


1996

Faculty of Business Handbook

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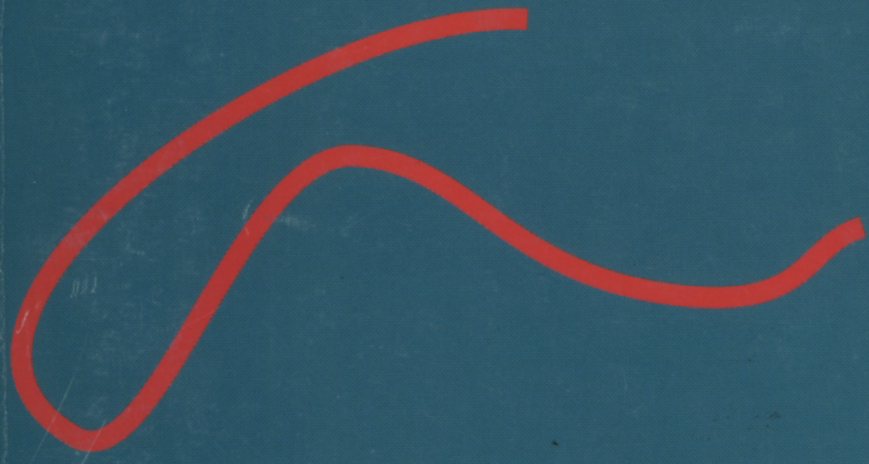
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# Faculty of Business Handbook 1996



# Faculty of Business Handbook **1996**

The University attempts to ensure that the information contained in the handbook is correct as at 6 November 1995. The University reserves the right to vary any matter described in the handbook at any time without notice.



**Equal opportunity**

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

**Free speech**

The University supports the right to freedom of speech and the rights of its members to contribute to the diversity of views presented in our society.

**Non-discriminatory language**

UTS has adopted the use of non-discriminatory language as a key strategy in providing equal opportunity for all staff and students. Guidelines for the use of non-discriminatory language have been developed and all members of the University community are encouraged to use them.

**Editorial and production:**

Corporate Responsibilities Unit  
University Secretary's Division

**Design:**

UTS News and Design Services

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# ADDRESSES AND TELEPHONE NUMBERS

## POSTAL ADDRESS

PO Box 123  
Broadway  
New South Wales 2007 Australia

## TELEPHONE

(02) 330 1990  
International: +61 2 330 1990  
Fax: (02) 330 1551

**From July 1996**  
**(02) 9514 2000**  
**International: +61 2 9514 2000**  
**Fax: (02) 9514 1551**

All other numbers listed in this publication with a prefix of 330 will have a new prefix of 9514 e.g. 330 5555 will become 9514 5555.

## STREET ADDRESSES

### City campus

- Broadway  
No. 1 Broadway, Ultimo
- Harris Street, Ultimo  
Building 6  
702–730 Harris Street  
Bon Marche Building  
755 Harris Street  
645 Harris Street
- 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
- Bulga Ngurra  
23–27 Mountain Street, Ultimo
- 82–84 Ivy Street, Chippendale

### 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

### Yarrawood conference and research centre

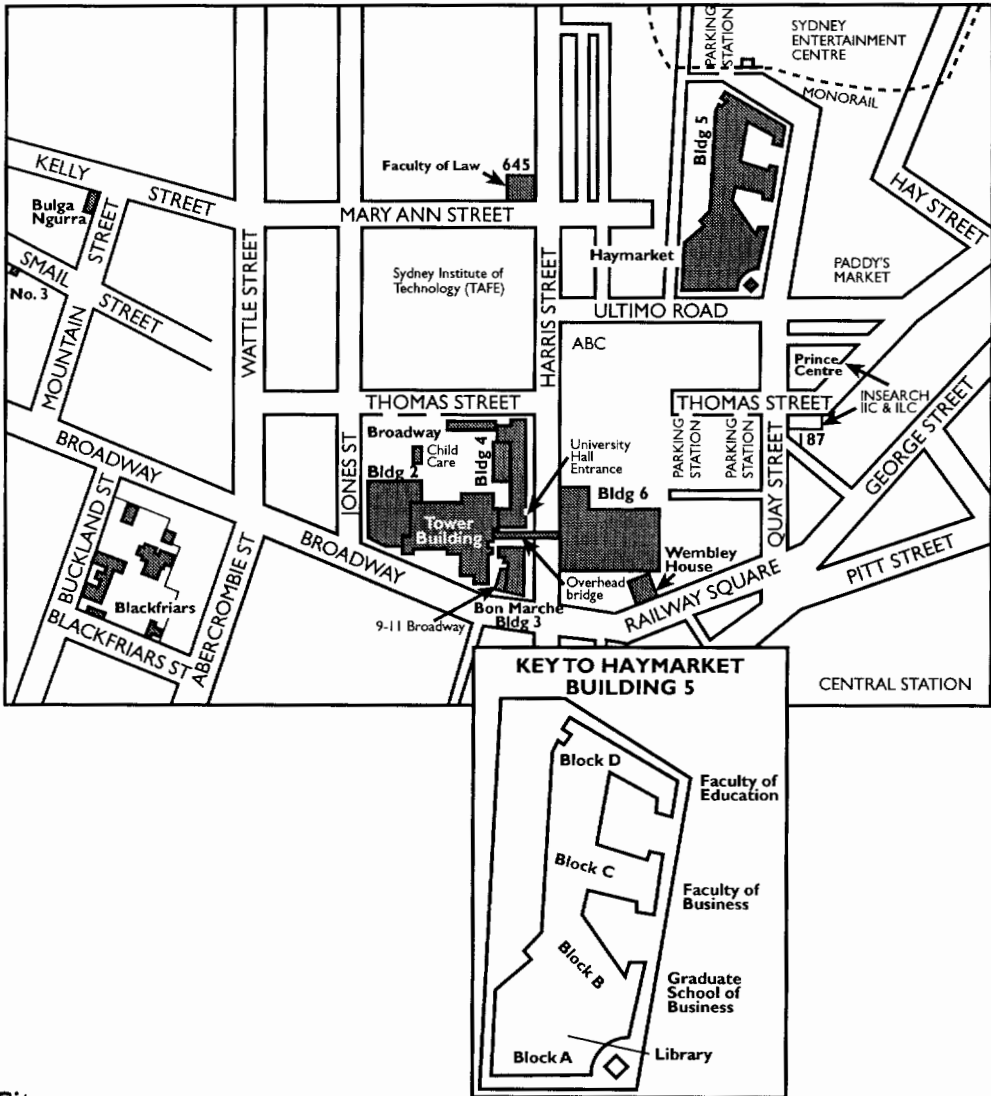
Hawkesbury Road  
Yarramundi 2753

### Stroud

Lot AFP 161894  
The Bucketts Way  
Booral 2425

# CAMPUS MAPS

## CITY CAMPUS



### City campus

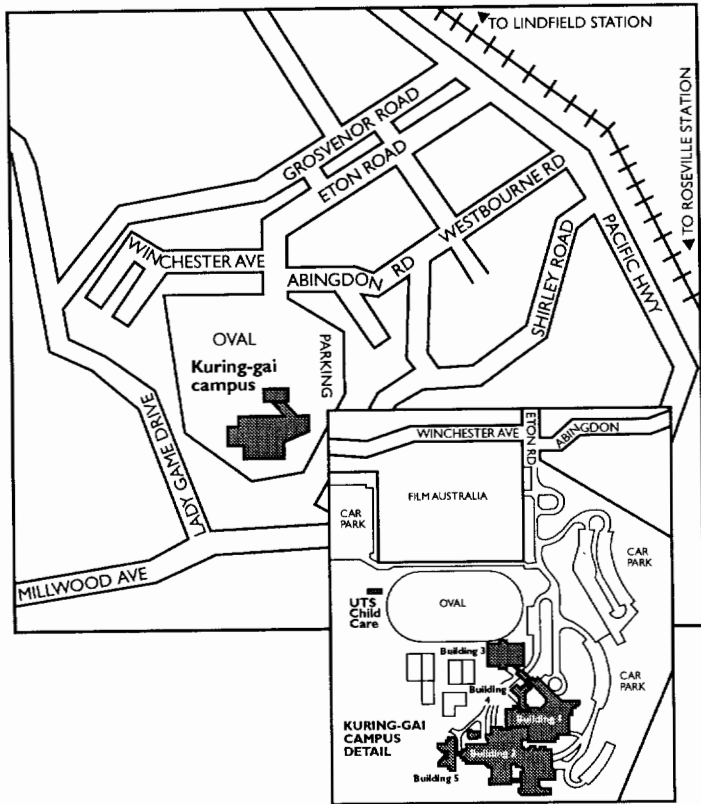
- Broadway  
No. 1 Broadway, Ultimo
- Harris Street, Ultimo  
Building 6  
702–730 Harris Street  
Bon Marche Building  
755 Harris Street  
645 Harris Street
- Haymarket  
Corner Quay Street and Ultimo Road  
Haymarket, Sydney
- Blackfriars  
Blackfriars Street, Chippendale
- Small Street  
3 Small Street, Ultimo
- Wembley House  
839–847 George Street, Sydney
- Bulga Ngurra  
23–27 Mountain Street, Ultimo
- 82–84 Ivy Street, Chippendale



**KURING-GAI CAMPUS**

**Kuring-gai campus**

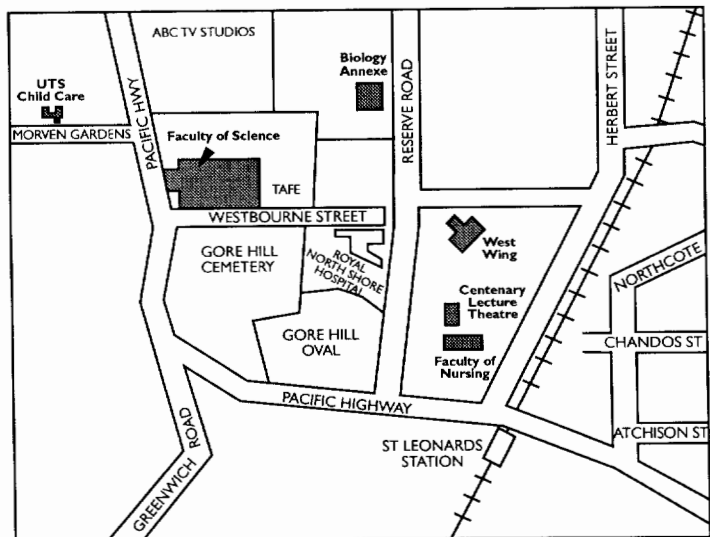
Eton Road  
Lindfield  
(PO Box 222, Lindfield  
NSW 2070)



**ST LEONARDS CAMPUS**

**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



# PRINCIPAL DATES FOR 1996<sup>1</sup>

## AUTUMN SEMESTER

### January

- 9 Release of HSC results
- 12 Formal supplementary examinations for 1995 Spring semester students
- 12 Closing date for changes of preference to the Universities Admissions Centre (UAC) from 1995 NSW HSC applicants (by 6.00 p.m.)
- 15–30 Enrolment of students at City campus
- 26 Australia Day – public holiday
- 26 Public school holidays end
- 31 Enrolment of new undergraduate students at City campus including UAC and direct applicants (and 1–5 February)

### February

- 1–5 Enrolment of new undergraduate students at City campus including UAC and direct applicants (and 31 January)
- 6–23 Enrolment of students at City campus

### March

- 4 Classes begin
- 15 Last day to enrol in a course or add subjects
- 29 Last day to change to 'pay now/up-front' HECS payment
- 29 Last day to apply for leave of absence without incurring student fees/charges<sup>2</sup>
- 29 Last day to withdraw from a subject without financial penalty<sup>2</sup>
- 31 HECS census date

### April

- 1 Public school holidays begin
- 5 Good Friday – public holiday
- 8 Easter Monday – public holiday
- 9 Graduation period begins
- 12 Last day to withdraw from a course or subject without academic penalty<sup>2</sup>
- 8–12 Vice-Chancellors' Week (non-teaching)

- 12 Public school holidays end
- 25 Anzac Day – public holiday
- 26 Provisional examination timetable available
- 30 Last day to apply to graduate in Spring semester 1996

### May

- 1 Applications available for selected undergraduate courses for Spring semester
- 7 Graduation period ends
- 13 Applications available for postgraduate courses
- 17 Examination Masters due
- 31 Final examination timetable available
- 31 Closing date for selected undergraduate applications for Spring semester

### June

- 10 Queen's Birthday – public holiday
- 14 Last teaching day of Autumn semester
- 14 Closing date for postgraduate applications for Spring semester
- 15–28 Formal examination period (and 1–5 July)

### July

- 1 Public school holidays begin
- 1–5 Formal examination period (and 15–28 June)
- 5 Autumn semester ends
- 8–12 Vice-Chancellors' Week (non-teaching)
- 12 Public school holidays end
- 15–19 Formal alternative examination period for Autumn semester students
- 19 Release of Autumn semester examination results
- 22 Formal supplementary examinations for Autumn semester students
- 22–26 Confirmation of Spring semester programs
- 25–26 Enrolment of new and readmitted students and students returning from leave/concurrent study

## SPRING SEMESTER

### July

- 29 Classes begin

### August

- 1 Applications available for undergraduate courses  
 2 Last day to withdraw from full-year subjects without academic penalty<sup>2</sup>  
 5 Applications available for postgraduate courses  
 9 Last day to enrol in a course or add subjects  
 23 Last day to apply for leave of absence without incurring student fees/charges<sup>2</sup> (Spring enrolments only)  
 30 Last day to change to 'pay now/up-front' HECS payment  
 30 Last day to withdraw from a subject without financial penalty<sup>2</sup>  
 30 Last day to apply to graduate in Autumn semester 1997  
 31 HECS census date

### September

- 6 Last day to withdraw from a course or subject without academic penalty<sup>2</sup>  
 20 Provisional examination timetable available  
 27 Closing date for undergraduate applications via UAC (without late fee)  
 27 Closing date for inpUTS Special Admission Scheme applications  
 30 Public school holidays begin  
 30 Graduation period begins  
 30 Vice-Chancellors' Week (non-teaching) begins  
 30 Closing date for postgraduate applications (in some faculties)

### October

- 4 Vice-Chancellors' Week (non-teaching) ends  
 4 Graduation period ends  
 7 Labour Day – public holiday  
 11 Public school holidays end  
 11 Examination Masters due  
 25 Final examination timetable available  
 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

- 8 Last teaching day of Spring semester  
 9–29 Formal examination period  
 29 Spring semester ends

### December

- 9–13 Formal alternative examination period for Spring semester students  
 20 Release of Spring semester examination results  
 23 Public school holidays begin

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<sup>1</sup> Information is correct as at 15 November 1995. The University reserves the right to vary any information described in Principal Dates for 1996 without notice.

<sup>2</sup> HECS/Postgraduate course fees will apply after the HECS census date.

## PREFACE

This handbook is one of 10 faculty/institute handbooks: Business; Design, Architecture and Building; Education; Engineering; Humanities and Social Sciences; International Studies; Law; Mathematical and Computing Sciences; Nursing; and Science. Each handbook provides general information about the faculty/institute as well as detailed information on the courses and subjects offered.

The handbooks are part of a suite of 13 publications which also comprise the *University Calendar* and the undergraduate and postgraduate student handbooks. The *Calendar* contains the University By-law, which all students should read. It also includes 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 faculty offices, and may be purchased at the Co-op Bookshop.

The student handbooks provide information on the rights and responsibilities of students and on the services and facilities available to them. They 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. You should make sure that you read the student rules published in these handbooks. Copies of the student handbooks are provided free to students at enrolment.

Other publications providing information of a general nature are the *UAC Guide* and the *UTS Undergraduate Studies Guide* which are available from the UTS Information Service.

For information not provided in any of the publications mentioned e.g. additional information on courses, methods of assessment and book lists, you should contact the UTS Information Service or your faculty office. If in doubt, don't hesitate to ask.

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. It 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.

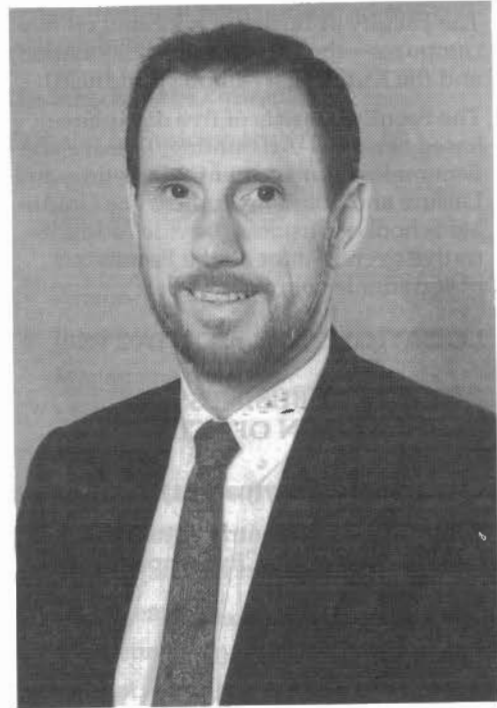
The Faculty of Business is one of Australia's largest fully integrated business faculties. With an enrolment of some 5,800 students, the Faculty of Business accounts for approximately 25 per cent of the entire UTS student population.

The Faculty of Business had its beginnings 29 years ago when business studies were first offered in 1967. Since then, the Faculty has developed a reputation for its high-quality educational programs and now offers an extensive range of programs at both graduate and undergraduate level.

Our graduates are considered by industry to be among the best in Australia. Our partnerships with industry and the professions, in Australia and internationally, ensure our programs have the right balance between theory and practical application.

There are over 120 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 Bob Robertson  
Dean

## THE FACULTY OF BUSINESS

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

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

### LOCATIONS AND CONTACTS

#### FACULTY OF BUSINESS INFORMATION OFFICES

##### City campus (Haymarket)

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

Telephone: 330 3500

Fax: 330 3558

Hours: 9.00 a.m. – 6.00 p.m.  
Monday – Thursday  
9.00 a.m. – 5.00 p.m.  
Friday

Address: PO Box 123 Broadway  
NSW 2007

##### Kuring-gai campus (Lindfield)

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

Telephone: 330 5355

Fax: 330 5526

Hours: 9.00 a.m. – 5.00 p.m.  
Monday and Friday  
9.00 a.m. – 6.00 p.m.  
Tuesday – Thursday

Address: PO Box 222 Lindfield  
NSW 2070

### SCHOOL OFFICES

All School offices are open between the hours of 9.00 a.m. and 5.00 p.m. with the exception of the Graduate School of Business which is open from 9.00 a.m. to 6.00 p.m. Monday to Thursday, and 9.00 a.m. to 5.00 p.m. Friday and during non-teaching weeks.

Inquiries 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 3633

Fax: 330 3636

#### School of Leisure and Tourism Studies

Level 2, Building 5, Room 204  
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 5, Building 5B  
Quay Street, Haymarket  
City campus

Telephone: 330 3660

Fax: 330 3554

**UTS INFORMATION SERVICE**

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

Telephone: 330 1222

Hours: 8.30 a.m. – 6.00 p.m.  
Monday – Thursday  
8.30 a.m. – 4.00 p.m.  
first Friday of the month  
8.30 a.m. – 5.00 p.m.  
other Fridays

**KURING-GAI STUDENT CENTRE**

Level 6, Building 1, Kuring-gai campus

Telephone: 330 5555

Hours: 8.30 a.m. – 4.30 p.m.  
Monday – Friday

**Inquiries counter**

Level 5, Building 1, Kuring-gai campus

Telephone: 330 5320

Hours: 9.00 a.m. – 9.00 p.m.  
Monday – Thursday  
9.00 a.m. – 5.00 p.m.  
Friday

**COURSES AVAILABLE**

The Faculty of Business offers a range of award courses at both undergraduate and postgraduate levels.

