysis and Portfolio Management (Honours) 103
 Investment Management 143
 Issues in Banking 101, 145
 Issues in Financial Statement Analysis 86
 Issues in Materials Management 136

 Judith and Leslie Fritz Scholarship 14

 Kinesiology 108
 KPMG Peat Marwick Prize in Computer-based Accounting 12
 KPMG Peat Marwick Prize in Financial Accounting 1 12
 Kuring-gai Student Centre 5

 Labour Market Economics 96
 Land Tax and Pay-roll Tax 154
 Law and the Arts 150
 Law for Administrators 155
 Law for Business 121
 Law for Leisure, Sport and Tourism 112
 Law for Managers 156
 Law for Manufacturing Management 121
 Law for Marketing Management 121
 Law of Contract 117
 Law of Evidence 121

- Law of Tort 118
- Leave of absence 6
- Legal Aspects of Contracts
 - Administration 154
- Legal Environment of Business 155
- Legal Process and History 116
- Leisure and Education 104
- Leisure and Fitness Centre Operations 109
- Leisure and Public Policy 109
- Leisure and Specific Populations 109
- Leisure and Tourism Futures 153
- Leisure and Tourism Organisation and Policy 147
- Leisure and Tourism Planning 110, 148
- Leisure and Tourism Research 148
- Leisure and Tourism Studies 54
- Leisure Facility Design 108
- Leisure in Australia 105
- Leisure in Social Context 105
- Leisure Management 149
- Leisure Policy 152
- Leisure Program Planning 107
- Leisure Research 1 107
- Leisure Research 2 109
- Leisure Services Management 107
- Leisure, Sport and Culture 108
- Leisure Studies Project 151
- Leisure Studies Special Project 112
- Leisure Theory 110
- Liability Insurance 99
- Life Insurance Practice 98
- Local Government Management 60
- Local Processes 74
- Locations and contacts 4
- Logistics and Distribution Resources Planning 78
- Logistics Systems and Physical Distribution 132
- MA Project 153
- MA Thesis 153
- Macroeconomic Policy 97
- Macroeconomics 95
- Management 61
- Management 1 125
- Management 2 125
- Management Accounting 1 87
- Management Accounting 2 87
- Management Accounting 3 88
- Management Accounting 3 (Project) 86
- Management and Communication Skills 79
- Management Information Systems 130, 137
- Management of Australian Sport 149
- Management of Service Operations 80
- Management Planning and Control 137
- Management Research Methods 128
- Management Skills 133
- Managerial Analysis and Evaluation of Information Systems 136
- Managerial Marketing 141
- Managerial Skills Workshop 126
- Managing Client Relations 139
- Managing Community Organisations 131
- Managing Human Services 132
- Managing Local Enterprise 154
- Managing Organisational Change 136
- Managing Small Leisure Service Organisations 107
- Managing Strategic Change 83
- Manufacturing Facilities Design 77
- Manufacturing Management Information Systems 115
- Market Research Society Award 12
- Marketing 65
- Marketing and International Trade Relations 139
- Marketing Communication 141
- Marketing Decision Analysis 142
- Marketing Decision Models 92
- Marketing for the Arts 150
- Marketing Information Management 141
- Marketing Legislation in Australia 156
- Marketing Research 140
- Marketing Strategy 93
- Marketing Theory and Practice 139
- Master of Arts in Leisure Studies 58
- Master of Business (by thesis) 42
- Master of Business Administration 43
- Master of Business in Accounting 46
- Master of Business in Accounting and Finance 46
- Master of Business in Banking and Finance 49
- Master of Business in Employment Relations 50
- Master of Business in Information Technology Management 51, 52
- Master of Business in International Marketing 66
- Master of Business in Management 62
- Master of Business in Marketing 67
- Master of Business in Operations Management 68
- Master of Business in Transport Management 71
- Master of Local Government Management 60
- Master of Management (Community) 63
- Master of Management (Public) 64
- Materials Management Systems 136
- Measurement and Development of Physical Ability 111
- Mechanics of Human Motion 107
- Mercantile Mutual Group Prize 12
- Mergers and Acquisitions 147
- Message from the Dean 1
- Microeconomic Policy 96
- Microeconomics 94