**Undergraduate courses**

Bachelor of Business with majors in:

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

Bachelor of Business (Hons) in:

- Accounting
- Finance and Economics
- Management
- Marketing

Bachelor of Accounting

Bachelor of Accounting (Hons)

Bachelor of Arts in:

- Leisure Studies
- Tourism Management
- Human Movement Studies
- Human Movement Studies/  
Graduate Diploma in Education

Bachelor of Arts (Hons) in:

- Leisure Studies
- Tourism Management
- Human Movement Studies

Bachelor of Manufacturing Management

Diploma in Community Organisations

**Undergraduate courses offered in conjunction with other faculties/institutes**

Bachelor of Business/Bachelor of Laws

Bachelor of Mathematics and Finance

Double Degree in Business and  
Computing Science

Bachelor of Business/Bachelor of Arts in  
International Studies

Bachelor of Arts in Leisure Studies and in International Studies

Bachelor of Arts in Tourism Management and in International Studies

Bachelor of Arts in Human Movement Studies and in International Studies

**Postgraduate courses**

Research degrees

Doctor of Philosophy in:

Accounting

Finance and Economics

Leisure and Tourism Studies

Management

Marketing

Master of Business (by thesis) in:

Accounting

Finance and Economics

Management

Marketing

Master of Arts (by thesis) in:

Arts Management

Leisure Studies

Sports Studies

Tourism Studies

MBA program

Master of Business Administration

Graduate Diploma in Business Administration

Graduate Certificate in Business Administration

Accounting

Master of Business in Accounting

Master of Business in Accounting and Finance

Graduate Diploma in Accounting and Finance

Graduate Certificate in Accounting

Graduate Certificate in Accounting and Finance

Graduate Certificate in Strategic Management Accounting

Banking and Finance

Master of Business in Finance

Graduate Diploma in Finance

Graduate Certificate in Banking

Graduate Certificate in Finance

Business Operations Management

Master of Business in Business Operations Management

Graduate Diploma in Business Operations Management

Graduate Certificate in Business Operations Management

Coastal Resource Management (with the Faculty of Science and the Faculty of Engineering)

Master of Science in Coastal Resource Management

Graduate Diploma in Coastal Resource Management

Graduate Certificate in Coastal Resource Management

Employment Relations

Master of Business in Employment Relations

Graduate Diploma in Employment Relations

Graduate Diploma in Employment Relations (Industrial Law)

Graduate Certificate in Employment Relations

Information Technology (with Faculty of Mathematical and Computing Sciences)

Master of Business in Information Technology Management

Graduate Diploma in Information Technology Management

Graduate Certificate in Information Technology Management

Leisure and Tourism Studies

Master of Arts in Arts Management

Master of Arts in Leisure Studies

Master of Arts in Sports Studies

Master of Arts in Tourism 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 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

Graduate Certificate in Marketing

Purchasing and Materials Management

Graduate Diploma in Purchasing and Materials Management

Graduate Certificate in Purchasing and Materials 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 undergraduate and postgraduate student handbooks. Every student is provided with a copy of the appropriate handbook 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 see 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 or postgraduate course fees for the subject.

Changes to your program after the deadline 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 an Appeal Against Assessment Grade form from the Faculty Information Offices, or the UTS Information Service at Broadway, or the Kuring-gai Student Centre.

### **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 or postgraduate course fees. Students who appear to have abandoned their course may be withdrawn from the course by the University (see Rule 2.13 for details).

### **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.

Students wishing to transfer to UTS from another university should apply through the Universities Admissions Centre (UAC). In some instances transfers will be considered in the middle of the year, in which case students should contact the University directly.

### **Awards and graduation**

All students who believe they will qualify for an award from the University at the end of their current semester must complete an Application for Award form available from the UTS Information Service or the Kuring-gai Student Centre. The lodgement dates for these forms are 30 April for Spring ceremonies and 30 August for Autumn ceremonies in the following year.

The level of award is calculated by the Faculty using a formula based on the number of subjects completed and the marks achieved. The Faculty does not use a cumulative weighted average mark (WAM), and students should not use this type of mark to estimate their level of award. Students wanting information on their level (or expected level) of award should contact the Faculty's Graduation Coordinator.

### **SUMMER AND WINTER SCHOOL**

The Faculty of Business usually conducts a Summer School during December/January for undergraduate and postgraduate subjects. A Winter School is usually offered in June/July for postgraduate subjects only. Summer and Winter Schools are designed so that students may fast-track their studies and complete subjects in an intensive format.

Any student interested in Summer or Winter School should contact the Faculty Information Offices regarding details of subject offerings and dates of classes.

## ELIGIBILITY FOR AUSTUDY

Austudy provides financial help to full-time students who meet its income and assets requirements. Application forms and information about Austudy eligibility are available from offices of the Student Services Unit at the City and Kuring-gai campuses. **Students who receive Austudy and decide to drop subjects during the semester need to be aware that to remain eligible for Austudy they must be enrolled in a minimum of 18 credit points or have a HECS liability for the semester of .375.** The only exceptions made are for students with disabilities which interfere with their studies, students who are single supporting parents or those who have been directed by the University to reduce their study load. Student Welfare Officers in the Student Services Unit can assist students who wish to apply for exceptions on these grounds.

## BUSINESS COMPUTER LABORATORIES

The Faculty of Business has established the Business Computer Laboratories on Level 2, Building 5C, City campus (Haymarket). The broad objectives of the laboratories are to provide student access to special resources, plus a suitable work area for students using such resources; collect and protect a number of special Faculty resources; facilitate staff research; and 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 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 seven overseas universities. These are Oregon State University, USA; Aarhus School of Business, Denmark; Wirtschaftsuniversität, Vienna, Austria; University of Humberside, Hull, UK; University of Tilburg, The Netherlands; University of Ottawa, Canada; and Reims Business School, France.

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 undergraduate 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.

### 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 the University of Humberside, Hull offers undergraduate 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 a European Business Management major at Humberside which then is recognised as the major for their UTS degree.
- Students can study a double degree program in one of two formats. They can undertake the foundation core at UTS, then complete a major and a thesis at the University of Humberside, then on return to UTS, complete a second major. Alternatively, students can undertake both the foundation core and a major at UTS, then complete a second major and a thesis at the University of Humberside. 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 can take 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.

#### **University of Ottawa, Canada**

Students can study at the University of Ottawa for one semester. There is an extensive selection of both undergraduate and postgraduate subjects available.

#### **Reims Business School, France**

At Reims Business School in France, MBA students can undertake intensive summer school study to accelerate their study program.

#### **INTERNATIONAL STUDIES**

The Institute for International Studies offers electives in language studies, and in the study of contemporary societies in parts of the non-English-speaking world. Students can undertake language studies as a credited part of their degree. All subjects last one semester and are worth eight credit points each. The individual student's level of language proficiency

before entry to the program decides his or her level of language study.

The following programs are available at UTS and are open to all students: Cantonese, Chinese, Indonesian, Japanese, Modern Standard Chinese and Spanish. Arrangements are also available for students to study French, German, Hindi, Italian, Korean and Thai.

For further information, contact the Institute for International Studies, Tower Building, Broadway, telephone 330 1574.

#### **INSEARCH INSTITUTE OF COMMERCE**

Insearch Institute of Commerce, which is wholly owned by Insearch Limited, the commercial arm of University of Technology, Sydney, offers diploma programs in Business Management, Tourism Management and International Business and Trade. These programs are designed, taught and supervised by staff of the Faculty of Business. While the University cannot guarantee access to degree programs, students who have completed these programs, if admitted, may be given up to one year's advanced standing in the Bachelor of Business or the Bachelor of Arts in Tourism Management. For further information contact the Admissions Manager, Insearch Institute of Commerce, Level 3, 187 Thomas Street, Haymarket or telephone 281 8188, or fax 281 9875.

#### **CONTINUING PROFESSIONAL EDUCATION PROGRAMS**

The Faculty offers a range of executive development 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 executive development programs and short courses are conducted by the Faculty's Centre for Management Studies. Further information is available from the Centre for Management Studies on telephone 330 3504, 330 3515, 330 3529, 330 3542, or fax 330 3510.

**Computing**

Financial Analysis Certificate

**Finance**

Executive Certificate in Insurance  
 Executive Certificate in Quantitative Finance  
 Introductory Banking Certificate  
 Accounting and Finance for Managers  
 Accounting for Managerial Decisions  
 Asian Capital Markets  
 Banking Law  
 Bank Lending  
 Capital Markets  
 Commercial Banking and Finance  
 Elements of Financial Management  
 Financial Decision Making  
 Financial Institutions and Markets  
 Financial Negotiation Skills  
 How to Evaluate a Business Venture  
 Investment Management  
 Mergers and Acquisitions  
 Synthetic Financial Products  
 Understanding Financial Statements

**Management**

Executive Certificate in Managerial Skills  
 Certificate in Business Management  
 Accelerated Personal Performance  
 Commercial Negotiation Skills  
 Project Management  
 Purchasing Management  
 Enterprise Bargaining and Workplace Relations  
 Essentials of Law for Managers  
 Presentation Skills  
 How to Become a Successful Manager  
 Total Quality Management  
 Strategic Planning and Organisation Development  
 Managing Office Politics  
 Public Relations and Corporate Communications

**Marketing**

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

For full details of all prizes and scholarships offered see Prizes and Scholarships at the back of this handbook.

**PROFESSIONAL RECOGNITION OF COURSES**

A number of degree courses offered by the Faculty of Business are recognised by professional organisations.

**The Australian Society of Certified Practising Accountants/The Institute of Chartered Accountants in Australia**

Students successfully completing the Bachelor of Business (with appropriate approved subjects) or the Bachelor of

Accounting (subject to final approval) will have satisfied the undergraduate Accounting major education requirements for membership of both the Australian Society of Certified Practising Accountants (ASCPA) and The Institute of Chartered Accountants in Australia.

Students should note that the ASCPA will not, in principle, accept conceded passes in subjects required by them. However, the ASCPA will now accept a conceded pass in a first or second year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from the ASCPA.

### **Chartered Institute of Company Secretaries in Australia Ltd**

The Chartered Institute of Company Secretaries (CICSA) is the professional association for 10,000 company secretaries and other corporate managers in Australia. It is also the Australian division of the international Institute of Chartered Secretaries and Administrators. UTS is a CICSA-approved university. Accordingly, it is possible to satisfy all CICSA's academic requirements for membership by completing designated subjects. For details of these courses, contact the CICSA campus representatives, Michael Adams (330 5418) or Mark Freeman (330 5425).

### **The Australian Institute of Bankers**

Associateship or Senior Associateship status may be offered by the Australian Institute of Bankers (AIB) to students completing the Bachelor of Business with a major or sub-major in Banking, or a combined major in Banking and Management, and who have appropriate work experience.

### **The Australian Insurance Institute**

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

### **STUDENT ORGANISATIONS**

AIIESEC is the world's largest student organisation, existing in 81 countries around the world with over 70,000 members. AIIESEC aims at promoting cultural awareness and international understanding, developing practical managerial skills for its members, and bridging the gap between students, academics and the business sector. AIIESEC works through two programs to achieve its aims—the International Exchange Program and the Global Theme Program. Student members have the opportunity to travel overseas, experience different cultures from around the world, develop their managerial skills, gain business contacts and meet lots of friends. To find out more about AIIESEC telephone AIIESEC on 330 3534.

AYBC—Asia–Australia Youth Business Council—aims to build knowledge and understanding of the commercial environment in both Australia and the Asia–Pacific region. AYBC aims to develop business skills and provide its associates with an international focus by focusing on their interpersonal development and by fostering friendships and active participation in AYBC events and functions. In particular, AYBC provides the opportunity for associates to interact with corporate members, as well as to participate in the management and organisation of AYBC projects and the Council. To find out more about AYBC write to PO Box N625 Grosvenor Place, Sydney, NSW, 2000 or leave a telephone message on voice mail 867 1980.

# UNDERGRADUATE PROGRAMS

## Bachelor of Business

The Faculty of Business offers an undergraduate degree program that leads to the award of Bachelor of Business (BBus). The Bachelor of Business program prepares graduates for a career in accounting, banking, economics, finance, international business, management, marketing, tourism and the related professions. The degree seeks to provide students with the knowledge, competencies and values necessary for a fulfilling and effective career in these areas.

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

### ADMISSION REQUIREMENTS

#### Assumed knowledge/HSC subject selection

For the Bachelor of Business an assumed knowledge of 2-unit Mathematics is required.

You must also 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 the University Admission Centre (UAC). The UTS Information Service can provide advice in this regard.

Applicants should obtain a copy of the Faculty of Business *Guidelines for Applicants 1997* and the UAC *1997 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 a university or at some other recognised tertiary educational 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.

UTS has an articulated credit transfer policy with TAFE (NSW); block credit may be granted for a number of completed TAFE Advanced Certificate and Associate Diploma courses. These courses must have been completed no earlier than three years before commencement of studies at UTS e.g. students commencing their Bachelor of Business degrees in 1996 must have completed their TAFE courses in 1992 or later.

Holders of relevant qualifications received from a university participating in the national credit transfer project, introduced by the Australian Vice-Chancellors' Committee (AVCC), may be granted credit towards a degree program. Documentation on the national credit transfer project can be accessed at the Faculty of Business information offices on both the City and Kuring-gai campuses.

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 Information Service on 330 1222 or from the Faculty information offices on 330 3500/5355. Students must also supply a certified 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 Unit  
Faculty of Business  
UTS  
PO Box 123  
Broadway NSW 2007

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

### TRANSITION GUIDELINES

The Bachelor of Business was reviewed and restructured in 1995 with the revised program being offered from the beginning of 1996. The revised program offers students a more flexible structure with greater options. Transition students should refer to the Transition Guidelines at the back of this handbook.

### SUBJECT EQUIVALENTS

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, and in relation to the Transition Guidelines, these subjects are considered materially the same. Please refer to the table Subject Equivalents at the back of this 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 follows:

- Full-time is three years (six semesters) usually undertaken at the rate of four subjects each semester.
- Part-time is six years (12 semesters) usually undertaken at the rate of two subjects each semester. Part-time students must be prepared to attend one afternoon class during each teaching week.

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

### COURSE STRUCTURE

The Bachelor of Business comprises 144 credit points. All students must complete 12 foundation core subjects (four credit points each), a major (48 credit points) and either a second major (48 credit points) or two sub-majors (24 credit points each) or a single sub-major (24 credit points) in conjunction with elective subjects (24 credit points). The degree is structured as follows:

#### Core subjects

22105	Accounting A
22205	Accounting B
25314	Business Finance
79202	Business Law
21609	Business Strategy (Capstone)
25308	Financial Markets
21125	International Business Environment
25209	Macroeconomics
21130	Management and Organisations
24105	Marketing Principles
25110	Microeconomics
26122	Quantitative Methods for Business

12 x 4cp subjects

Total 48cp

#### Major

Accounting, Banking, Economics, Finance, International Business, Management, Marketing, Tourism

8 x 6cp subjects

Total 48cp

*plus*

#### Second major

8 x 6cp subjects

Total 48cp

*or*

#### Sub-major

24cp

*and*

#### Second sub-major

24cp

*or*

#### Sub-major

24cp



and

**Electives**

24cp

**COURSE PROGRAMS**

Foundation core

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22105	Accounting A
22205	Accounting B
25314	Business Finance
79202	Business Law
21609	Business Strategy (Capstone)
25308	Financial Markets
21125	International Business Environment
25209	Macroeconomics
21130	Management and Organisations
24105	Marketing Principles
25110	Microeconomics
26122	Quantitative Methods for Business

Capstone

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21609	Business Strategy
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**BACHELOR OF BUSINESS MAJORS**

Students must undertake a major which consists of 48 credit points (eight 6cp subjects) of study in a related area. Students may also elect to undertake a second major. It should be noted that not all subjects will be offered each semester, and not all majors will be available at both campuses.

**Accounting major**

22320	Accounting for Business Combinations
22420	Accounting Standards and Regulations
22520	Corporate Reporting: Professional and Conceptual Issues
22321	Cost Management Systems
22421	Management Decisions and Control

*plus one of the following streams*

Stream 1

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22522	Auditing
79365	Company Law
79462	Revenue Law

Stream 2

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22226	Business Information Systems Design
22216	Business Information Systems Management
22568	Business Information Systems Implementation

**Note:** Professional recognition—Stream 1 meets the undergraduate Accounting major education requirements for membership of both the Australian Society of Certified Practising Accountants (ASCPA) and The Institute of Chartered Accountants in Australia.

Stream 2 meets the undergraduate Accounting major education requirements for membership of the Australian Society of Certified Practising Accountants (ASCPA) only. Students completing this stream would need to undertake a combined subject in company and revenue law by external study after admission to Associate Membership as one of the ASCPA's requirements before advancing to the CPA level of membership. (Subject to final approval.)

Students should note that the ASCPA will not, in principle, accept conceded passes in subjects required by them. However, the ASCPA will now accept a conceded pass in a first or second year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from the ASCPA.

**Banking major**

25406	Quantitative Techniques for Finance and Economics
25410	Corporate Financial Analysis
25409	Commercial Bank Management
25503	Investment Analysis (or Honours equivalent)
25522	Bank Lending Practice
25620	Derivative Securities
25416	Economics of Money and Finance
79366	Banking Law

Students who have taken any of these subjects as part of another major or sub-major or as electives will have to substitute another subject.

**Note:** Professional recognition—Associateship or Senior Associateship status may be offered by the Australian Institute of Bankers (AIB) to students completing the Banking major and who have appropriate work experience.

**Economics major**

25406	Quantitative Techniques for Finance and Economics
25210	Microeconomic Theory and Policy
25309	Macroeconomic Theory and Policy
25305	Industry Economics
25416	Economics of Money and Finance
25305	Labour Market Economics
25315	International Economics
25304	Asian–Australian Economic Relations

Students who have taken any of these subjects as part of another major or sub-major or as electives will have to substitute another subject.

**Finance major**

25406	Quantitative Techniques for Finance and Economics
25410	Corporate Financial Analysis
25506	Capital Budgeting and Valuation (or Honours equivalent)
25503	Investment Analysis (or Honours equivalent)
25621	Financing Decisions and Capital Market Theory
25620	Derivative Securities
25420	Applied Financial Management
25421	International Financial Management

Students who have taken any of these subjects as part of another major or sub-major or as electives will have to substitute another subject.

**International Business major**

21591	International Management
24220	International Marketing
25421	International Financial Management
22240	International Accounting
	<i>plus three of the following international elective subjects</i>
21593	International Business and Government
25315	International Economics
25304	Asian–Australian Economic Relations
24517	Contemporary International Marketing Issues
24607	International Marketing Management Project

79603	International Business Law and Regulation
22309	Accounting for Overseas Transactions
21306	International Employment Relations
21530	Global Strategy
21531	Managing the International Organisation
16751	International Real Estate
	<i>or</i>
	any other international subject, with approval of the Director of the International Business major
	<i>plus one of the following</i>
21532	Applied International Business
24518	International Marketing Country Study
21595	International Management Field Study

**Note:**

1. Students who have completed one of the international foundation subjects as part of another major or sub-major will be required to take four international elective subjects rather than three.
2. 24518 International Marketing Country Study and 21595 International Management Field Study involve overseas travel and related expenses. 21532 Applied International Business is provided as a no-cost alternative subject.
3. 24518 International Marketing Country Study is a 12-credit-point subject. Students who take this subject will only be required to take two of the six-credit-point international elective subjects.

**Management major**

21440	Management Skills
21365	Analysing Management Thinking
21221	Organisational Structure and Change
21306	Business, Government and Society
21306	International Employment Relations
21131	Business Process Management
21591	International Management
21630	Management of the Strategy Process

**Marketing major**

24202	Consumer Behaviour
24205	Business Marketing
24220	International Marketing
24309	Introductory Marketing Research
24331	Decision Models in Marketing
24210	Advertising and Promotions Management
24430	Applications of Marketing Research
24415	Marketing Planning and Strategy

**Tourism major**

27128	Introduction to Tourism Systems
27648	The Tourism Industry
27185	Introduction to Tourist Behaviour
27327	Tourism's Environmental Interactions
27642	Tourism Services Marketing
27631	Tourism Management
27523	Leisure and Tourism Planning
21555	Human Resource Management

**BACHELOR OF BUSINESS  
SUB-MAJORS**

Students who do not choose to take a second major have the opportunity to take two 24-credit-point sub-majors (total 48 credit points) or one sub-major (24 credit points) and 24 credit points of electives (total 48 credit points).

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 prerequisites 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 will be accommodated in the subjects depending on availability of class places.

**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 prerequisites. Students will be accommodated in the subjects depending on availability of class places. It is the responsibility of students 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-majors are offered by the following schools/faculties:

**SCHOOL OF ACCOUNTING****Sub-major in Contemporary Issues in Accounting**

22311	Accounting for Valuation
22312	Accounting for Superannuation <i>plus two of the following</i>
22313	Accounting Implications of Structures and Taxation
22319	Issues in Financial Statement Analysis
22240	International Accounting
22206	Government Accounting
22610	Accounting for Insolvency

**Sub-major in Financial Reporting**

(for non-Accounting majors)

22320	Accounting for Business Combinations
22420	Accounting Standards and Regulations <i>plus two of the following</i>
22319	Issues in Financial Statement Analysis
22240	International Accounting
22206	Government Accounting
22610	Accounting for Insolvency

**Sub-major in International Accounting**

22240	International Accounting
22309	Accounting for Overseas Transactions <i>plus two of the following</i>
79603	International Business Law and Regulation
25421	International Financial Management

- 21591 International Management  
24220 International Marketing

### Sub-major in Management Reporting

(for non-Accounting majors)

- 22321 Cost Management Systems  
22421 Management Decisions and Control  
*plus two of the following*  
22318 Contemporary Issues in Management Accounting  
22226 Business Information Systems Design  
22216 Business Information Systems Management  
22568 Business Information Systems Implementation

### Sub-major in Professional Accounting and Auditing Practice

(for Accounting majors)

- 22026 Ethics and Accountants  
22531 Special Topics in Auditing  
22572 Advanced Auditing Techniques  
*plus one of the following*  
79411 Advanced Companies and Securities Law  
79606 Advanced Revenue Law  
79666 International Aspects of Australian Taxation Law

**Note:** Students should note that the prerequisite structure for this sub-major can be met by completing the optional Stream 1 within the Accounting major. If Stream 2 is undertaken as part of the major, then the prerequisites to the above subjects need to be completed as part of your electives in the equivalent of the second year of full-time study.

### Sub-major in Societal and Corporate Issues in Accounting

- 22219 Social and Environmental Accounting  
79660 Environmental Law in Business  
59635 Business and the Media  
*plus one of the following*  
22206 Government Accounting  
22319 Issues in Financial Statement Analysis  
22026 Ethics and Accountants

### Sub-major in Small Business Accounting

- 22566 Accounting for Small Business 1  
22515 Computer-based Accounting  
*plus two of the following*  
22567 Accounting for Small Business 2  
22309 Accounting for Overseas Transactions  
24205 Business Marketing  
24306 Marketing of Services  
79667 Indirect Taxation

### SCHOOL OF FINANCE AND ECONOMICS

#### Sub-major in Banking

Senior Associateship status is offered by the Australian Institute of Bankers (AIB) for students completing the Banking sub-major and who have relevant work experience.

- 25410 Corporate Financial Analysis<sup>1</sup>  
25409 Commercial Bank Management  
25522 Bank Lending Practice  
79366 Banking Law

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<sup>1</sup> Finance majors and Finance sub-majors will be required to substitute 25416 Economics of Money and Finance.

#### Sub-major in Economics

- 25210 Microeconomic Theory and Policy  
25309 Macroeconomic Theory and Policy  
25305 Industry Economics  
25305 Labour Market Economics

#### Sub-major in Finance

- 25406 Quantitative Techniques for Finance and Economics  
25410 Corporate Financial Analysis  
25506 Capital Budgeting and Valuation  
*or*  
25905 Capital Budgeting and Valuation (Hons)  
25503 Investment Analysis  
*or*  
25906 Investment Analysis (Hons)

**Sub-major in Insurance**

- 25350 Principles of Risk and Insurance
- 25553 Risk Management
- 25552 Reinsurance
- 25403 Theory of General Insurance

SCHOOL OF MANAGEMENT

**Sub-major in Employment Relations**

- 21306 International Employment Relations
- 21407 Strategic Human Resource Management
- 21430 Enterprise Bargaining and Workplace Relations
- 79270 Industrial and Labour Law
- 21058 Management Project (Management majors only)

**Note:** All students should complete 21306 International Employment Relations before undertaking other subjects in the sub-major.

**Sub-major in International Management**

- 21591 International Management  
*plus three of the following*
- 21530 Global Strategy
- 21531 Managing the International Organisation
- 21083 Socially and Ecologically Responsible Business
- 21593 International Business and Government
- 21306 International Employment Relations (non-Management majors only)

**Note:** Management major students must do 21058 Management Project in place of 21591 International Management.

**Sub-major in Management Practice**

(for non-Management majors)

- 21440 Management Skills
- 21306 International Employment Relations
- 21131 Business Process Management
- 21630 Management of the Strategy Process

**Sub-major in Small and Medium Enterprise Management**

- 21131 Business Process Management
- 21409 Entrepreneurship and Innovation
- 21082 Small and Medium Enterprise Management
- 22566 Accounting for Small Business 1

**Note:** Management major students must do 21058 Management Project in the place of 21131 Business Process Management.

**Sub-major in Strategic Management**

- 21630 Management of the Strategy Process  
*plus three of the following*
- 21530 Global Strategy
- 21407 Strategic Human Resource Management
- 21311 Strategic Supply Chain Management
- 21410 Quality Management

**Note:** Management major students must do 21058 Management Project in the place of 21630 Management of the Strategy Process.

SCHOOL OF MARKETING

**Sub-major in Advanced Advertising**

- 24510 Research Methods in Advertising
- 24604 Project in Advertising  
*plus two of the following subjects offered by the Faculty of Humanities and Social Sciences*
- 54116 Audiovisual Media Productions
- 59330 Advertising Practice
- 59333 Advertising Strategies

**Note:** If 24510 Research Methods in Advertising was completed as part of the Introductory Advertising sub-major, then three subjects from the Faculty of Humanities and Social Sciences should be taken.

**Sub-major in Advanced Marketing Research**

- 24203 Quantitative Marketing Analysis
- 24666 Research Methods in Marketing
- 24510 Research Methods in Advertising

- 24546 Marketing Research Project  
*or*
- 55080 Information Issues<sup>1</sup>

**Note:** If the Introductory Advertising sub-major or the Advanced Advertising sub-major is undertaken, then both 24546 Marketing Research Project and 55080 Information Issues should be taken, as 24510 Research Methods in Advertising will be completed as part of the other sub-majors.

If the Information Management in Marketing sub-major is undertaken then the four subjects not yet completed should be taken.

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<sup>1</sup> 55080 Information Issues can be done prior to or concurrently with the major subject 24309 Introductory Marketing Research.

**Sub-major in Business to Business Marketing**

- 24333 Channels of Distribution
- 24306 Marketing of Services
- 21410 Quality Management
- 24555 Business Marketing Project

**Note:** If 24306 Marketing of Services was completed in the Introductory Marketing sub-major, then another subject must be completed in that sub-major if it is to be completed in addition to the Business to Business sub-major.

**Sub-major in Information Management in Marketing**

- 24309 Introductory Marketing Research
- 24331 Decision Models in Marketing  
*plus two of the following*
- 24430 Applications of Marketing Research
- 24203 Quantitative Marketing Analysis
- 55080 Information Issues<sup>1</sup>

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<sup>1</sup> 55080 Information Issues can be done prior to or concurrently with the major subject 24309 Introductory Marketing Research.

**Sub-major in International Marketing**

**Option 1**

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

- 24517 Contemporary International Marketing Issues

- 24607 International Marketing Management Project  
*plus two of the following*

- 21591 International Management
- 22240 International Accounting
- 25315 International Economics
- 25304 Asian–Australian Economic Relations

- 25421 International Financial Management  
*or*

any other approved international subject including a language subject offered by the Institute for International Studies.

**Option 2**

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(for students electing to do International Marketing Country Study)

- 24517 Contemporary International Marketing Issues
- 24518 International Marketing Country Study  
(12cp—one-year subject)  
*plus one of the following*

- 21591 International Management
- 22240 International Accounting
- 25315 International Economics
- 25304 Asian–Australian Economic Relations

- 25421 International Financial Management  
*or*

any other approved international subject including a language subject offered by the Institute for International Studies.

**Sub-major in Introductory Advertising**

- 24202 Consumer Behaviour
- 24309 Introductory Marketing Research
- 24210 Advertising and Promotions Management
- 24510 Research Methods in Advertising

If any of the above subjects have been completed in another sub-major an additional subject or subjects should be selected from the following:

- 24604 Project in Advertising
- 54116 Audiovisual Media Productions
- 59330 Advertising Practice
- 59333 Advertising Strategies

**Sub-major in Introductory Marketing**

- 24202 Consumer Behaviour
- 24205 Business Marketing
- 24220 International Marketing  
*plus one of the following*
- 24309 Introductory Marketing Research
- 24210 Advertising and Promotions Management
- 24306 Marketing of Services

SCHOOL OF LEISURE AND TOURISM STUDIES

**Sub-major in Leisure Management**

- 27126 Leisure in Australia
- 27216 Leisure Services Management
- 27523 Leisure and Tourism Planning  
*plus one of the following*
- 27628 Law for Leisure, Sport and Tourism
- 27306 Marketing of Leisure Services
- 27179 Festivals and Special Events
- 27316 Leisure and Fitness Centre Operations

**Sub-major in Sports Management**

- 27307 Administration of Australian Sport
- 27161 Sports Marketing
- 27177 Event and Facility Management  
*plus one of the following*
- 27628 Law for Leisure, Sport and Tourism
- 27134 The Olympic Games
- 27316 Leisure and Fitness Centre Operations
- 27172 Applied Sport Psychology

**Sub-major in Tourism Management**

- 27128 Introduction to Tourism Systems
- 27648 The Tourism Industry
- 27631 Tourism Management  
*plus one of the following*
- 27628 Law for Leisure, Sport and Tourism
- 27185 Introduction to Tourist Behaviour
- 27642 Tourism Services Marketing
- 27523 Leisure and Tourism Planning

FACULTY OF DESIGN, ARCHITECTURE AND BUILDING

**Sub-major in Land Economics**

- 16352 Valuation Methodology
- 16453 Development Management
- 16751 International Real Estate
- 16554 Urban Economics

FACULTY OF EDUCATION

**Sub-major in Human Resource Development**

- 015002 Adult Teaching and Learning
- 015001 Language, Culture and Communication 1
- 015006 Program Development and Needs Analysis
- 015008 Assessing Learning and Evaluating Programs  
*plus two of the following*
- 015005 Psychological Perspectives on Adult Learning
- 015007 Adult Learning in Social Context
- 015009 Analysing Current Issues in Australian Education
- 015012 International Perspectives on Education

FACULTY OF HUMANITIES AND SOCIAL SCIENCES

**Sub-major in Communication**

- 56955 Foundations of Communication
- 56003 Organisational Communication
- 56002 Group Communication
- 56004 Public Communication

**Sub-major in Information in Business**

- 55041 Information Science 2: Information User Behaviour
- 55042 Information Science 3: Organisation of Information
- 55043 Information Science 4: Information Retrieval
- 55060 Business Information

**Sub-major in Women and Business**

- 52221 Gender at Work
- 52306 Gender, Culture and Power
- 59340 Managing Women

**Sub-major in Public Relations**

- 56013 Public Relations Principles and Process  
 56011 Public Relations Strategies and Management  
 56012 Public Relations Contexts and Applications  
 56xxx Public Relations Professional Practice

## FACULTY OF LAW

**Sub-major in Business Law**

Choose any **four** of the following

- 79695 Advanced Commercial Law  
 79366 Banking Law  
 79365 Company Law  
 79660 Environmental Law in Business  
 79270 Industrial and Labour Law  
 79360 Insurance Contracts  
 79603 International Business Law and Regulation  
 79502 Law and Finance  
 79403 Law and the Manager  
 79211 Law for Marketing Management  
 79462 Revenue Law

One subject from the Insolvency Law sub-major

One subject from the Taxation Law sub-major

**Sub-major in Foundations Law**

This is a compulsory sub-major for students enrolled in the Bachelor of Business/Bachelor of Laws degree program, and for students considering transferring between the different degree programs.

- 70211 Law of Contract  
 70311 Law of Tort  
 70317 Real Property

**Sub-major in Insolvency Law**

- 79161 Introduction to Bankruptcy Law  
 79662 Law of Corporate Receiverships and Deeds of Arrangement  
 79162 Bankruptcy Administration and Company Liquidation  
 22610 Accounting for Insolvency

**Sub-major in Taxation Law**

- 79666 International Aspects of Australian Taxation Law  
 79606 Advanced Revenue Law  
 79667 Indirect Taxation  
*and either*  
 79411 Advanced Companies and Securities Law  
*or*  
 79264 Securities Market Regulations

## FACULTY OF MATHEMATICAL AND COMPUTING SCIENCES

**Sub-major in Mathematics**

- 35101 Mathematics 1  
 35102 Mathematics 2  
 35212 Linear Algebra  
 35231 Differential Equations

**Sub-major in Operations Research**

- 33401 Mathematics (Computer Science)  
 35241 Mathematical Programming 1  
 35340 Operations Research Practice  
 35344 Network Optimisation

**Sub-major in Statistics**

- 33401 Mathematics (Computer Science)  
 35252 Statistics 2  
 35353 Regression Analysis and Experimental Design  
 35361 Probability and Stochastic Processes

**Sub-major in Business Analysis and Design/Databases**

- 31424 Systems Modelling  
 31434 Database Design  
 31922 Object-oriented Methodologies  
 31921 Objectbases  
 31854 Distributed Databases

**Sub-major in Business Information Technology**

- 31521 Foundations of Computing and Programming  
 31531 Systems Analysis and Design  
 31551 Database  
 31561 Data Communications



**Sub-major in Human Factors and Computing in Business**

- 31531 Systems Analysis and Design  
 31551 Database  
 31777 Human Computer Interaction  
 31923 Office and Group Support  
 31737 Business Process Transformation

**Sub-major in Programming and Design**

- 31415 Principles of Software Design A  
 31424 Systems Modelling  
 31429 Procedural Programming  
 31434 Database Design

## FACULTY OF NURSING

**Sub-major in Health Services Management**

- 92112 Health Care in Australia  
 92113 Trends in Health Care  
 92114 Health Services Management  
 92115 Health Planning and Evaluation

## FACULTY OF SCIENCE

**Sub-major in Chemistry**

- 65101 Chemistry 1M  
 65201 Chemistry 2M  
 65202 Organic Chemistry  
*plus either*  
 65301 Spectroscopy and Structure  
*or*  
 65302 Inorganic Chemistry

**Sub-major in Health Science**

- 91518 Physiological Foundations of Health 1  
 91519 Physiological Foundations of Health 2  
 91520 Pathophysiology 1  
 91521 Pathophysiology 2

## INSTITUTE FOR INTERNATIONAL STUDIES

**Sub-major in International Studies**

Choose any **three** of the following

- 976111 Contemporary China  
 976211 Contemporary Japan  
 976301 Contemporary South-East Asia

- 976501 Contemporary Latin America  
 976401 Contemporary Western Europe  
 976101 Chinese East Asia

**Sub-major in Specialist Country Studies**

Choose any **one** of the following<sup>1</sup>

*China*

- 971111 Chinese Language and Culture 1  
 972111 Chinese Language and Culture 2  
 976111 Contemporary China

*Indonesia*

- 971311 Indonesian Language and Culture 1  
 972311 Indonesian Language and Culture 2  
 976301 Contemporary South-East Asia

*Japan*

- 971211 Japanese Language and Culture 1  
 972211 Japanese Language and Culture 2  
 976211 Contemporary Japan

*Latin America*

- 971501 Spanish Language and Culture 1  
 972501 Spanish Language and Culture 2  
 976501 Contemporary Latin America

*South China*

- 976101 Chinese East Asia

*plus*

- 971111 Chinese Language and Culture 1  
*and*  
 972111 Chinese Language and Culture 2

*or*

- 971121 Cantonese Language and Culture 1  
*and*  
 972121 Cantonese Language and Culture 2

*Thailand*

- 971140 Thai Language and Culture 1  
 972140 Thai Language and Culture 2  
 976301 Contemporary South-East Asia

*Western Europe*

976401 Contemporary Western Europe

*plus*

971414 French 1

*and*

972414 French 2

*or*

971424 German 1

*and*

972424 German 2

*or*

971434 Italian 1

*and*

972434 Italian 2

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<sup>1</sup> For detailed information about Language and Culture subjects students should refer to content as detailed in the *Institute for International Studies Handbook*.

## CROSS FACULTY

**Sub-major in Aboriginal Studies**

015110 Aboriginal Cultures and Philosophies

54230 Aboriginal Social and Political History

*plus one of the following*

015111 Issues in Aboriginal Education

015112 Aboriginal Initiatives in Education:  
Towards Community Control

54231 Aboriginal People and the Media

54330 The Politics of Aboriginal History

54331 Aboriginal Forms of Discourse

**BACHELOR OF BUSINESS ELECTIVES**

Electives or structured elective sequences (24 credit points in total) can be taken from any faculty in the University, or from another university or its equivalent with the approval of the Undergraduate Associate Dean, Undergraduate Programs.

**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 to 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 relevant 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.

**ATTENDANCE PATTERNS**

The minimum duration of the Bachelor of Business (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 accounting, with an emphasis on the development of the capacity for self-reflexivity and for independent work and research. Students are given grounding 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)<sup>1</sup> and for carrying out their own accounting research (Readings/Thesis in Accounting). The latter forms a major component of the program.

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<sup>1</sup> 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. It is recommended that Finance and Economics students undertake this program on a full-time basis.

*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 <sup>1</sup> <i>or</i>
25914	Honours Seminar in Finance and Economics <sup>1</sup>
25913	Advanced Microeconomics

**Semester 2**

25902	Advanced Corporate Finance
25901	Futures and Options

**Semester 3**

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

**Semester 4**

25916	Thesis in Finance and Economics
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<sup>1</sup> 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 to 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 Arts in International Studies

The Bachelor of Business/Bachelor of Arts in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The five-year full-time degree integrates the study of Business with a major in the language and culture of another country. Students spend the fourth year of study at a university overseas.

### ADMISSION REQUIREMENTS

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Business. There are no prior language requirements.

### ARRANGEMENTS FOR IN-COUNTRY STUDY

All students are required to complete four consecutive semesters of study of language and culture before proceeding to In-country Study.

The costs of tuition and travel are borne by UTS. In many cases there will be no additional costs for students. However, students studying in countries or regions where the cost of living is high—notably Japan, Taiwan and Hong Kong—should be prepared to pay additional costs.

### COURSE STRUCTURE

All students must complete 240 credit points of study comprising 144 credit points relating to the Bachelor of Business and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Business component of the combined degree, please refer to the Bachelor of Business program in this handbook.

In the International Studies component students choose one of the following specialisations—China, Indonesia, Japan, Latin America, Southern China, Taiwan, Thailand and Western Europe. Each specialisation includes 32 credit points (four x 8cp subjects) of instruction in Language and Culture; 16 credit points (two x 8cp subjects) of study of

Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the culture of specialisation. For full details of the Bachelor of Arts in International Studies component, please refer to the *Institute for International Studies Handbook*.

### COURSE PROGRAM

#### Semester 1

22105	Accounting A
21125	International Business Environment
25110	Microeconomics
26122	Quantitative Methods for Business
25308	Financial Markets

#### Semester 2

22205	Accounting B
21130	Management and Organisations
25209	Macroeconomics
25314	Business Finance
24105	Marketing Principles
79202	Business Law

#### Semester 3

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business first major
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation <sup>2</sup>

#### Semester 4

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
972xxx	Language and Culture 2 <sup>1</sup>

#### Semester 5

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
973xxx	Language and Culture 3 <sup>1</sup>

#### Semester 6

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society 2 <sup>2</sup>

#### Semester 7

977xxx	In-country Study 1
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#### Semester 8

978xxx	In-country Study 2
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**Semester 9**

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
2xxxx	Bachelor of Business second major, sub-major or elective

**Semester 10**

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
2xxxx	Bachelor of Business second major, sub-major or elective
2xxxx	Bachelor of Business second major, sub-major or elective
21609	Business Strategy

<sup>1</sup> Study of Language and Culture depends on the individual student's level of language proficiency before entry to the program. There is a range of entry levels to the various Language and Culture programs.

<sup>2</sup> Students undertake one of the following pairs of subjects:

*China*

Modernisation and Globalisation  
Contemporary China

*Indonesia*

Modernisation and Globalisation  
Contemporary South-East Asia

*Japan*

Modernisation and Globalisation  
Contemporary Japan

*Latin America*

Modernisation and Globalisation  
Contemporary Latin America

*Southern China*

Modernisation and Globalisation  
Chinese East Asia

*Taiwan*

Modernisation and Globalisation  
Chinese East Asia

*Thailand*

Modernisation and Globalisation  
Contemporary South-East Asia

*Western Europe*

Modernisation and Globalisation  
Contemporary Europe

## Bachelor of Business/ Bachelor of Laws

The Bachelor of Business/Bachelor of Laws (BBus LLB) program is offered jointly by the Faculty of Business and the Faculty of Law. The program 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 legal practitioner, and seeking a business or professional Accounting qualification at the same time.

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

After successful completion of the program the student will be awarded two testamurs i.e. BBus and LLB. The LLB component may be awarded with First or Second Class Honours.

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 Lisa Gustowski, Faculty of Law, telephone 281 2699.

### 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 Bachelor of Business or Bachelor of Laws course with an average mark at distinction level may apply to transfer to the BBus LLB course.