- Money Management 1 (Basic Accounting) 73
- Money Management 2 (Budgeting) 73
- Motor Learning and Control 109
- Multinational Marketing 140

- New Product Management 141
- Nielsen Australia Award for Marketing Research 12
- NRMA Insurance Limited Prize 13
- NSW Tourism Commission Best Achiever's Award in Tourism and Hospitality Studies 13
- Nutrition for Physical Activity 104

- Operations Management 67, 72, 127
- Operations Management Policy 128
- Oregon State University, USA 8
- Organisation Analysis and Design 124
- Organisational Behaviour 72, 124
- Organisational Change and Adaptation 125
- Organisational Design and Change 79
- Organisational Diagnosis and Evaluation 80
- Organisational Information 82
- Outdoor Education 1 106
- Outdoor Education 2 106

- Park and Natural Area Management 1 110
- Park and Natural Area Management 2 111
- Performance Management Systems 78
- Performance Studies 1 106
- Performance Studies 2 108
- Performance Studies 3 110
- Performance Studies 4 110
- Performance Studies 5 111
- Personal Investment 99
- Personnel Practices 74
- Philips Prize 13
- Physiological Efficiency of Human Movement 109
- Policy Issues in Manufacturing Management 79
- Policy Studies 131
- Popular Culture 148
- Postgraduate program 41
- Postgraduate subjects 123
- Preface 1
- Prentice-Hall of Australia Prize 13
- Prevention and Care of Athletic Injuries 111
- Principal dates for 1994 2
- Principles and Practices of Sports Coaching 107
- Principles and Practices of Transportation 132

- Principles of Marketing 91
- Principles of Risk and Insurance 98
- Prizes 9
- Prizes and scholarships 9
- Product and Process Development 77
- Production Planning and Control 127
- Productivity and Quality Management 127
- Professional Practice 1 (AD) 106
- Professional Practice 1 (BA) 106
- Professional Practice 2 (AD) 106, 108
- Professional Practice 2 (BA) 106, 108
- Program Evaluation 126
- Promotion for Community Organisations 74
- Property Insurance 99
- Public Finance 96
- Public Sector Management 126
- Purchasing and Materials Management 69

- Quality Management 81
- Quality Management Systems 77
- Quality Strategy 134
- Quantitative Analysis in Marketing 91
- Quantitative Management 80, 127
- Quantitative Methods 123
- Quantitative Techniques in Finance and Economics 98

- Raising and Managing Funds 133
- Readings for Thesis in Management 83
- Readings for Thesis in Marketing 94
- Readings in Accounting 90, 138
- Readings in Administration 133
- Readings in Economics 146
- Readings in Finance 146
- Readings in International Business Law 157
- Readings in Marketing 142
- Real Asset Investment and Management 101
- Real Property 118
- Reasoning, Judgement and Ethics 75
- Reckitt and Colman Graduate Prize 13
- Recreation Facility Design and Management 111
- Recreation Leadership 104
- Reinsurance 101
- Reinsurance Discussion Group Prize 12
- Remedies and Restitution 120
- Research Methods in Accounting 90
- Research Methods in Management 83
- Research Methods in Marketing 94
- Research Project – Operations Management 136
- Research Project (Public/community) 135
- Research Proposal (Public/community) 129
- Research Proposal – Operations Management 135

- Research Seminars in Accounting 138
- Research Seminars in Finance and Economics 146
- Research Seminars in Management 134
- Research Seminars in Marketing 142
- Research Techniques in Accounting 138
- Research Techniques in Finance and Economics 146
- Research Techniques in Management 134
- Research Techniques in Marketing 142
- Resource Economics 96
- Resource Management (Health) 127
- Resources Management 126
- Revenue Law 121, 122
- Risk Management 101
- Royal Australian Institute of Parks and Recreation (NSW) Prize 13
- Royal Institute of Public Administration Australia Graduate Prize 13