Bachelor of Business students who complete the Foundations in Law sub-major may also 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<sup>1</sup>

### Semester 1

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70113	Legal Process and History
70105	Legal Research
22105	Accounting A
79202	Business Law

### Semester 2

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70217	Criminal Law
70211	Law of Contract
25110	Microeconomics
26122	Quantitative Methods for Business

### Semester 3

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70311	Law of Tort
70616	Federal Constitutional Law
25308	Financial Markets
22205	Accounting B

### Semester 4

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70318	Personal Property
70317	Real Property
	Law elective 1
25314	Business Finance
21125	International Business Environment

### Semester 5

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70417	Corporate Law
70617	Administrative Law
25209	Macroeconomics
21130	Management and Organisations

### Semester 6

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70516	Equity and Trusts
24105	Marketing Principles
2xxxx	Bachelor of Business major subject

### Semester 7

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71005	Practice and Procedure
71216	Law of Evidence
2xxxx	Bachelor of Business major subject
2xxxx	Bachelor of Business major subject

### Semester 8

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71116	Remedies
7xxxx	Law elective 2
2xxxx	Bachelor of Business major subject
2xxxx	Bachelor of Business major subject

### Semester 9

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7xxxx	Law elective 3
7xxxx	Law elective 4
2xxxx	Bachelor of Business major subject
2xxxx	Bachelor of Business major subject
21609	Business Strategy

### Semester 10

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Practical Legal Training  
*or*  
 four Law electives

**Note:** Students undertaking the Accounting major must complete Stream 1 within that major.

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<sup>1</sup> Subject to final approval.

## **Double degree in Business and Computing Sciences**

Students initially enrol in the Bachelor of Business degree and take the Computing Science Programming and Design sub-major. On satisfactory completion of the Business degree and the Computing Science Programming and Design sub-major, students may then apply for admission to the Bachelor of Science (Computing Science) degree. If admitted, the sub-major and part of the Business component are used in lieu of the requirement for external electives in the Bachelor of Science (Computing Science).

Further information is available from the Director, Undergraduate Studies, School of Computing Sciences, telephone 330 1859.

## **Bachelor of Mathematics and Finance**

The Bachelor of Mathematics and Finance is offered as a three-year Pass degree with a fourth 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 degree 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 business 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 cooperative education program in Accounting. The course is offered on a full-time basis only and includes two semesters in industry. Students continue to study part-time while undergoing industrial experience. Industry semester subjects are specially designed to be undertaken cooperatively. Theoretical material is 'fast-tracked' before the industrial experience program commences and is followed by work-integrated project work.

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

Further details are available from the Office of Cooperative Education, School of Accounting, telephone 330 3579.

### COURSE STRUCTURE

The Bachelor of Accounting comprises 160 credit points and is completed in three years full-time. All students must complete 11 foundation core subjects, a compulsory Accounting major, a choice of a second major or a sub-major plus four electives, and two Accounting Experience subjects. The degree is structured as follows:

#### CORE SUBJECTS

22105	Accounting A
22205	Accounting B
22605	Accounting Information Systems
22153	Australian Corporate Environment (Project)
25314	Business Finance
79202	Business Law
25308	Financial Markets
25209	Macroeconomics
24105	Marketing Principles
25110	Microeconomics
26122	Quantitative Methods for Business

11 x 4cp subjects

Total 44cp

*plus*

22126	Accounting Experience (10cp)
22677	Capstone Project: Financial Strategy and Leadership (10cp)

Total 64cp

### Compulsory Accounting major

22320	Accounting for Business Combinations
22420	Accounting Standards and Regulations
22520	Corporate Reporting: Professional and Conceptual Issues
22321	Cost Management Systems
22421	Management Decisions and Control
22532	Auditing Project
79365	Company Law
79462	Revenue Law

8 x 6 credit point subjects  
Total 48cp

### Second major

8 x 6cp subjects

Total 48cp

*or*

### Sub-major

24cp

*and*

### Second sub-major

24cp

*or*

### Sub-major

24cp

*plus*

### Electives

24cp

### COURSE PROGRAM

#### Semester I

22105	Accounting A <sup>1</sup>
22205	Accounting B
22605	Accounting Information Systems <sup>1</sup>
25110	Microeconomics
25209	Macroeconomics
26122	Quantitative Methods for Business
25308	Financial Markets
24105	Marketing Principles

**Semester 2—Industry Experience**


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22126	Accounting Experience
79202	Business Law
22153	Australian Corporate Environment (Project)

**Semester 3**


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22320	Accounting for Business Combinations
22321	Cost Management Systems <sup>1</sup>
79365	Company Law
25314	Business Finance Elective 1

**Semester 4**


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22420	Accounting Standards and Regulations
22421	Management Decisions and Control
79462	Revenue Law Elective 2 Elective 3

**Semester 5—Industry Experience**


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22677	Capstone Project: Financial Strategy and Leadership
22532	Auditing Project Elective 4

**Semester 6**


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22520	Corporate Reporting: Professional and Conceptual Issues Elective 5 Elective 6 Elective 7 Elective 8
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<sup>1</sup> Fast-track studies undertaken during February.

**MAJORS/SUB-MAJORS**

Students can choose to complete a second major from those offered within the Faculty of Business (full details can be found within the Bachelor of Business program outlined in this handbook).

Banking

Economics

Finance

International Business

Management

Marketing

Tourism

Alternatively, students can elect to complete a sub-major from the list below plus four other elective subjects (full details can be found within the Bachelor of Business program outlined in this handbook).

**School of Accounting**

Professional Accounting and Audit Practice

Financial Reporting

Management Reporting

Societal and Corporate Issues in Accounting

Small Business Accounting

International Accounting

Contemporary Issues in Accounting

**School of Finance and Economics**

Banking

Economics

Finance

Insurance

**School of Management**

Employment Relations

International Management

Management Practice

Small and Medium Enterprise Management

Strategic Management

**School of Marketing**

Advanced Advertising  
 Information Management in Marketing  
 Introductory Advertising  
 Introductory Marketing

**School of Leisure and Tourism Studies**

Leisure Management  
 Sports Management  
 Tourism Management

**Faculty of Law**

Business Law  
 Insolvency Law  
 Taxation Law

**Faculty of Mathematical and Computing Sciences**

Mathematics  
 Operations Research  
 Statistics  
 Business Analysis and Design/Databases  
 Business Information Technology  
 Human Factors and Computing in Business  
 Programming and Design

**PROFESSIONAL RECOGNITION**

Students successfully completing the Bachelor of Accounting (subject to final approval) will have satisfied the undergraduate Accounting major education requirements for membership of both the Australian Society of Certified Practising Accountants (ASCPA) and The Institute of Chartered Accountants in Australia.

Students should note that the ASCPA will not, in principle, accept conceded passes in subjects required by them. However, the ASCPA will now accept a conceded pass in a first or second year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from the ASCPA.

**Bachelor of Accounting (Honours)**

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

## 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 industry. Graduates of this program develop theoretical knowledge and skills relevant to the organisation, research, 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, 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 or tertiary study in leisure or a related field.

### 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 the University of Technology, Sydney or at an interstate institution).
2. Students who may have completed part of the Bachelor's degree program in Leisure or Recreation or related area of study at another institution.

3. Students who have been employed in the leisure field either in a formal capacity or by way of voluntary endeavour for a substantial period of time.

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 or attainment of experience.

### 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 daytime 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.

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

### Typical full-time program

#### Semester 1

27126	Leisure in Australia
27187	Leisure Concepts
023500	Introduction to Developmental and Educational Psychology
27189	Professional Practice 1
25111	Economics of Leisure and Tourism

#### Semester 2

27186	Leisure and Human Movement in Social Context
22028	Accounting Practices
27106	Social Psychology of Leisure

27326 Leisure and Specific Populations  
 21130 Management and Organisations  
 27189 Professional Practice 1 (cont.)

**Semester 3**

27179 Festivals and Special Events  
 24105 Marketing Principles  
 21555 Human Resource Management  
 27156 Research Methods 1  
 2xxxx Elective 1

**Semester 4**

27323 Leisure and Public Policy  
 27157 Research Methods 2  
 27216 Leisure Services Management  
 2xxxx Elective 2  
 2xxxx Elective 3

**Semester 5**

27523 Leisure and Tourism Planning  
 27526 Leisure Theory  
 27606 Contemporary Issues in Leisure  
 27190 Professional Practice 2—Project  
 2xxxx Elective 4

**Semester 6**

27628 Law for Leisure, Sport and  
 Tourism  
 27606 Contemporary Issues in Leisure  
 (cont.)  
 27190 Professional Practice 2—Project  
 (cont.)  
 2xxxx Elective 5  
 2xxxx Elective 6

**Typical part-time program**

**Semester 1**

27126 Leisure in Australia  
 27187 Leisure Concepts

**Semester 2**

27186 Leisure and Human Movement in  
 Social Context  
 27106 Social Psychology of Leisure  
 27326 Leisure and Specific Populations

**Semester 3**

27189 Professional Practice 1  
 25111 Economics of Leisure and  
 Tourism  
 023500 Introduction to Developmental  
 and Educational Psychology

**Semester 4**

27323 Leisure and Public Policy  
 22028 Accounting Practices  
 27189 Professional Practice 1 (cont.)

**Semester 5**

27156 Research Methods 1  
 2xxxx Elective 1

**Semester 6**

21130 Management and Organisations  
 24105 Marketing Principles  
 27157 Research Methods 2

**Semester 7**

27179 Festivals and Special Events  
 2xxxx Elective 2

**Semester 8**

27216 Leisure Services Management  
 27628 Law for Leisure, Sport and  
 Tourism

**Semester 9**

21555 Human Resource Management  
 27523 Leisure and Tourism Planning  
 27256 Leisure Theory

**Semester 10**

2xxxx Elective 3  
 2xxxx Elective 4

**Semester 11**

27606 Contemporary Issues in Leisure  
 27190 Professional Practice 2—Project  
 2xxxx Elective 5

**Semester 12**

27606 Contemporary Issues in Leisure  
 (cont.)  
 27190 Professional Practice 2—Project  
 (cont.)  
 2xxxx Elective 6

**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 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 manage effectively 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 appropriately 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 sector's 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 10 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**

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27184	Introduction to Tourism Systems
27648	The Tourism Industry
27187	Leisure Concepts
22105	Accounting A
25111	Economics of Leisure and Tourism

**Semester 2**

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27185	Introduction to Tourist Behaviour
21130	Management and Organisations
22205	Accounting B
27644	Hospitality Operations 1
	<i>and</i>
27654	Hospitality Operations 2
	<i>or</i>
27643	Travel and Tourism Operations 1
	<i>and</i>
27653	Travel and Tourism Operations 2

**Semester 3**

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27327	Tourism's Environmental Interactions
24105	Marketing Principles
21555	Human Resource Management
27156	Research Methods 1
27163	Tourism Industry Practicum

**Semester 4**

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27323	Leisure and Public Policy
27157	Research Methods 2
27642	Tourism Services Marketing
27628	Law for Leisure, Sport and Tourism
27163	Tourism Industry Practicum (cont.)
2xxxx	Elective 1

**Semester 5**

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27523	Leisure and Tourism Planning
27164	Tourism Services Management
27165	Tourism Studies Project 1
2xxxx	Elective 2

**Semester 6**

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27167	Tourist Destination Marketing and Management
27166	Tourism Studies Project 2
2xxxx	Elective 3
2xxxx	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 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 29 subjects consisting of 25 core subjects of 124 credit points and 24 credit points of electives.

#### Typical full-time program

##### Semester 1

27183	Introduction to Human Movement Studies
65014	Chemistry (Human Movement)
27149	Performance Studies 1
27180	Functional Kinesiology
27189	Professional Practice 1

##### Semester 2

27153	Physiological Bases of Human Movement
27223	Mechanics of Human Motion
27106	Social Psychology of Leisure
27249	Performance Studies 2
27181	Human Motor Development
27189	Professional Practice 1 (cont.)

##### Semester 3

27152	Measurement and Development of Physical Capacity
27171	Applied Kinesiology
27186	Leisure and Human Movement in Social Context
27175	Energetics of Human Movement
27155	Research Design and Statistics for Human Movement
27249	Performance Studies 2 (cont.)



Semester 4

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27307	Administration of Australian Sport
27173	Efficiency of Human Movement 1
27160	Sport and Exercise Behaviour
27159	Social Issues in Sport and Exercise
27349	Performance Studies 3

**Kinesiology major**

Semester 5

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27449	Performance Studies 4
27331	Motor Learning and Control
27190	Professional Practice 2—Project
27349	Performance Studies 3 (cont.)
2xxxx	Elective 1
2xxxx	Elective 2

Semester 6

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27174	Efficiency of Human Movement 2
27222	Exercise Prescription
27190	Professional Practice 2—Project (cont.)
27449	Performance Studies 4 (cont.)
2xxxx	Elective 3
2xxxx	Elective 4

**Sports Management major**

Semester 5

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21130	Management and Organisations
22028	Accounting Practices
27190	Professional Practice 2—Project
27349	Performance Studies 3 (cont.)
2xxxx	Elective 1
2xxxx	Elective 2

Semester 6

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24105	Marketing Principles
27628	Law for Leisure, Sport and Tourism
27190	Professional Practice 2—Project (cont.)
2xxxx	Elective 3
2xxxx	Elective 4

**Kinesiology major — elective options**

27170	Analytical Procedures in Human Movement
27176	Environmental Influences in Sport and Exercise Performance
27105	Nutrition for Physical Activity
27608	Prevention and Care of Athletic Injuries
27178	Exercise Rehabilitation
27172	Applied Sport Psychology
27221	Principles and Practices of Sports Coaching
27103	The Olympic Games
27134	Outdoor Education 1
27234	Outdoor Education 2
27104	Recreation Leadership
27137	Water-based Recreation
27316	Leisure and Fitness Centre Operations

**Sports Management major — elective options**

21555	Human Resource Management
25111	Economics of Leisure and Tourism
25110	Microeconomics
22105	Accounting A
22205	Accounting B
56008	Public Relations Practice
27179	Festivals and Special Events
27157	Research Methods 2
27216	Leisure Services Management
27316	Leisure and Fitness Centre Operations
27315	Leisure Facility Design
27103	The Olympic Games
27172	Applied Sport Psychology
27306	Marketing for Leisure Services

## Bachelor of Arts in Human Movement Studies/ Graduate 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 Graduate Diploma in Education. Students undertaking this program complete the Bachelor of Arts in Human Movement Studies as described and then undertake the Graduate Diploma in Education (Physical Education) as offered by the School of Teacher Education. Admission to the Graduate Diploma in Education may be subject to quota and therefore offered on merit.

### Typical full-time program

#### Semester 1

027001	Learning in Personal Development, Health and Physical Education
023001	Psychology of Secondary Students
023002	Meeting Special Needs in the Secondary School
023191	Secondary Practicum 1a and 1b

#### Semester 2

027001	Learning in Personal Development, Health and Physical Education (cont.)
023502	Education Studies 2: Social Bases and Critical Issues
023192	Secondary Practicum 2

## Bachelor of Arts (Honours)

The Faculty of Business offers an Honours program 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.

The Bachelor of Arts (Hons) is available in three areas as follows:

Bachelor of Arts (Hons) in Leisure Studies

Bachelor of Arts (Hons) in Tourism Management

Bachelor of Arts (Hons) in Human Movement Studies

Specifically, the Honours program aims to

1. develop, at an advanced undergraduate level, knowledge of leisure, tourism or human movement through the medium of research;
2. facilitate the completion of a substantive research thesis which focuses around theory, applied/professional issues or some combination of these;
3. provide a direct pathway to graduate level study;
4. make contributions to knowledge in the field of leisure, tourism management or human movement.

### ADMISSION REQUIREMENTS

Admission to the Honours program is open to students who have successfully completed the BA in Leisure Studies, the BA in Tourism Management or the BA in Human Movement Studies and who have maintained a credit average or better in the final two full-time semesters. Graduates from other institutions who have completed a comparable course and who meet the academic criteria will be considered for admission. Final selection will be based on academic merit.

### ENTRY TO THE BA (HONOURS) BY PROFESSIONAL EXPERIENCE

In exceptional cases consideration will be given to applicants who have completed the BA in Leisure Studies, the BA in Tourism Management or the BA in Human Movement Studies at pass level.

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 Bachelor of Arts program 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 worth six credit points, and a major thesis of 30 credit points, totalling 48 credit points. Coursework subjects include Advanced Research Methods for Leisure and Tourism and two elective 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**

<b>Semester 1</b>	
27941	Advanced Research Methods for Leisure and Tourism Studies
27690	Honours Thesis
27154	Readings for Thesis
<i>or</i>	
2xxxx	Elective 1
<b>Semester 2</b>	
27690	Honours Thesis
2xxxx	Elective 2

**Typical part-time program**

<b>Semester 1</b>	
27941	Advanced Research Methods for Leisure and Tourism Studies
27154	Readings for Thesis
<i>or</i>	
2xxxx	Elective 1
<b>Semester 2</b>	
27690	Honours Thesis
2xxxx	Elective 2
<b>Semester 3</b>	
27690	Honours Thesis
<b>Semester 4</b>	
27690	Honours Thesis

**ELECTIVES**

1. 27154 Readings for Thesis may be substituted for an elective with approval of the Course Coordinator.
2. Both elective subjects may be completed in the first semester.
3. Electives must be chosen from subjects available in the Graduate Diploma programs of the School of Leisure and Tourism Studies.
4. Students may choose other graduate level or senior undergraduate level subjects as electives with approval of the Course Coordinator. These subjects may be taken from other Schools of the Faculty or elsewhere in the University.

## Bachelor of Arts in Leisure Studies and in International Studies

The Bachelor of Arts in Leisure Studies and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The five-year full-time degree integrates Leisure Studies with a major in the language and culture of another country. Students spend the fourth year of study at a university overseas.

### ADMISSION REQUIREMENTS

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Leisure Studies. There are no prior language requirements.

### ARRANGEMENTS FOR IN-COUNTRY STUDY

All students are required to complete four consecutive semesters of study of language and culture before proceeding to In-country Study.

The costs of tuition and travel are borne by UTS. In many cases there will be no additional costs for students. However, students studying in countries or regions where the cost of living is high—notably Japan, Taiwan and Hong Kong—should be prepared to pay additional costs.

### COURSE STRUCTURE

All students must complete 240 credit points of study comprising 144 credit points relating to the Bachelor of Arts in Leisure Studies and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Leisure Studies component of the combined degree, please refer to the Bachelor of Arts in Leisure Studies program in this handbook.

In the International Studies component students choose one of the following specialisations—China, Indonesia, Japan, Latin America, Southern China, Taiwan, Thailand and Western Europe. Each specialisation includes 32 credit points (four x 8cp subjects) of instruction in

Language and Culture; 16 credit points (two x 8cp subjects) of study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the culture of specialisation. For full details of the Bachelor of Arts in International Studies component, please refer to the *Institute for International Studies Handbook*.

### COURSE PROGRAM

#### Semester 1

27126	Leisure in Australia
27189	Professional Practice 1
27187	Leisure Concepts
22028	Accounting Practices
023500	Introduction to Developmental and Educational Psychology

#### Semester 2

21130	Management and Organisations
25111	Economics of Leisure and Tourism
27186	Leisure and Human Movement in Social Context
27106	Social Psychology of Leisure
27326	Leisure and Specific Populations
27189	Professional Practice 1 (cont.)

#### Semester 3

27179	Festivals and Special Events
27156	Research Methods 1
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation

#### Semester 4

27323	Leisure and Public Policy
21555	Human Resource Management
27157	Research Methods 2
972xxx	Language and Culture 2 <sup>1</sup>

#### Semester 5

27216	Leisure Services Management
24105	Marketing Principles
973xxx	Language and Culture 3 <sup>1</sup>
2xxxx	Bachelor of Arts in Leisure Studies elective

#### Semester 6

974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society 2 <sup>2</sup>
2xxxx	Bachelor of Arts in Leisure Studies elective
2xxxx	Bachelor of Arts in Leisure Studies elective

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27523 Leisure and Tourism Planning  
 27526 Leisure Theory  
 27190 Professional Practice 2—Project  
 27606 Contemporary Issues in Leisure  
 2xxxx Bachelor of Arts in Leisure  
 Studies elective

Semester 10

27628 Law for Leisure, Sport and  
 Tourism  
 27606 Contemporary Issues in Leisure  
 (cont.)  
 27190 Professional Practice 2—Project  
 (cont.)  
 2xxxx Bachelor of Arts in Leisure  
 Studies elective  
 2xxxx Bachelor of Arts in Leisure  
 Studies elective

<sup>1</sup> Study of Language and Culture depends on the individual student's level of language proficiency before entry to the program. There is a range of entry levels to the various Language and Culture programs.

<sup>2</sup> Students undertake one of the following pairs of subjects:

*China*

Modernisation and Globalisation

Contemporary China

*Indonesia*

Modernisation and Globalisation

Contemporary South-East Asia

*Japan*

Modernisation and Globalisation

Contemporary Japan

*Latin America*

Modernisation and Globalisation

Contemporary Latin America

*Southern China*

Modernisation and Globalisation

Chinese East Asia

*Taiwan*

Modernisation and Globalisation

Chinese East Asia

*Thailand*

Modernisation and Globalisation

Contemporary South-East Asia

*Western Europe*

Modernisation and Globalisation

Contemporary Europe

## Bachelor of Arts in Tourism Management and in International Studies

The Bachelor of Arts in Tourism Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The five-year full-time degree integrates the study of Tourism Management with a major in the language and culture of another country. Students spend the fourth year of study at a university overseas.

### ADMISSION REQUIREMENTS

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Tourism Management. There are no prior language requirements.

### ARRANGEMENTS FOR IN-COUNTRY STUDY

All students are required to complete four consecutive semesters of study of language and culture before proceeding to In-country Study.

The costs of tuition and travel are borne by UTS. In many cases there will be no additional costs for students. However, students studying in countries or regions where the cost of living is high—notably Japan, Taiwan and Hong Kong—should be prepared to pay additional costs.

### COURSE STRUCTURE

All students must complete 240 credit points of study comprising 144 credit points relating to the Bachelor of Arts in Tourism Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Tourism Management component of the combined degree, please refer to the Bachelor of Arts in Tourism Management program in this handbook.

In the International Studies component students choose one of the following specialisations—China, Indonesia, Japan, Latin America, Southern China, Taiwan, Thailand and Western Europe. Each specialisation includes 32 credit points

(four x 8cp subjects) of instruction in Language and Culture; 16 credit points (two x 8cp subjects) of study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the culture of specialisation. For full details of the Bachelor of Arts in International Studies component, please refer to the *Institute for International Studies Handbook*.

### COURSE PROGRAM

#### Semester 1

27184	Introduction to Tourism Systems
27648	The Tourism Industry
27187	Leisure Concepts
22105	Accounting A
25111	Economics of Leisure and Tourism

#### Semester 2

27644	Hospitality Operations 1 <i>and</i>
27654	Hospitality Operations 2 <i>or</i>
27643	Travel and Tourism Operations 1 <i>and</i>
27653	Travel and Tourism Operations 2
27185	Introduction to Tourist Behaviour
22205	Accounting B
21130	Management and Organisations

#### Semester 3

27327	Tourism's Environmental Interactions
27156	Research Methods 1
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation
27163	Tourism Industry Practicum

#### Semester 4

24105	Marketing Principles
27323	Leisure and Public Policy
27157	Research Methods 2
972xxx	Language and Culture 2 <sup>1</sup>
27163	Tourism Industry Practicum (cont.)

#### Semester 5

27164	Tourism Services Management
21555	Human Resource Management
973xxx	Language and Culture 3 <sup>1</sup>
27523	Leisure and Tourism Planning

Semester 6

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27628	Law for Leisure, Sport and Tourism
974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society 2 <sup>2</sup>
27642	Tourism Services Marketing

Semester 7

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977xxx	In-country Study 1
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Semester 8

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978xxx	In-country Study 2
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Semester 9

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27165	Tourism Studies Project 1
2xxxx	Bachelor of Arts in Tourism Management elective
2xxxx	Bachelor of Arts in Tourism Management elective
2xxxx	Bachelor of Arts in Tourism Management elective

Semester 10

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27167	Tourist Destination Marketing and Management
27166	Tourism Studies Project 2
2xxxx	Bachelor of Arts in Tourism Management elective

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<sup>1</sup> Study of Language and Culture depends on the individual student's level of language proficiency before entry to the program. There is a range of entry levels to the various Language and Culture programs.

<sup>2</sup> Students undertake one of the following pairs of subjects:

<i>China</i>	Modernisation and Globalisation
	Contemporary China
<i>Indonesia</i>	Modernisation and Globalisation
	Contemporary South-East Asia
<i>Japan</i>	Modernisation and Globalisation
	Contemporary Japan
<i>Latin America</i>	Modernisation and Globalisation
	Contemporary Latin America
<i>Southern China</i>	Modernisation and Globalisation
	Chinese East Asia
<i>Taiwan</i>	Modernisation and Globalisation
	Chinese East Asia
<i>Thailand</i>	Modernisation and Globalisation
	Contemporary South-East Asia
<i>Western Europe</i>	Modernisation and Globalisation
	Contemporary Europe

## Bachelor of Arts in Human Movement Studies and in International Studies

The Bachelor of Arts in Human Movement Studies and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The five-year full-time degree integrates Human Movement Studies with a major in the language and culture of another country. Students spend the fourth year of study at a university overseas.

### ADMISSION REQUIREMENTS

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Human Movement Studies. There are no prior language requirements.

### ARRANGEMENTS FOR IN-COUNTRY STUDY

All students are required to complete four consecutive semesters of study of language and culture before proceeding to In-country Study.

The costs of tuition and travel are borne by UTS. In many cases there will be no additional costs for students. However, students studying in countries or regions where the cost of living is high—notably Japan, Taiwan and Hong Kong—should be prepared to pay additional costs.

### COURSE STRUCTURE

All students must complete 240 credit points of study comprising 144 credit points relating to the Bachelor of Arts in Human Movement Studies and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Human Movement Studies component of the combined degree, please refer to the Bachelor of Arts in Human Movement Studies program in this handbook.

In the International Studies component students choose one of the following specialisations—China, Indonesia, Japan, Latin America, Southern China, Taiwan, Thailand and Western Europe. Each specialisation includes 32 credit points

(four x 8cp subjects) of instruction in Language and Culture; 16 credit points (two x 8cp subjects) of study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the culture of specialisation. For full details of the Bachelor of Arts in International Studies component, please refer to the *Institute for International Studies Handbook*.

### COURSE PROGRAM

#### Semester 1

27183	Introduction to Human Movement Studies
65014	Chemistry (Human Movement)
27149	Performance Studies 1
27180	Functional Kinesiology
27189	Professional Practice 1

#### Semester 2

27153	Physiological Bases of Human Movement
27223	Mechanics of Human Motion
27106	Social Psychology of Leisure
27249	Performance Studies 2
27181	Human Motor Development
27189	Professional Practice 1 (cont.)

#### Semester 3

27152	Measurement and Development of Physical Capacity
27249	Performance Studies 2 (cont.)
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation <sup>2</sup>
27155	Research Design and Statistics for Human Movement

#### Semester 4

27307	Administration of Australian Sport
27349	Performance Studies 3
27160	Sport and Exercise Behaviour
972xxx	Language and Culture 2 <sup>1</sup>

#### Semester 5

27171	Applied Kinesiology
27175	Energetics of Human Movement
27186	Leisure and Human Movement in Social Context
27349	Performance Studies 3 (cont.)
973xxx	Language and Culture 3 <sup>1</sup>



Semester 6

27173	Efficiency of Human Movement 1
27159	Social Issues in Sport and Exercise
974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society 2 <sup>2</sup>

Semester 7

977xxx	In-country Study 1
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Semester 8

978xxx	In-country Study 2
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Semester 9

**Kinesiology major**

27449	Performance Studies 4
27331	Motor Learning and Control
27190	Professional Practice 2—Project
27349	Performance Studies 3 (cont.)
2xxxx	Bachelor of Arts in Human Movement Studies elective
2xxxx	Bachelor of Arts in Human Movement Studies elective

**Sports Management major**

21130	Management and Organisations
22028	Accounting Practices
27190	Professional Practice 2—Project
27349	Performance Studies 3 (cont.)
2xxxx	Bachelor of Arts in Human Movement Studies elective
2xxxx	Bachelor of Arts in Human Movement Studies elective

Semester 10

**Kinesiology major**

27174	Efficiency of Human Movement 2
27222	Exercise Prescription
27190	Professional Practice 2—Project (cont.)
27449	Performance Studies 4 (cont.)
2xxxx	Bachelor of Arts in Human Movement Studies elective
2xxxx	Bachelor of Arts in Human Movement Studies elective

**Sports Management major**

24105	Marketing Principles
27628	Law for Leisure, Sport and Tourism
27190	Professional Practice 2—Project (cont.)
2xxxx	Bachelor of Arts in Human Movement Studies elective
2xxxx	Bachelor of Arts in Human Movement Studies elective

<sup>1</sup> Study of Language and Culture depends on the individual student's level of language proficiency before entry to the program. There is a range of entry levels to the various Language and Culture programs.

<sup>2</sup> Students undertake one of the following pairs of subjects:

*China*

Modernisation and Globalisation  
Contemporary China

*Indonesia*

Modernisation and Globalisation  
Contemporary South-East Asia

*Japan*

Modernisation and Globalisation  
Contemporary Japan

*Latin America*

Modernisation and Globalisation  
Contemporary Latin America

*Southern China*

Modernisation and Globalisation  
Chinese East Asia

*Taiwan*

Modernisation and Globalisation  
Chinese East Asia

*Thailand*

Modernisation and Globalisation  
Contemporary South-East Asia

*Western Europe*

Modernisation and Globalisation  
Contemporary Europe

## Bachelor of Manufacturing Management<sup>1</sup>

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.

The course has provision for students' stipends during industry-based training periods; company cadetships; and day-release industry traineeships.

Preference will be given to applicants with sound results in both 2-unit Mathematics and 2-unit English. For mature-age applicants recognition of prior learning and vocational experience will be considered. All shortlisted 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.

<sup>1</sup> The Bachelor of Manufacturing Management is currently under review and subject to change.

### COURSE PROGRAM

The degree involves 30 subjects with a total load of 160 credit points and elective specialisation available through the industry-based training periods.

#### Semester 1

21125	International Business Environment <sup>2</sup>
21169	Reason, Judgement and Ethics
21130	Management and Organisation <sup>1</sup>
24105	Marketing Principles
26122	Quantitative Methods for Business <sup>1</sup>
31618	Manufacturing Management Information Systems

#### Semester 2

22116	Accounting and Financial Management
25112	Business Economics
25314	Business Finance <sup>1</sup>

79202	Business Law <sup>1</sup>
21170	Workshop Technologies: Skills Practice (SIT)

#### Summer Course

21171	Supervised Industry Practicum 1
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#### Semester 3

31612	Information Technology and Decision Systems
46702	Introduction to CAD/CAM
47712	Environment and Waste Management
46601	Engineering and Chemical Processes
2xxxx	Sub-major/Elective

#### Semester 4

46301	Product and Process Development
2xxxx	Sub-major/Elective

#### Summer Course

21179	Supervised Industry Practicum 2
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#### Semesters 4 and 5

21176	Quality Management Systems
21177	Performance Management Systems
21178	Logistics and Distribution Resources Planning
21175	Manufacturing Facilities Design

#### Semester 5

21175	Manufacturing Strategy
2xxxx	Sub-major/Elective

#### Semester 6

21173	Business Development
21609	Business Strategy
21181	Policy Issues in Manufacturing Management
2xxxx	Sub-major/Elective

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

<sup>2</sup> These subjects are year-long subjects offered over two semesters.

## Diploma in Community Organisations

The School of Management offers a 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).<sup>1</sup>

Applicants must be actively involved in a community organisation. Previous tertiary qualifications or completion of the Higher School Certificate are not necessary.

Applicants with relevant past training may apply for appropriate exemptions.

Further details are available from Julie Nyland, Lecturer in Community Management, telephone 330 5311.

<sup>1</sup> The 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 Jumbunna Centre for Australian Indigenous Studies, Education and Research, telephone 330 1905.

## 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.

# POSTGRADUATE PROGRAMS

## Research degrees

### 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 or she has the ability and experience to pursue his or her proposed course of study.

Further details of eligibility for admission are set out in the UTS Rules for Doctoral Degree Students published in the 1996 *Postgraduate Student Handbook*.

#### 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 10 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 University Graduate School Board 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 50,000–70,000 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 University Graduate School.

### **COURSE FEES**

The University and the Faculty usually allocate Higher Education Contribution Scheme Scholarships to some 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 Accounting**

22785 Research Techniques in Accounting

22786 Research Seminars in Accounting

**School of Finance and Economics**25785 Research Techniques in Finance  
and Economics25786 Research Seminars in Finance and  
Economics**School of Management**21785 Research Techniques in  
Management

21786 Research Seminars in Management

**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 is a continuing subject, taken every semester, which allows students to present papers related to their own research and to become aware of the work of other students. Attendance at these seminars is compulsory, as is the presenting of a paper each semester or as directed by the School Course Coordinator. The seminars will be held in evenings at times arranged by each school.

In addition to enrolling in the above two subjects, candidates may be required to enrol in subjects specified by their supervisors. Successful completion of these subjects will contribute toward satisfactory progress in the program.

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 or 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 or 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 the Academic Board, be eligible for the award in less than the normal minimum time.

**COURSE FEES**

Course fees for Master of Business (by thesis) programs are currently under review. Contact the Graduate School of Business for details (330 3660).

## Master of Arts (by thesis)

The Master of Arts (by thesis) program has been designed for persons with a commitment to the leisure, tourism, arts or sports industries who wish to pursue advanced studies to enhance their knowledge and understanding of these areas, to address policy or management issues, or to pursue more academic or theoretical research as a basis for a research/academic career. The course is suitable for students who have already completed a wide range of coursework and who wish to develop in a more focused way by means of research.

The Master of Arts is available in four areas, as follows:

- Master of Arts in Arts Management
- Master of Arts in Leisure Studies
- Master of Arts in Sports Studies
- Master of Arts in Tourism Studies

### COURSE OBJECTIVES

The courses lead to:

- the development of critical and analytical skills as applied to management and theory in one of the four fields of study;
- the development of advanced research skills to enable in-depth exploration of a chosen specialisation.

### ADMISSION REQUIREMENTS

The general admission requirements are an Honours degree (or equivalent) in a cognate field (or closely allied field); or a Graduate Diploma with a credit grade average; and two years' relevant work experience.

Candidates with the requisite level of academic qualifications but with insufficient background in social research methods or theoretical knowledge in the core fields of study may be required to take up to four additional bridging subjects.

### COURSE FEES

Students should check with the Graduate School of Business.

### COURSE PROGRAM

The thesis presents the results of original research of a theoretical or applied nature. It will not be expected to advance knowledge as in the case of a PhD thesis, but it should give evidence of the student's ability to engage in a sustained investigation, to identify and analyse research problems and to present the results in a coherent and scholarly manner. Thesis preparation involves detailed group and individual supervision to ensure achievement of required standards. The length of the thesis may vary from 20,000 to 30,000 words. The conduct of the thesis comprises the major part of the course load. The full-time program can be completed in two semesters. The part-time program is as follows:

#### Bridging subjects

Preparatory semester (if required) of up to four bridging subjects.

#### Semester 1

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One of the following seminars:

- 27760 Leisure Studies Seminar
- 27761 Tourism Studies Seminar
- 27762 Sports Studies Seminar
- 27763 Arts and Cultural Policy Seminar

*and*

- 27941 Advanced Research Methods for Leisure and Tourism

#### Semester 2

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- 27947 MA Thesis

#### Semester 3

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- 27947 MA Thesis

## MBA program

### Master of Business Administration

The Master of Business Administration (MBA) aims to prepare people for a career in management. The specialty strands in the MBA allow students to obtain professional skills in one of a number of areas of business and government.

#### ADMISSION REQUIREMENTS

The general admission requirements are an undergraduate degree from a recognised university or college of advanced education; and at least four years' practical experience in industry, commerce or government.

#### SELECTION CRITERIA

In addition to the above admission requirements, applicants are required to address the following selection criteria on their application form:

1. scholastic performance as evidenced by previous studies;
2. work experience and achievements;
3. motivation and career goals.

#### EXEMPTIONS

Exemptions are granted on the basis of the successful completion of equivalent subjects from either recent undergraduate, or recent postgraduate, studies. A maximum of four exemptions can be granted on the basis of adequate undergraduate studies. On the basis of previous undergraduate and postgraduate study, a maximum of 10 exemptions may be granted.

Exemptions are usually granted in the initial foundation knowledge (core) subjects, especially to students whose undergraduate course included several subjects in each of these fields.

#### PC SKILLS

It is assumed that all MBA students can operate a personal computer and can use spreadsheet software such as Lotus 1–2–3 or Excel. Students admitted to the degree

who do not possess these skills should complete at least a one-day course in PC use and spreadsheets before enrolling.

#### TRANSFER TO THE MBA

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

#### TRANSFER FROM THE GRADUATE DIPLOMA IN BUSINESS ADMINISTRATION

As the GradDipBA is an integral part of the MBA, it is possible to transfer after completing the first year of the GradDipBA, 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 FEES

The current fee is \$1,000 per subject.

#### COURSE PROGRAM

The MBA program consists of a total of 16 subjects comprising eight core subjects, four MBA options and four electives.

#### Core subjects

28701	Business and the Changing Environment
21813	Managing People
25706	Economics for Management
22747	Accounting for Managerial Decisions
24734	Managerial Marketing
25742	Financial Management
21720	Employment Relations
21715	Strategic Management



**MBA options**

Four subjects to be chosen from the following:

- 21718 Organisation Analysis and Design  
21730 Managerial Skills Workshop

*or*

- 21779 Management Skills  
28702 Business Analysis  
21741 Operations Management  
25707 Government Business Relations  
79708 Contemporary Business Law  
21784 Global Business Competitive Intelligence

**Electives**

Four subjects to be chosen from the suggested list below or from the MBA options. Any other subject choices, including those from other faculties or universities, will need prior approval from the Director of the MBA program.

- 28790 Business Consultative Project  
79771 Dispute Resolution

Suggested strands are as follows:

**International Business**

- 21717 International Management  
25731 International Financial Management  
21812 Global Operations Management  
24738 International Marketing Management  
21784 Global Business Competitive Intelligence  
79742 International Business Law  
21811 Global Strategic Management

**Tourism Management**

- 27705 Tourism Systems  
27708 The Travel and Tourism Industry  
27711 Leisure and Tourism Planning

**Banking**

- 25741 Capital Markets  
25751 Financial Institution Management  
25752 Financial Institution Lending

**Finance**

- 25741 Capital Markets  
25721 Investment Management  
25731 International Financial Management

**Corporate Accounting**

- 22751 Corporate Accounting Issues  
79733 Companies and Securities Law  
22730 EDP Control and Audit  
22743 Financial Statement Analysis and Financial Modelling

**Operations Management**

- 21743 Productivity and Quality Management  
21744 Production Planning and Control  
21745 The Management of Service Operations  
21812 Global Operations Management  
43833 Project Management  
21787 Quality Strategy  
21747 Operations Management Policy

**Marketing**

- 24737 Marketing Information Management  
24730 Advanced Marketing Management  
24736 Marketing Communication  
24738 International Marketing Management  
24742 New Product Management

**Employment Relations**

- 21702 Industrial Relations  
21724 Human Resource Management  
79731 Industrial Law

**Management**

- 21722 Leadership and Management Action  
21725 Organisational Change and Adaptation  
21717 International Management  
26702 Management Development Outdoors

**Public and Community Sector Management**

- 
- 21728 Public Sector Management  
 21711 Environment of Public  
 Management  
 21766 Managing Community  
 Organisations  
 21767 Environment of Community  
 Organisations

**Sports Management**

- 
- 27715 Management of Australian Sport  
 27717 Event and Facility Management  
 27718 Sport and the Law

**Arts Management**

- 
- 27753 The Arts Environment of Australia  
 27755 Arts Organisations and  
 Management  
 27756 Law and the Arts

**Leisure Management**

- 
- 27701 Leisure and Tourism Organisation  
 and Policy  
 27702 Applied Leisure Theory  
 27711 Leisure and Tourism Planning

**Graduate Diploma in  
Business 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.

**ADMISSION REQUIREMENTS**

The general admission requirements are an undergraduate degree from a recognised university or college of advanced education; and at least four years' practical experience in industry, commerce or government.

**TRANSFER TO THE MBA**

It is possible to transfer to the MBA after completing the first year of the GradDipBA, 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 FEES**

The current fee is \$1,000 per subject.