- Sales Management 140
- Scholarships 14
- School Advisory Committees 174
- School offices 4
- Securities Market Regulation 102
- Service Operations Management 128
- Services Marketing 92
- Setting up a Community Organisation 74
- Skills
 - Alternative Dispute Resolution 120
 - Case Analysis and Statutory Interpretation 117
 - Computerised Legal Research 118
 - Conveyancing 117
 - Drafting 118
 - Legal Research and Writing 116
 - Litigation 120
 - Moot 120
 - Pleadings 119
- Social and Community Research 133
- Social Inequalities 75
- Social Psychology of Leisure 104
- Sociology of Leisure 152
- Sociology of Sport and Leisure 108
- Special examination conditions 7
- Special examinations 7
- Sport and the Law 149
- Sport in Recreation 106
- Sport Psychology 112
- Sports Marketing 149
- Sportswell Tours Professional Practice Prize 13
- Stamp Duties 154
- Staff List 176
- Strategic Business Management 123
- Strategic Cost Management 138
- Strategic Human Resource Management 80
- Strategic Management 124
- Strategic Management (Community) 130
- Strategic Management (Public) 130
- Strategic Manufacturing Systems 1 76
- Strategic Manufacturing Systems 2 79
- Structures and Processes in Community Organisations 75
- Subject descriptions 72
- Subject equivalents 159
- Subject names in alphabetical order 167
- Subjects offered by other faculties 115, 154
- Succession 119
- Sun Alliance Life Insurance Prize 12
- Superannuation and Retirement Planning 101
- Supervised Industry Practicum 1 76
- Supervised Industry Practicum 2 78
- Swaps 147
- Sydney Association for Educational Administration Prize 13
- Sydney Futures Exchange Prize 13
- Sydney Reinsurance Prize 12
- Synthetic Financial Products 145

- Taxation Module 157
- Taxation Project (6cp) 157
- Taxation Project (12cp) 157
- Technical Analysis 147
- Theory of General Insurance 98
- Thesis in Accounting 90
- Thesis in Finance and Economics 104
- Thesis in Management (F/T) 84
- Thesis in Management (P/T) 84
- Thesis in Marketing (F/T) 94
- Thesis in Marketing (P/T) 94
- Thomas Kewley, OAM, Memorial Prize 13
- Total Quality and Productivity Management 136
- Tourism and Leisure Marketing 151
- Tourism Futures Prize 13
- Tourism Industry, The 113
- Tourism Management 112, 148
- Tourism Management Project 150
- Tourism Project Development 113
- Tourism Services Marketing 112
- Tourism Studies Project 110
- Tourism Systems 105, 148
- Tourism's Environmental Interactions 109
- Tourist Attractions Management 113, 149
- Tourist Behaviour 112
- Traffic and Transportation 154
- Transport Management 70
- Transport Operations Management 132
- Transport Policy and Planning Analysis 132
- Transportation in Tourism 113
- Travel and Tourism Industry, The 148
- Travel and Tourism Law 151
- Travel and Tourism Operations 1 113
- Travel and Tourism Operations 2 114

Underdeveloped Economies 97
 Undergraduate program 15
 Undergraduate subjects 72
 University of Humberside, Hull, UK 8
 University of Tilburg, The Netherlands 8
 UTS Information Service 4

Values, Ethics and Outcomes 131
 Venture Capital Finance 98, 146

Water-based Recreation 1 106
 Westpac Graduate Prize in Capital
 Markets 14
 Westpac Prize 14
 Wirtschaftsuniversitat, Vienna, Austria 8
 Withdrawal from a course 7
 Working in the Community Sector 73
 Workshop Technologies Skills Practice
 (TAFE) 76

Zonta Prize for the Woman MBA Graduate
 of the Year 14

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