**COURSE PROGRAM****Semester 1**

- 
- 28701 Business and the Changing  
 Environment  
 21813 Managing People

**Semester 2**

- 
- 25706 Economics for Management  
 24734 Managerial Marketing

**Semester 3**

- 
- 22747 Accounting for Managerial  
 Decisions  
 21720 Employment Relations

**Semester 4**


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 25742 Financial Management  
Option<sup>1</sup>


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<sup>1</sup> Students choose one of the following options:

**Options**

- 21718 Organisation Analysis and Design
- 21730 Managerial Skills Workshop
- 21779 Management Skills
- 28702 Business Analysis
- 21741 Operations Management
- 25707 Government Business Relations
- 79708 Contemporary Business Law
- 21784 Global Business Competitive Intelligence
- 21715 Strategic Management

Note: Students may only take 21715 Strategic Management if they are **not** articulating into the MBA.

## Graduate Certificate in Business Administration

The Graduate Certificate in Business Administration serves as a mechanism for provisional entry of suitably qualified non-graduates to the MBA.

### ADMISSION REQUIREMENTS

The admission requirements to the Graduate Certificate are similar to the MBA but with provision for non-graduate admission on the basis of evidence of general and professional qualifications demonstrating that the applicant possesses the educational preparation and capacity to pursue graduate studies.

### TRANSFER TO THE MBA/ GRADUATE DIPLOMA IN BUSINESS ADMINISTRATION

Non-graduates who achieve a credit average in the Graduate Certificate are permitted to articulate into the GradDipBA and MBA, and will be given exemptions for the subjects completed in the Graduate Certificate.

### COURSE FEES

The current fee is \$1,000 per subject.

### COURSE PROGRAM

#### Semester 1

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- 21813 Managing People
- 25706 Economics for Management

#### Semester 2

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- 22747 Accounting for Managerial Decisions

*plus one of the following*

- 24734 Managerial Marketing
- 25742 Financial Management
- 21720 Employment Relations

## Accounting

### Master of Business in Accounting

This specialisation is designed to satisfy the Professional Practice Modules of The Institute of Chartered Accountants in Australia 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 other higher education institution and a minimum of two years' relevant work experience; or completion of a relevant Graduate Certificate (at credit level) or Graduate Diploma from UTS or other recognised university or higher education institution.

#### COURSE FEES

The current fee is \$1,200 per subject.

#### COURSE PROGRAM

##### Semester 1

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25761	Elements of Financial Management
22748	Financial Reporting and Analysis

##### Semester 2

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79733	Companies and Securities Law
22746	Managerial Accounting

##### Semester 3

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22705	Management Planning and Control
22751	Corporate Accounting Issues

##### Semester 4

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22760	Applied Research Skills in Accounting
22739	Business Project—Accounting

##### Semesters 5 and 6

Students take **four** elective subjects of which **three** must be chosen from the following:

22810	Accounting Module 1
22812	Accounting Module 2
79811	Taxation Module
22730	EDP Control and Audit
22795	Strategic Management Accounting
22744	Strategic Cost Management
22743	Financial Statement Analysis and Financial Modelling
22708	Management Information Systems

## 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 other higher education institution, and at least two years' relevant work experience; or the completion of a relevant Graduate Certificate (at credit level) or Graduate Diploma at UTS or other recognised university or higher education institution.

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

- 25761 Elements of Financial Management  
22748 Financial Reporting and Analysis

#### Semester 2

- 25705 Financial Modelling and Forecasting  
22746 Managerial Accounting

#### Semester 3

- 22705 Management Planning and Control  
25765 Corporate Finance

#### Semester 4

- 25741 Capital Markets  
22751 Corporate Accounting Issues

#### Semester 5

- Elective  
Elective

#### Semester 6

- Elective  
Elective

### Electives

Two electives must be selected from the prescribed list of Accounting subjects and two from the prescribed list of Finance subjects.

#### Accounting electives (6cp each)

- 22743 Financial Statement Analysis and Financial Modelling  
257\*\* Strategic Management Accounting  
22730 EDP Control and Audit  
22708 Management Information Systems  
22744 Strategic Cost Management  
22760 Applied Research Skills  
22749 Business Project—Accounting and Finance

#### Finance electives (6cp each)

- 25721 Investment Management  
25743 Corporate Financial Analysis  
25731 International Financial Management  
25762 Synthetic Financial Products  
25763 Corporate Treasury Management  
25764 Venture Capital Finance

The following half-subjects (3cp each) are also available:

- 25807 Mergers and Acquisitions  
25809 Technical Analysis  
25811 Swaps  
25812 Fundraising in International Markets  
25813 Financial Negotiation Skills  
25815 Asian Capital Markets

## 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 process 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 be expected to adapt quickly to these new developments in the profession.

### STRUCTURE AND SCOPE OF THE COURSE

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 other higher education institution and a minimum of normally at least two years' relevant work experience; or completion of the Graduate Certificate in Accounting and Finance.

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

- 25761 Elements of Financial Management
- 22748 Financial Reporting and Analysis

#### Semester 2

- 25705 Financial Modelling and Forecasting
- 22746 Managerial Accounting

#### Semester 3

- 22705 Management Planning and Control
- 25765 Corporate Finance

#### Semester 4

- 25741 Capital Markets
- 22751 Corporate Accounting Issues

## Graduate Certificate in Accounting

This course is a four-subject introduction to basic, core subjects in accounting. It provides an introduction to the field and assesses the student's ability to study at graduate level. Those who complete the Graduate Certificate at a satisfactory level will be eligible to apply for entry to the Master of Business in Accounting program.

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution and a minimum of normally at least two years' relevant work experience; or extensive relevant work experience and evidence of a general capacity to undertake tertiary education.

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

25761	Elements of Financial Management
227**	Financial Reporting and Analysis

#### Semester 2

79733	Companies and Securities Law
22746	Managerial Accounting

## Graduate Certificate in Accounting and Finance

This course will provide students with knowledge and experience that will contribute to the enhancement of their professional skills outside the area of financial accounting, but within the broader area of financial controllership. Graduates from the program should be able to accept a greater responsibility for supervising other accounting staff working in related areas. They should also have a greater understanding of developing areas such as management information systems, financial statement analysis and current corporate reporting issues.

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution and a minimum of normally at least two years' relevant work experience; or extensive relevant work experience and evidence of a capacity to undertake tertiary education.

### COURSE OBJECTIVES

As individuals within the target audience will already have been practising in the field, the aim is to provide a professional level education course in management development that will:

- provide opportunities for mature persons to gain tertiary qualifications relevant to their career paths;
- raise participants' awareness of the current developments in the fields of accounting, financial control and value-added concepts of financial analysis;
- enable participants to engage in debate with senior operational and administrative executives on the managerial issues that are fundamental to the continuing process of enhanced resource utilisation within their organisations;
- equip participants to contribute to policy and planning formulation in

the area of financial control systems in their organisation's strategic focus;

- help establish financial control as a significant discipline in business, industry and government.

### **COURSE FEES**

The current fee is \$1,200 per subject.

### **COURSE PROGRAM**

#### Semester 1

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25761	Elements of Financial Management
22748	Financial Reporting and Analysis

#### Semester 2

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25705	Financial Modelling and Forecasting
22746	Managerial Accounting

## **Graduate Certificate in Strategic Management Accounting**

This course will provide students with knowledge and experience that will contribute to the enhancement of their professional skills outside the area of management accounting but within the broader area of strategic management accounting. Graduates from the program should be able to accept a greater responsibility for supervising other accounting staff working in related areas. They should also have a greater understanding of developing areas such as management information systems, modern analytical techniques in management accounting and management accounting control systems.

### **ADMISSION REQUIREMENTS**

The general admission requirements are a degree from a recognised university or other higher education institution and a minimum of normally at least two years' relevant work experience; or extensive relevant work experience and evidence of a general capacity to undertake tertiary education.

### **COURSE OBJECTIVES**

As individuals within the target audience will already have been practising in the field, the aim is to provide a professional level education course in management development that will:

- provide opportunities for mature persons to gain tertiary qualifications relevant to their career paths;
- raise participants' awareness of the current developments in the fields of accounting, financial control and value-added concepts of financial analysis;
- enable participants to engage in debate with senior operational and administrative executives on the managerial issues that are fundamental to the continuing process of enhanced resource utilisation within their organisations;



- equip participants to contribute to policy and planning formulation in the area of financial control systems in their organisation's strategic focus;
- help establish financial control as a significant discipline in business, industry and government.

### **COURSE FEES**

The current fee is \$1,200 per subject.

### **STRUCTURE AND SCOPE OF THE COURSE**

The course consists of four core subjects. There are no electives.

### **COURSE PROGRAM**

#### Semester 1

---

22795 Strategic Management Accounting  
25708 Strategic Financial Management

#### Semester 2

---

22796 Strategic Information Management  
22705 Management Planning and Control

## **Banking and Finance**

### **Master of Business in Finance**

#### **ADMISSION REQUIREMENTS**

The general admission requirements are a degree from a recognised university or other higher education institution and a minimum of two years' relevant work experience; or completion of a relevant Graduate Certificate (at credit level) or Graduate Diploma at UTS or other recognised university or higher education institution.

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 FEES**

The current fee is \$1,200 per subject.

#### **COURSE PROGRAM**

##### Semester 1

---

25706 Economics for Management  
25761 Elements of Financial Management

##### Semester 2

---

25705 Financial Modelling and Forecasting  
22747 Accounting for Managerial Decisions

##### Semester 3

---

25741 Capital Markets  
25765 Corporate Finance

##### Semester 4

---

25721 Investment Management  
Elective

##### Semester 5

---

Elective  
Elective

##### Semester 6

---

Elective  
Elective

**Electives**

(6cp each)

- 25731 International Financial Management
- 25743 Corporate Financial Analysis
- 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
- 25710 Financial Time Series
- 25712 Stochastic Methods in Finance
- 25709 Derivative Security Pricing

The following half-subjects (3cp each) are also available:

- 25807 Mergers and Acquisitions
- 25809 Technical Analysis
- 25811 Swaps
- 25812 Fundraising in International Markets
- 25813 Financial Negotiation Skills
- 25814 Banking and Business Ethics
- 25815 Asian Capital Markets
- 25821 Yield Curve Analysis
- 25817 Fixed Income Securities Theory and Practice
- 25818 Real Estate Finance and Investment
- 25819 Share Market Analysis
- 25820 Stochastic Numerical Methods in Finance
- 25816 Computational Finance

Students can choose elective subjects in the following specified sequences to make a specialist stream:

**Banking specialisation**

- 25751 Financial Institution Management
  - 25752 Financial Institution Lending
  - 25711 Securities Market Regulations
- plus*  
electives totalling 12cp

**Corporate Finance specialisation**

- 25731 International Financial Management
  - 25743 Corporate Financial Analysis
  - 25763 Corporate Treasury Management
- plus*  
electives totalling 12cp

**Funds Management specialisation**

- 25762 Synthetic Financial Products
  - 25821 Yield Curve Analysis
  - 25817 Fixed Income Securities Theory and Practice
  - 25818 Real Estate Finance and Investment
  - 25819 Share Market Analysis
- plus*  
electives totalling 12cp

**Quantitative Finance specialisation**

- 25712 Stochastic Methods in Finance
  - 25709 Derivative Security Pricing
  - 25710 Financial Time Series
- plus*  
electives totalling 12cp

## Graduate Diploma in Finance

This course has been designed for those who have completed the Graduate Certificate in Finance. The student then undertakes the remaining four subjects during his or her period of enrolment in the Graduate Diploma.

### ADMISSION REQUIREMENTS

A degree from a recognised university or other higher education institution and a minimum of normally two years' relevant work experience; or satisfactory completion of the Graduate Certificate in Finance.

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

25706 Economics for Management  
25761 Elements of Financial Management

#### Semester 2

22747 Accounting for Managerial  
Decisions  
25705 Financial Modelling and  
Forecasting

#### Semester 3

25765 Corporate Finance  
25741 Capital Markets

#### Semester 4

25751 Financial Institutions Management  
*and*  
25721 Investment Management  
*or*  
25607 Securities Market Regulations

(see Master of Business in Finance section for list of electives.)

## 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 this 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 other higher education institution, and a minimum of normally at least two years' relevant work experience in the finance industry; or completion of the Graduate Certificate in Finance, and relevant work experience in the finance industry.

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

### COURSE FEES

The current fee 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

*or*

79775 Finance Law<sup>1</sup>

---

<sup>1</sup> Students seeking recognition for AIB membership must do Finance Law.

## Graduate Certificate in Finance

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 this 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.

This 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 other higher education institution, and a minimum of normally at least two years' relevant work experience; or evidence of a general capacity to undertake tertiary education.

### ADMISSION TO THE MASTER OF BUSINESS IN FINANCE

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

### ADMISSION TO THE GRADUATE DIPLOMA IN FINANCE

Students who have successfully completed the Graduate Certificate in Finance may apply for admission to the Graduate Diploma in Finance.

If this option is taken the student will undertake the remaining four subjects of the Graduate Diploma in Finance in his or her second year of study.

**COURSE FEES**

The current fee is \$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**


---

22747	Accounting for Managerial Decisions
25705	Financial Modelling and Forecasting

## Business Operations Management

New technologies—particularly in the area of information—new management approaches such as quality management, and the pressures of global competition, have placed a premium on those who have a broad understanding of how to plan and manage complex business processes. The Business Operations Management courses are aimed at those who wish to gain significant insight and skills in these areas. The courses are specifically designed to cater for the needs of those employed in service industries (e.g. banking and insurance) as well as in areas traditionally associated with business operations management (e.g. manufacturing).

Business Operations Management courses are offered at three levels. The Graduate Certificate provides a solid introduction to business operations management for those wishing to gain some experience in this area. The Graduate Diploma builds on this and provides the opportunity for some specialisation. The Master's program provides the opportunity for students to complete a significant project in an area of interest to them.

The courses build upon each other and enable students who satisfactorily complete the Graduate Certificate or Graduate Diploma to apply for entry to a higher level course within the Business Operations Management program. For example, gaining a credit average in the Graduate Certificate would qualify students to apply for direct entry to the Master's program and credit would be given for the four subjects completed in the certificate.

## Master of Business in Business Operations Management

### ADMISSION REQUIREMENTS

The general admission requirements are a cognate degree from a recognised university or other higher education institution, and a minimum of two years' relevant work experience; or completion of a relevant Graduate Certificate (at credit level) or Graduate Diploma from UTS or other recognised university or higher education institution.

### COURSE FEES

The current fee is \$850 per subject.

### COURSE PROGRAM

#### Semester 1

---

- 21741 Operations Management
- 21742 Quantitative Management

#### Semester 2

---

- 22747 Accounting for Managerial  
Decisions
- 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

- 21717 International Management
- 21720 Employment Relations
- 21718 Organisation Analysis and Design
- 21717 International Management
- 21779 Management Skills
- 21787 Quality Strategy
- 24734 Managerial Marketing

#### *plus*

any **one** other elective approved by the Course Coordinator

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

## Graduate Diploma in Business Operations Management

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution, and a minimum of normally at least two years' relevant work experience; or completion of the Graduate Certificate in Business Operations Management.

### COURSE FEES

The current fee is \$850 per subject.

### COURSE PROGRAM

#### Semester 1

---

21741 Operations Management  
21742 Quantitative Management

#### Semester 2

---

22747 Accounting for Managerial Decisions  
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

21717 International Management  
21718 Organisation Analysis and Design  
21720 Employment Relations  
21787 Quality Strategy  
21779 Management Skills  
24734 Managerial Marketing

*plus*

any **one** other elective approved by the Course Coordinator

## Graduate Certificate in Business Operations Management

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution, and normally at least a minimum of two years' relevant work experience; or extensive relevant work experience, and evidence of a general capacity to undertake tertiary education.

### COURSE FEES

The current fee is \$850 per subject.

### COURSE PROGRAM

#### Semester 1

---

21741 Operations Management  
21742 Quantitative Management

#### Semester 2

---

21743 Productivity and Quality Management  
22747 Accounting for Managerial Decisions

*or*

21813 Managing People

## Coastal Resource Management

### Master of Science in Coastal Resource Management

### Graduate Diploma in Coastal Resource Management

### Graduate Certificate in Coastal Resource Management

These courses form a joint program from the Faculty of Science, the Faculty of Engineering and the Faculty of Business.

They aim to enable graduates to develop a career in coastal resource management in commerce, industry or consultancy, or with government agencies as one of the new generation of environmental managers with:

- an understanding of ecological processes;
- an ability to assess the possible impacts of planned actions on coastal and marine environments;
- a willingness and ability to monitor and reduce the impacts of those actions;
- the professional skills to work in integrated teams for environmental problem solving, planning and management;
- an ability to manage coastal resources in developing and developed environments.

Full details and program outlines are contained within the *Faculty of Science Handbook*.

Inquiries about these courses should be directed to Associate Professor Ken Browne, Faculty of Science on 330 4042/4393.

## Employment Relations

### Master of Business in Employment Relations

#### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution, and a minimum of two years' relevant work experience; or completion of a relevant Graduate Certificate (at credit level) or Graduate Diploma from UTS or other recognised university or higher education institution.

Students who are admitted under the first category may be eligible for up to four exemptions. Students who are admitted with the Graduate Certificate in Employment Relations will be exempted from the first four subjects. Students who are admitted with the Graduate Diploma in Employment Relations will be exempted from the first eight subjects.

#### COURSE FEES

The current fee is \$850 per subject.

#### COURSE PROGRAM

##### Semester 1

---

21720 Employment Relations  
79731 Industrial Law

##### Semester 2

---

21719 Organisational Behaviour  
Elective<sup>1</sup>

##### 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

- 
- 21775 Comparative International  
Employment Relations
- 21716 Employment Relations Research  
Project
- 

<sup>1</sup> 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.

## Graduate Diploma in Employment Relations

This 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 objectives are: (a) 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, (b) to improve the quality of their own skills, problem solving, 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 other higher education institution, and a minimum of normally at least two years' relevant work experience; or completion of the Graduate Certificate in Employment Relations.

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

### **COURSE FEES**

The current fee is \$850 per subject.

### **STRUCTURE AND SCOPE OF THE COURSE**

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

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

### **COURSE PROGRAM**

#### **Semester 1**

---

21720 Employment Relations  
79731 Industrial Law

#### **Semester 2**

---

21719 Organisational Behaviour  
Elective<sup>1</sup>

#### **Semester 3**

---

21724 Human Resource Management  
21725 Organisational Change and  
Adaptation

#### **Semester 4**

---

21702 Industrial Relations  
21760 Employment Conditions

---

<sup>1</sup> 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

## Graduate Certificate in Employment Relations

This course provides participants with a first opportunity to study at a professional level those factors which contribute to the complexity of decision making in Australian employment relations. It also aims to improve the quality of the participant's skills in problem solving, decision making and the giving of 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 other higher education institution, and a minimum of normally at least two years' relevant work experience; or extensive relevant work experience, and evidence of a general capacity to undertake tertiary education.

### COURSE FEES

The current fee is \$850 per subject.

### COURSE PROGRAM

This course is a one-year, part-time program.

#### Semester 1

---

21720 Employment Relations  
79731 Industrial Law

#### Semester 2

---

21719 Organisational Behaviour  
Elective

## Information Technology

### Master of Business in Information Technology Management

### Graduate Diploma in Information Technology Management

### Graduate Certificate in Information Technology Management

These courses form a joint program from the School of Computing Sciences and the Faculty of Business.

They 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);
- facilitate the acquisition of conceptual and analytical understanding, necessary for successful management, of corporate/organisational needs from the differing perspectives of individuals and groups within the organisation;
- 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, 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.

Full details and program outlines are contained within the *Faculty of Mathematical and Computing Sciences Handbook*.

Inquiries about these courses should be directed to Alison Stevens, Program Manager, on 330 1925 or Jean Robb, Director of Graduate Education, on 330 1836.

## Leisure and Tourism Studies

### Master of Arts in Arts Management

### Master of Arts in Leisure Studies

### Master of Arts in Sports Studies

### Master of Arts in Tourism Studies

The Master of Arts by coursework program has been designed for persons with a commitment to the leisure, tourism, arts or sports industries who wish to pursue advanced studies, either to enhance their knowledge and understanding of these areas or to address policy or management issues. The course is suitable for students who have not studied in the cognate area at undergraduate or graduate level and who wish to widen their knowledge basis.

#### COURSE OBJECTIVES

The courses lead to:

- an understanding of the meanings of leisure, tourism, sports and arts management and their roles in modern society;
- the development of critical and analytical skills as applied to management and theory in one of the four fields of study.

#### ADMISSION REQUIREMENTS

The general admission requirements are an Honours degree (or equivalent) in a cognate field (or closely allied field) or a Graduate Diploma with a credit grade average, and two years' relevant work experience.

Applicants with a high level of performance in a non-Honours undergraduate degree with suitable professional/managerial experience may be admitted

conditionally on achieving credit level grades in up to four bridging subjects. Bridging subjects will be chosen to ensure candidates have the basic theory and research knowledge appropriate to Master's level studies.

#### COURSE FEES

Students should check with the Graduate School of Business (330 3660).

#### COURSE PROGRAM

The program consists of four coursework subjects plus a project. The aim of the project is to enable students to pursue a topic of their choice and to demonstrate an ability to assemble and present evidence and arguments more fully than is expected in normal subject assignments. The MA Project requires completion of a report of the order of 8,000–10,000 words. The two elective subjects can be selected from the full range of graduate elective subjects on offer in the School of Leisure and Tourism Studies and elsewhere in UTS. The full-time program can be completed in two semesters. The part-time program is as follows:

#### BRIDGING SUBJECTS

Preparatory semester (if required) of up to four bridging subjects.

##### Semester 1

---

*One of the following seminars:*

- 27760 Leisure Studies Seminar
- 27761 Tourism Studies Seminar
- 27762 Sports Studies Seminar
- 27763 Arts and Cultural Policy Seminar

*and*

- 27941 Advanced Research Methods for Leisure and Tourism

##### Semester 2

---

- Elective 1
- Elective 2

##### Semester 3

---

- 27946 MA Project

## 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 of 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 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

The current fee is \$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 Finance for the Arts |

#### Semester 2

- |       |                                   |
|-------|-----------------------------------|
| 27755 | Arts Organisations and Management |
| 27756 | Law and the Arts                  |

#### Semester 3

- |       |                                   |
|-------|-----------------------------------|
| 27752 | Marketing for the Arts Elective 1 |
|-------|-----------------------------------|

#### Semester 4

- |       |   |
|-------|---|
| 27754 | Arts Management Research Project Elective 2 |
|-------|---|

### Electives

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

- |       |                              |
|-------|------------------------------|
| 27710 | Popular Culture              |
| 27811 | Cultural Tourism             |
| 27707 | Leisure and Tourism Research |
| 27108 | Lifestyle Analysis           |

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) and of leisure behaviour, policy making, and the involvement of the commercial, government and voluntary sectors; (b) advanced professional knowledge and skills necessary in leisure management including the ability to initiate, recognise and respond to contemporary trends in financial management, marketing, research and analysis, and knowledge of legal responsibilities in 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, 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.)

### COURSE FEES

Course fees are covered by HECS.

### 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

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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
27787	Accounting Practice 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

---

27787	Accounting Practice for Management Elective
-------	---

**Electives**

Students may be required to select two 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
- 27717 Event and Facility Management
- 27108 Lifestyle Analysis
- 26702 Management Development  
Outdoors

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 two-year, part-time 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 FEES

The current fee is \$950 per subject.

### COURSE PROGRAM

#### Semester 1

---

- 27715 Management of Australian Sport
- 27716 Sports Marketing

#### Semester 2

---

- 27787 Accounting Practice for  
Management
- 27718 Sport and the Law

#### Semester 3

---

- 56744 Public Relations Management
- 27707 Leisure and Tourism Research



**Semester 4**

27717 Event and Facility Management  
Elective

**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
- 27945 Leisure and Tourism Futures
- 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 multisectoral 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, through 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 qualifications.

**COURSE FEES**

The current fee is \$650 per subject.

## 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

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

#### Semester 2

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

### Part-time program

#### Semester 1

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- 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

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- 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 Tourist Attractions Management
- 27765 Tourist Event Management
- 27766 Managing Transportation for Tourism
- 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.

## Graduate Certificate in Sports Management

The Graduate Certificate in Sports Management is a one-year part-time course. The program 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 industry. 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.

### COURSE FEES

The current fee is \$950 per subject.

### 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

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27715 Management of Australian Sport  
27716 Sports Marketing

#### Semester 2

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27718 Sport and the Law  
27787 Accounting Practice for Management

## Local Government Management

### Master of Local Government Management

The Master of Local Government Management program is offered jointly by the Faculty of Engineering and the Faculty of Business. The course aims to provide individuals with appropriate backgrounds with 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.

Full details and program outlines are contained within the *Faculty of Engineering Handbook*.

Inquiries about this program should be directed to the Graduate Studies Officer on 330 2606.

## Management

### Master of Management

The Master of Management aims to provide knowledge, skills and conceptual frameworks to enable graduates to identify and resolve the complex issues that will characterise the working environment of senior managers in the future. It is available as a flexible general program (described below) or with specialisations in community management, public management or health 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 the Graduate Diploma in Management or the Graduate Diploma in Purchasing and Materials Management (or similar program) with a credit or better average.

Students who are admitted after completing the Graduate Diploma programs above will normally be granted exemption from the first four semesters of the Master of Management program.

#### COURSE FEES

The current fee is \$1,200 per subject.

#### STRUCTURE AND SCOPE OF THE COURSE

The Master of Management is a flexible program which can be individually tailored to meet the management development needs of the student. The first two years of part-time study involve the completion of eight subjects from a wide choice of management subjects. In the final year, there is a choice of two programs: four 6cp subjects focusing upon applied research in the field of management, or two 12cp subjects oriented to action learning.

The requirements of the first two part-time years parallel the requirements of the Graduate Diploma in Management. It is expected that many students will choose to begin with the Graduate Diploma in Management or a similar level course,

such as the Graduate Diploma in Purchasing and Materials Management, before transferring to the final year of the Master of Management.

#### COURSE PROGRAM

##### Semesters 1, 2, 3 and 4

---

Completion of eight 6cp subjects at least half of which must be chosen from amongst those offered by the School of Management

*or*

Completion of the Graduate Diploma in Management or the Graduate Diploma in Purchasing and Materials Management (or similar course) at credit or better average

##### Semester 5

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Applied Research Option

- 21751 Management Research Methods
- 21814 Management Project Design

##### Semester 6

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Elective

- 21815 Management Project

*or*

##### Semester 5

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Action Learning Option<sup>1</sup>

- 21756 Business Project—Strategic Management
- 21757 Action Learning Program

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<sup>1</sup> Both subjects in the Action Learning Option are normally completed in the equivalent of a full-time semester during work release.

## Master of Management (Community)

The course is designed for managers in the community sector who are seeking to upgrade their knowledge and skills in management within the specific context of the community sector. It is primarily oriented towards managers with a first degree (or equivalent) in another discipline i.e. those who have not previously undertaken a Management degree course.

### 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.

This course is offered on the Kuring-gai campus only.

### COURSE FEES

Tuition fees are covered by HECS.

### COURSE STRUCTURE

The course comprises 12 subjects taken over six semesters. It provides a mix of core general management subjects and electives. In the final two semesters students may opt for a specialist Research Stream. Some subjects are designed specifically for community management while others have a more general management focus. The latter are offered to students enrolled in Master of Management as well as to Master of Management (Community) students.

### COURSE PROGRAM

#### Semester 1

21766	Managing Community Organisations
21767	Environment of Community Organisations

#### Semester 2

21731	Resources Management
21769	Human Resource Management (Community)

#### Semester 3

21782	Advanced Resource Management <sup>1</sup>
21762	Clients and Markets <sup>1</sup>

#### Semester 4

79749	Law for Managers <sup>1</sup>
21778	Raising and Managing Funds

### Coursework stream

#### Semester 5

21781	Social and Community Research <sup>1</sup>
21810	Issues in Community Management

#### Semester 6

	Program option
21759	Strategic Management (Community)

### Research stream

#### Semester 5

21781	Social and Community Research
21754	Research Proposal (Public/Community)

#### Semester 6

21792	Research Project (Public/Community)
21759	Strategic Management (Community)

<sup>1</sup> 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
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 pre-requisite, 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.

### COURSE FEES

The current fee is \$850 per subject.

### 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; however, in special circumstances 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.

The Master of Management (Public) is 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

*Coursework stream*

Semester 5

21753 Advanced Public Sector  
Management  
Program option

Semester 6

21758 Strategic Management (Public)  
Program option

*Management Research stream<sup>1</sup>*

Semester 5

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

Semester 6

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

**Health Management specialisation  
(City campus only)<sup>2</sup>**

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

*Coursework stream*

Semester 5

21753 Advanced Public Sector  
Management  
Program option

Semester 6

21758 Strategic Management (Public)  
Program option

*Management Research stream<sup>1</sup>*

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  
21780 Readings in Administration  
21782 Advanced Resource Management  
79749 Law for Managers

<sup>1</sup> 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 15,000–18,000 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.

<sup>2</sup> 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 the 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 to 4, the Management Research stream.

## 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 their 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.

### COURSE FEES

The current fee is \$1,200 per subject.

### 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 Leadership and Management Action  
Elective

##### Semester 3

- 
- 21720 Employment Relations  
Elective

##### 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 Resources Management  
Elective

##### Semester 3

- 
- 21762 Clients and Markets  
Elective

##### Semester 4

- 
- 21732 Program Evaluation  
21729 Human Resource Management (Public)

Other combinations of programs are also possible.



## 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 their knowledge and experiences that will enhance their professional skills and their 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.

### COURSE FEES

The current fee is \$1,200 per subject.

### 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. 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

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21755 Australian Management  
21717 International Management

#### Semester 2

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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 Resources Management  
21769 Human Resource Management (Community)

Other combinations are also possible.

# Marketing

## Master of Business in International Marketing

This course has been designed to provide professional postgraduate education in the area of International Marketing. It directly addresses the need to enhance Australia's international competitiveness in a rapidly changing global environment. The course offers a thorough grounding in the principles of marketing, leading to a specialisation in International Marketing.

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution, and at least two years of relevant work experience; or the completion of a relevant Graduate Diploma or Graduate Certificate from UTS or other recognised university or higher education institution.

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 (i.e. six subjects if 24738 International Marketing Management has been completed, or seven subjects if 24738 has not been completed).

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

- 24702 Marketing Theory and Practice  
22747 Accounting for Managerial Decisions

#### Semester 2

- 24710 Buyer Behaviour  
24737 Marketing Information Management

#### Semester 3

- 24738 International Marketing Management Elective

#### Semester 4

- 24730 Advanced Marketing Management Elective

#### Semester 5

- 24743 Contemporary Issues in International Marketing  
24755 Applied International Marketing Research<sup>1</sup>  
*or*  
Elective<sup>2</sup>

#### Semester 6

- 24744 Competitive International Marketing Strategy  
24755 Applied International Marketing Research<sup>1</sup>  
*or*  
24791 Business Project—International Marketing<sup>2</sup>

### Electives

- 24703 Marketing and International Trade Relations  
24705 Marketing Projects and Services Overseas  
21784 Global Business Competitive Intelligence  
21717 International Management  
79742 International Business Law<sup>3</sup>  
25731 International Financial Management<sup>4</sup>  
25736 Asian—Australian Economic Relations  
*or*  
any other approved and relevant postgraduate subject(s) at UTS or other tertiary institutions.

<sup>1</sup> 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.

<sup>2</sup> Students not taking 24755 Applied International Marketing Research must take an elective in Semester 5 and 24791 Business Project—International Marketing in Semester 6.

<sup>3</sup> Basic knowledge of commercial law required.

<sup>4</sup> 25731 International Financial Management has a prerequisite of 25742 Financial Management, or its equivalent.

## Master of Business in Marketing

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 or Graduate Certificate 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' 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 (i.e. six subjects if 24738 International Marketing Management has been completed, or seven subjects if 24738 has not been completed).

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

---

24702 Marketing Theory and Practice  
22747 Accounting for Managerial Decisions

#### Semester 2

---

24710 Buyer Behaviour  
24737 Marketing Information Management

#### Semester 3

---

Elective  
Elective

#### Semester 4

---

24730 Advanced Marketing Management  
Elective

#### Semester 5

---

Elective  
Elective

#### Semester 6

---

24790 Business Project—Marketing  
Elective

### Electives

24706 Services Marketing  
24720 Marketing Research  
24713 Sales Management  
24736 Marketing Communication  
24738 International Marketing Management  
24742 New Product Management  
24743 Contemporary Issues in International Marketing  
24744 Competitive International Marketing Strategy  
79741 Marketing Legislation in Australia

## Graduate Diploma in Marketing

### COURSE OBJECTIVES

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 to 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 other higher education institution, and a minimum of normally two years' relevant work experience; or completion of the Graduate Certificate in Marketing.

### COURSE FEES

The current fee is \$1,200 per subject.

### 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 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 program will cater for the professional development needs of each student. There are a number of common subjects to be completed by all students. 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  
227407 Accounting for Managerial Decisions

#### Semester 2

---

24710 Buyer Behaviour  
24737 Marketing Information Management

#### Semester 3

---

Elective  
Elective

#### Semester 4

---

24730 Advanced Marketing Management  
Elective

### Electives

24706 Services Marketing  
24720 Marketing Research  
24713 Sales Management  
24736 Marketing Communication  
24738 International Marketing Management  
24742 New Product Management  
24743 Contemporary Issues in International Marketing  
24744 Competitive International Marketing Strategy  
79741 Marketing Legislation in Australia

## Graduate Certificate in Marketing

This course provides a broad introduction to marketing for those who do not hold an undergraduate degree. The course explores both the theoretical and practical foundations of current marketing practice. Those who complete the Graduate Certificate at a satisfactory level will be eligible to apply for entry to the Graduate Diploma in Marketing.

### ADMISSION REQUIREMENTS

The general admission requirements are a degree from a recognised university or other higher education institution, and a minimum of normally at least two years' relevant work experience; or extensive relevant work experience, and evidence of a general capacity to undertake tertiary education.

### COURSE FEES

The current fee is \$1,200 per subject.

### COURSE PROGRAM

#### Semester 1

---

24702 Marketing Theory and Practice  
227407 Accounting for Managerial Decisions

#### Semester 2

---

24710 Buyer Behaviour  
24737 Marketing Information Management

## Purchasing and Materials Management

### 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). Funding for the course development was provided by the NSW Education and Training Foundation.

As senior purchasing and materials management professionals are expected to manage purchasing as a strategic function, the need for professional education 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, quality and strategic 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.

### **TRANSFER TO THE MASTER OF MANAGEMENT**

Students who successfully complete the Graduate Diploma in Purchasing and Materials Management (with a credit average) will be eligible to enter the Master of Management with advanced standing.

### **COURSE FEES**

The current fee is \$1,200 per subject.

### **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 Certificate 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 as a dynamic, strategic function.

#### **Semester 1**

---

21797 Materials Management  
21741 Operations Management

#### **Semester 2**

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79703 Legal Aspects of Contracts  
Administration  
21779 Management Skills

#### **Semester 3**

---

21796 Global Materials Management  
Elective

#### **Semester 4**

---

21743 Productivity and Quality  
Management  
21798 Strategic Supply 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

## 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). Funding for the course development was provided by the NSW Education and Training Foundation.

As senior purchasing and materials management professionals are expected to manage purchasing as a strategic function, the need for professional education 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 function.

### 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 (e.g. 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.

### COURSE FEES

The current fee is \$1,200 per subject.

### 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

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21797 Materials Management  
21741 Operations Management

#### Semester 2

---

79703 Legal Aspects of Contracts  
Administration  
21779 Management Skills

# UNDERGRADUATE SUBJECT DESCRIPTIONS

## 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 = Humanities and Social Sciences

7 = Law

*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' and '8'.

For timetable and examination purposes, subjects taught within the Bachelor of Business at the Kuring-gai campus feature a sixth digit '0'.

## Guide to subject descriptions

The subject descriptions shown below indicate the subject code and name, and the number of credit points for the subject (e.g. 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, 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.

## 21056

### INTERNATIONAL MANAGEMENT PROJECT

6cp

*prerequisites: 21591 International Management; 21531 Managing the International Organisation; 21593 International Business and Government*

Provides students with a foundation of research methodology appropriate to International Management and an opportunity to study suitable particular issues of interest to their future study and career plans. There is flexibility to complete an in-depth comprehensive literature review or a small research project. Provides a structured series of lectures, seminar presentations and individual supervision but students will need to demonstrate independence and self-discipline in setting and achieving personal learning objectives.

## 21058

### MANAGEMENT PROJECT

6cp

*prerequisites: 21365 Analysing Management Thinking; first three subjects of sub-major*

Provides students who have undertaken the Management major and a sub-major in Employment Relations, International Management, Strategy or Small and Medium Enterprise Management with the opportunity to apply the knowledge and skills acquired in these subjects to a management research project in the area of their sub-major specialisation. Further develops students' understanding of management research methodologies and provides them with the necessary skills to design, conduct and report on the project both orally and in writing.

## 21082

### SMALL AND MEDIUM ENTERPRISE MANAGEMENT

6cp

Creates knowledge and analytical skills through applied research and involvement in the process of managing a small and medium enterprise venture in the contemporary business environment. Students



collaborate with selected industry practitioners on an industry-based research project. This enables students to acquire the basic competencies necessary for entry to a career in new venture/small and medium business management. Students will appreciate the major ingredients in small and medium enterprise success and the special problems small and medium enterprises may encounter.

### **21083**

#### **SOCIALLY AND ECOLOGICALLY RESPONSIBLE BUSINESS**

6cp

Designed for students who are seeking to understand alternatives to traditional ways of thinking about business. Explores different moral perspectives on business, especially 'green' thinking on the ecological alternatives to the traditional imperatives of contemporary business. Explores the global challenges which confront business and the implications of global industrialism including world environmental degradation, the marginalisation of minority groups, spiritual alienation and in-humane artefacts.

### **21125**

#### **INTERNATIONAL BUSINESS ENVIRONMENT**

4cp

Introduces some key elements of the vibrant business environment that Australia faces in the coming decades. A review of recent developments in Australia and the Asia-Pacific region is followed by a more detailed examination of major international players in the region, their business philosophies and practices, and the implications these issues have for Australian business and government organisations wishing to succeed in the region. The development of competitive advantage, through understanding the business environment in the Pacific Rim, and developing skills in gathering business information, provide important focal points of the course.

### **21130**

#### **MANAGEMENT AND ORGANISATIONS**

4cp

Introduces students to the concept of managing and the different theoretical approaches to understanding management and organisations. Examines individual and group behaviour in organisational contexts. Examines and discusses organisational issues and processes including culture leadership, power and control, politics, communication and the fundamentals of organisational structure and design. Develops skills in researching literature in the field of management and organisation studies.

### **21131**

#### **BUSINESS PROCESS MANAGEMENT**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

In recent times techniques and approaches to managing such as quality management, Just-in-Time (JIT) production methods, benchmarking and process re-engineering have had a significant impact on the competitiveness of all kinds of organisation. Provides an understanding of these newer ideas as well as of more traditional topics taught in operations management such as operations planning, materials management and job design. The importance of the service sector in Australia is recognised in the content and presentation of the subject. Hands-on activities, including participation in a JIT management game and a visit to a local organisation, are undertaken.

### **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 facilitate an understanding of research as a process of inquiry 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 methodologies; to develop skills in simple research methods for the investigation of local issues and the development of locality profiles; and 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 and 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; and 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 one's behaviour 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; and 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; and 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 i.e. a simple management information system; and introduces the various issues that arise when forming an organisation e.g. 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; and 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; and 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 in 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; 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-à-vis their international counterparts both in the past as well as in the present.

### 21169

#### REASONING, JUDGMENT 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 judgment 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 them; gain facility in identifying, analysing and evaluating arguments and major philosophical traditions; 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; and gain insight into ways of implementing ethical decisions effectively and as harmoniously as possible.

### 21170

#### WORKSHOP TECHNOLOGIES: SKILLS PRACTICE (SYDNEY INSTITUTE OF TECHNOLOGY)

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; develop an appreciation and basic level of competency in hand-controlled and machine-controlled equipment, related operating techniques and tolerancing; develop a level of personal confidence in dealing with trade and operator related functions; understand the technical language of shop floor operations through mixing with trainee apprentices to appreciate workplace culture and develop communication and interpersonal skills; and 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; and 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 i.e. integration of the strategic manufacturing process. Students use a self-directed computer-aided learning package to control their Supervised Industry Practicum (SIP) experience and will be assisted by a SIP Course Coordinator.

Content covers matching student and host company interests; placement of the student in the host company; establishment of a learning contract; selection of topic/project assignments; introduction of CAI (computer-aided instruction) disks to students; conducting an assignment according to a gantt chart; and preparing and presenting a report to the host company, and a theory paper to UTS staff. There is provision to focus the set of topics/ projects investigated into specialised areas of operational and management concern in order to achieve a functional specialisation in the degree.

## 21172

### MANUFACTURING STRATEGY

6cp

*prerequisites: Technology core; streamed subjects in semester 4*

*corequisites: all streamed subjects in semester 5*

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

This subject reviews how the business objectives, determined by the corporate strategy of the company, set the scene for the development and implementation of the manufacturing strategy. It applies Rapid Modelling Technique (RMT) to simulate a manufacturing operation so alternative Time-based Management (TBM) strategies, such as speed to market, lead time, cycle time, set-up time, and SMED, can be tested to achieve improved flexibility, quality, WIP, and throughput. The software package allows students to

make assumptions about demand forecasts and test alternative combinations of decision variables through 'what-if' tutorials, as these choices impact upon key performance indicators. The interrelations between demand forecasts and key stages of MRP/MRP II framework are explored and workshopped.

The management of change is a major part of achieving manufacturing strategy implementation. The course explores these change issues through a BNW case study of a 'real life' change situation involving politics, industrial relations issues, human resource requirements and the resourcing of capital expenditure in a multinational industrial company, to be presented by an ex-manager of the firm.

## 21173

### BUSINESS DEVELOPMENT

5cp

*prerequisites: all Year 1 subjects*

This subject complements Strategic Manufacturing Systems 1 and 2, 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; business planning and project management.

**21175****MANUFACTURING FACILITIES DESIGN**

5cp

*prerequisites: all Year 2 subjects**corequisites: all Year 3 full-year subjects*

This subject introduces 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, computerised manufacturing facilities, and maintenance. Special attention is paid to ergonomics in relation to design and safety issues in workplace planning. Computer simulation software is used to optimise the location, planning and design of facilities.

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

**21176****QUALITY MANAGEMENT SYSTEMS**

5cp

*prerequisites: all Year 2 subjects**corequisites: all Year 3 full-year 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 Management 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 full-year 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 full-year 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; and 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 i.e. integration of the strategic manufacturing process. Students use a self-directed computed-aided learning package to control their Supervised Industry Practicum (SIP) experience and will be assisted by a SIP Course Coordinator.

Content covers matching student and host company interests; placement of the student in the host company; establishment of learning contracts; selection of topic/project assignments; the conduct of an assignment according to a gantt chart; and preparation and presentation of a report to the host company, and a theory paper to UTS staff. There is provision to focus the set of topics/projects investigated into specialised areas of operational and management concern in order to achieve a functional specialisation.

### **21181**

#### **POLICY ISSUES IN MANUFACTURING MANAGEMENT**

6cp

*prerequisites: all Year 2 subjects*

*corequisites: all Year 3 full-year subjects*

As a capstone, this subject provides the basis for integrating the material taught in the parallel subject streams with 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. Guest lecturers are invited to present and lead seminar discussions on current issues related to manufacturing revitalisation and industry restructuring.

Course content covers 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 (e.g. job applications, presentation skills, interview techniques, and curriculum vitae).

### **21210**

#### **BUSINESS, GOVERNMENT AND SOCIETY**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Focuses on the relationship between business and government in Australia. Examines the structures and processes of government in Australia and the social context in which business and government operates. Students develop an understanding of techniques for the formal analysis of government/business relationships and of the ethical and social responsibilities of business.

### **21221**

#### **ORGANISATIONAL STRUCTURE AND CHANGE**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Considers the various structural forms which organisations may take and the pressures which lead to their adoption. Covers the strengths and weaknesses, as well as the management challenges, of running each form. Various change models are examined, and the interaction of the organisational change process with the forces driving change is considered. The impact of internationalisation and current organisational design issues are discussed.



**21306****INTERNATIONAL EMPLOYMENT RELATIONS***6cp**prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Introduces the theories, issues and practices involved in the management of employment relations within an increasingly competitive global market. As well as gaining a broad understanding of the context and nature of different systems of international employment relations, students are encouraged to explore the cross-national similarities and differences between Australia and its geographical neighbours and trading partners through the completion of case studies and the research of current literature on the topic. Exposes students to the human resources policies and practices of multinational corporations and explores how they are utilised for competitive advantage.

**21311****STRATEGIC SUPPLY CHAIN MANAGEMENT***6cp*

Introduces a dynamic, revitalised organisation function presently enjoying a worldwide revival as a key element of competitive advantage. Relevant to students wishing to pursue a career in the private, public or not-for-profit sectors, this subject introduces a range of sophisticated concepts of purchasing and materials management. Covers a wide range of supply chain management activities including formation and management of strategic alliances, buyer selection and management, global sourcing, ethics in contracting situations and applications of information technology in supply chain management.

**21365****ANALYSING MANAGEMENT THINKING***6cp**prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Exposes students to the wide variety of frames of reference that underlie the management literature and develops the critical skills necessary to understand, interpret and evaluate this literature. The broad knowledge and interpretive skills gained will be useful to students in all other management subjects as well as in the practice of management. Topics covered range from the rise of modern management thought through to post-modern concepts of management and organisation, and include a critical evaluation of recent trends in management practice such as total quality management, re-engineering and the learning organisation.

**21407****STRATEGIC HUMAN RESOURCE MANAGEMENT***6cp*

Focuses on the strategic nature of human resource management (HRM) functions within various organisations and builds on general issues first raised in International Employment Relations. Develops an appreciation of critical HRM issues through an exploration of conceptual issues such as alternative ways of viewing the HRM field, how HRM should relate to changes in the organisational environment, and the relationships between organisation strategy and HRM functions. The underlying concept considered in this subject is how an organisation in a changing environment can best manage its human resources in such a way as to provide long-term benefits to the organisation.

**21409****ENTREPRENEURSHIP AND INNOVATION**

6cp

Introduces students to the entrepreneurial process. Revolves around the preparation of a business plan for a new venture identified by students as having commercial potential. Gives students an appreciation of the opportunities for a career in small to medium enterprises and develops skills which will enhance their prospects as employees or as entrepreneurs themselves.

**21410****QUALITY MANAGEMENT**

6cp

*prerequisite: 26122 Quantitative Methods for Business*

Develops an understanding of the practical and managerial aspects of quality including the fundamentals of Total Quality Management and its relationship to productivity and organisational performance. The fundamentals of quality, productivity and organisational performance; Total Quality Management; traditional concepts and modern definitions of quality; quality management tools and techniques; quality standards; performance measurement.

**21430****ENTERPRISE BARGAINING AND WORKPLACE RELATIONS**

6cp

Examines the causes and outcomes of the recent fundamental shift in Australian employment relations from centralised arbitration and conciliation to an enterprise-focused system. Elements of this shift to be examined include the pivotal federal and State legislation, the judicial interpretation of this legislation and the major national wage case decisions. Develops students' skills in the applications of conflict resolution and consultative procedures, with particular reference to the enterprise bargaining process.

**21440****MANAGEMENT SKILLS**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Develops an understanding of the nature of intrapersonal and interpersonal competencies and their relevance to management practice in contemporary organisations. Explores behavioural skill learning in order to establish a platform for continued development on the part of the student. Cultural and gender issues are also explored in this context.

The nature of intra/interpersonal competence; theoretical underpinnings of behavioural skills learning; self-management skills, basic interpersonal communications skills; assertion and influence skills; and the applied skills of small group management, presentation skills, negotiation and conflict resolution skills, interviewing skills, networking and leadership skills.

**21530****GLOBAL STRATEGY**

6cp

The inevitable changes in the world environment are creating new opportunities and challenges for the entire Australian business community. In today's global economy companies need a total strategy that includes a globalisation component. The subject provides practical guidance on how to implement a globalisation strategy in order to achieve a truly successful, total global strategy. Examines the contemporary international business environment focusing on the issues of strategy, leadership and strategic alliances. Examines a systematic framework for evaluating which elements of a strategy to globalise, and to what degree.

**21531****MANAGING THE INTERNATIONAL ORGANISATION**

6cp

*prerequisite: 21591 International Management*

Develops the focus of international management from a country and organisational approach to the implementation of management plans to operate an organisation in an international location.

**21532****APPLIED INTERNATIONAL BUSINESS**

6cp

*prerequisites: four foundation and three elective subjects in the International Business major or equivalent*

This capstone subject involves applying knowledge gained from the study of prerequisite subjects in the International Business major. Students will achieve this through undertaking research and working on an international business problem whilst working with an Australian or international organisation. Students will develop a project proposal outlining the methodology for in-depth investigation of a particular issue; analyse primary and secondary data gathered from the client organisation and outside sources; prepare oral and written reports of findings in all relevant areas of international business operations.

**21555****HUMAN RESOURCE MANAGEMENT**

6cp

*prerequisite: 21130 Management and Organisations*

Introduces students to the theory and practices which are utilised to manage an organisation's human resources. Establishes the nature and function of the various components of typical human resource practices, and exposes students to the skills of HRM through the use of videos and structured exercises. Considers the future direction and strategic application of HRM within Australia and overseas.

**21591****INTERNATIONAL MANAGEMENT**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Develops an understanding of the management practices required to successfully conduct business in other countries. Develops an appreciation of the distinctive features of selected countries and their particular management practices. Explores the ways in which management theories and behaviours may be adapted to suit their application in an international

setting. Aims to enhance the skills of Australian managers operating internationally through the development of a more integrated view of international business and related management practices.

**21593****INTERNATIONAL BUSINESS AND GOVERNMENT**

6cp

*prerequisite: 21591 International Management*

Involves an exploration of the dimensions of the business–government relationship and the roles of these major institutional players in different societies. A fundamental question involves the direction and effectiveness of influence and control. Includes a comparative analysis of the business–government relationship in a selection of industrialised and developing countries.

**21595****INTERNATIONAL MANAGEMENT FIELD STUDY**

6cp

*prerequisites: 21125 International Business Environment; 21591 International Management or 21531 Managing the International Organisation or 21593 International Business and Government*

Offers students the opportunity to integrate previous learning in international business and management and to assess theory, practice and multicultural skills via a short, intensive field study in a foreign country. Completion of the subject will allow credit by substitution for the subject Applied International Business in the International Business major. Students will be expected to demonstrate an ability to research independently and in syndicates in a mature and highly competent manner before being accepted into the subject. Formal class sessions will be limited.

**21609****BUSINESS STRATEGY**

4cp

*prerequisite: completion of at least 36cp of a major*

Provides a forum for students to be critical and reflexive to strategic planning approaches and prescriptions. Students will

gain the competence and knowledge to understand both the limitations and potentials offered by strategic interventions and approaches. Students will need to draw upon a range of disciplinary bodies of knowledge and extant literatures encountered during their major courses of study during the degree. Through the business simulation game students can test their levels of conceptual ability, disciplinary competency, and technical skill under situations of competitive pressure, imperfect information and collaborative decision making.

**21630**  
**MANAGEMENT OF THE STRATEGY PROCESS**

6cp

*prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Explores how managers influence strategy processes and can effect valuable changes in organisational activities. On completion students should be able to demonstrate an ability to critically analyse strategy processes and to be able to understand how these processes can be influenced. Through the medium of case history analysis and preparation of a strategic plan for an operating business, students test their levels of conceptual abilities and understanding of contemporary business practice.

**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 be required to attend and present papers to a graduate seminar. This involves preparing 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 be required to attend and present papers to a graduate seminar. This involves preparing 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.

**22026****ETHICS AND ACCOUNTANTS**

6cp

*prerequisites: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; 22321 Cost Management Systems*

Students gain skills in identifying ethical issues which can arise in the accounting environment, and develop an intellectual framework within which these issues can be examined and possibly resolved. A strong emphasis will be on the development of decision-making skills and negotiation skills within an ethical context.

Cases will be used and presented in a variety of formats, including text, video, role plays and hypotheticals. The group method will be used, as it has been identified as a process which can assist in the identification and resolution of ethical issues.

**22028****ACCOUNTING PRACTICES**

4cp

The accounting practices addressed come from the two main branches of accounting—financial and managerial. Financial accounting is predominantly concerned with the preparation and use of financial statements for parties outside the organisation—in discharge of stewardship/accountability. Managerial (or management) accounting is predominantly concerned with internal matters—for decision makers within the organisation concerned with such things as pricing, budgeting and determining the break-even level of sales/services.

**22105****ACCOUNTING A**

4cp

Introduces accounting as an information system designed to enhance decision making, accountability and control within organisations and the marketplace. Covers three broad areas: (a) the nature of accounting and its relationships to financial and products markets, and the use of accounting information in external and some internal decision contexts of the organisation; (b) the accounting process, double entry bookkeeping, definition of the elements of financial statements, preparation of financial statements; (c) the use of computer software packages in the analysis and presentation of accounting information and as an aid to decision making.

**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.

### **22126**

#### **ACCOUNTING EXPERIENCE**

*10cp*

*prerequisites: 22105 Accounting A; 22205 Accounting B*

Taught on a cooperative basis and taken in conjunction with the first Industrial Experience Semester. Places the academic content of Accounting A and Accounting B in the context of practical experience being gained in the workplace. Students complete a series of project assignments under the supervision of academic staff and sponsor managers.

### **22153**

#### **AUSTRALIAN CORPORATE ENVIRONMENT (PROJECT)**

*4cp*

Introduces students to the Australian corporate environment as part of their first Industrial Experience Semester. Students undertake a variety of work-based assignments involving research into the structure of the sponsoring organisation they

are training with, readings of current business journals, interviews with managers, and regular readings and homework from the set text.

### **22205**

#### **ACCOUNTING B**

*4cp*

*prerequisite: 22105 Accounting A*

Equips students with appropriate skill in the accounting techniques necessary to participate in a managerial capacity in the analysis of accounting information as it is used to facilitate decision making. Ethical implications of decisions will be considered throughout the subject.

Covers areas in both financial and management accounting, including the preparation of accounting reports for companies and partnerships; the development of relevant cost concepts used in costing systems that also facilitate product- and activity-based costing; and the use of this information in performance evaluation. Spreadsheets will be used extensively.

### **22206**

#### **GOVERNMENT ACCOUNTING**

*6cp*

*prerequisite: 22105 Accounting A*

Gives a general coverage of the broad principles underlying public sector accounting, auditing and budgeting, with particular emphasis on ministerial departments and statutory bodies at federal, State and local government levels in Australia. The nature of government accounting and its environment; implications of the fund theory of accounting for the public sector; federal, State and local government accounting processes and procedures; role of accrual accounting in the public sector; formulating government budgets and the mechanisms of budgeting; management techniques in government business enterprises; accounting standards in the public sector; developments and innovations in government accounting.

**22216****BUSINESS INFORMATION SYSTEMS MANAGEMENT**

6cp

*prerequisite: 22226 Business Information Systems Design*

Introduces students to the conceptual and practical guidelines for dealing with the management of the modern information systems function. The material will be based on articles in the *EDP Analyser*, a journal widely read by practising information systems managers. Areas of particular interest will be cases in IT architecture, IT and business transformation, and IT-driven changes in organisation structure.

**22217****ACCOUNTING FOR SERVICE INDUSTRIES 1**

6cp

*prerequisite: 22105 Accounting A*

This subject is part of the sub-major Accounting for Service Industries, available to both Accounting majors and to students of other schools within the Faculty of Business and to other faculties. Provides both Accounting and non-Accounting students with an opportunity to learn how specific accounting techniques are used in service industries.

**22218****ACCOUNTING FOR SERVICE INDUSTRIES 2**

6cp

*prerequisite: 22566 Accounting for Small Business 1*

This subject is part of the sub-major Accounting for Service Industries, available to both Accounting majors and to students of other schools within the Faculty of Business and to other faculties. Provides both accounting and non-Accounting students with an opportunity to learn how specific planning and control techniques are used in service industries.

**22219****SOCIAL AND ENVIRONMENTAL ACCOUNTING**

6cp

*prerequisite: 22205 Accounting B*

Introduces students to the development of accounting in the wider context of society and the environment. As environmental issues come to the top of the political agenda, there is a great need for professionals to have an understanding of the new relationship that is being constructed between business and society.

Analysis of present financial accounting practices here and internationally; exploration of current research; problems associated with liability accounting, especially contingent liabilities; measurement and valuation; environmental audit; accounting for sustainability.

**22226****BUSINESS INFORMATION SYSTEMS DESIGN**

6cp

The scope of information systems can be defined to include all forms of information collection, storage, retrieval, processing and communication. If this is the case then an effective organisation relies on well-designed and efficient systems. Hence the study of information systems design and implementation should form a significant component of any discipline concerned with effective organisational structure or operation.

Presents a basic set of tools and techniques that can be used by the analyst and designer. The framework is presented in topics covering systems design, file and database specification, on-line systems, project management, audit and control and implementation.

With the decreasing costs and power of microcomputers both in raw computing power and application software, managers cannot be ignorant of these techniques. The techniques taught in this subject should allow managers to make use of the database and integrated tools becoming available to them. As software becomes user-friendly, managers will increasingly be expected to design and implement their own systems or at least specify their

requirements to an analyst. If one understands the concepts of design of computer systems, practical, cost-effective systems will be commissioned by these managers.

### **22240**

#### **INTERNATIONAL ACCOUNTING**

*6cp*

*prerequisite: 22205 Accounting B*

In a rapidly changing world environment, the significance of international accounting has grown substantially, along with the expansion of international business activity. This subject enables students to explore the complexity and the diversity of the international dimensions of accounting. Introduces a range of issues with special reference to the comparative development of national accounting systems, international accounting standards and transnational reporting issues. Covers a number of important areas and will not only inform students about the major issues, ideas and developments, but will also stimulate further inquiry and debate.

### **22309**

#### **ACCOUNTING FOR OVERSEAS TRANSACTIONS**

*6cp*

*prerequisite: 22105 Accounting A*

Introduces students to the basic concepts underlying the variety of accounting issues involved in the recording and reporting of overseas transactions. Covers relevant aspects of documentation, foreign exchange gains and losses, foreign exchange hedging, forward exchange contracts, effects of overseas inflation, financing overseas transactions and facilitation through government and non-government agencies. Provides skills and information needed to advise clients on overseas transactions. Concentration is placed on the operational and accounting treatment of foreign operations as distinct from a marketing or economic approach to the subject area.

### **22311**

#### **ACCOUNTING FOR VALUATION**

*6cp*

Enables students to acquire an understanding of the accounting implications of valuation as it relates to real and intangible assets. Includes regulations and accounting standards associated with valuation, together with the presentation of valuation reports.

### **22312**

#### **ACCOUNTING FOR SUPERANNUATION**

*6cp*

*prerequisite: 22205 Accounting B*

Examines accounting for superannuation. Considers the economic, institutional and legal background as well as its regulation. Particular matters addressed include accounting and measuring issues about superannuation assets and benefits. Relevant local and overseas accounting standards are studied. Superannuation assets and liabilities for superannuation plans, and supporting companies accounting for employee entitlements, are also considered.

### **22313**

#### **ACCOUNTING IMPLICATIONS OF STRUCTURES AND TAXATION**

*6cp*

*prerequisite: 22205 Accounting B*

Examines the accounting implications in the administration of taxation. Addresses the use of accounting information in the preparation of taxation returns for various types of entities. A particular issue would be reconciliation of accounting income with taxable income. Other matters covered include issues relating to tax effect accounting and best accounting practice with taxation matters suggested in the Accounting Guidance Releases; and accounting for taxation structures including such entities as companies, trusts and superannuation funds.



**22318****CONTEMPORARY ISSUES IN  
MANAGEMENT ACCOUNTING**

6cp

*prerequisite: 22421 Management Decisions and Control*

Introduces students to the use of contemporary management accounting ideas and techniques. The emphasis is upon developments being undertaken by Australian organisations. Explores in greater depth than in the two core management accounting subjects the design and implementation of appropriate costing systems and decision and control concepts, techniques and skills. Content at any time will reflect current developments. Illustrative topics are activity-based costing and target costing, benchmarking, costing, reporting and performance-evaluation systems design in a TQM environment, compensation systems design, capital investment decisions and the impacts of management accounting innovation implementation.

**22319****ISSUES IN FINANCIAL STATEMENT  
ANALYSIS**

6cp

*prerequisites: 22420 Accounting Standards and Regulations; 26122 Quantitative Methods for Business*

Focuses on the relevance of financial accounting information to economic decisions such as investment and lending. Includes 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 to share price behaviour, corporate financial distress,

mergers and acquisitions activities and other corporate accounting phenomena.

**22320****ACCOUNTING FOR BUSINESS  
COMBINATIONS**

6cp

*prerequisite: 22205 Accounting B*

Together with 22420 Accounting Standards and Regulations deals with the application and analysis of prescribed accounting treatments. Surveys the institutional and legal framework of modern Australian accounting. Refers to international accounting standards and local and overseas standards and exposure drafts. Emphasises reporting – main topics include accounting for companies including debt and equity and its restructuring, accounting for acquisition of assets including business enterprises, valuation and goodwill, consolidated accounts of complex economic entities, accounting for associate companies and joint ventures, corporate restructuring and liquidation. Deals with preparation of accounts to meet corporate law and professional disclosure requirements. Looks at emerging issues and exposure drafts. Makes extensive use of spreadsheet programs. Students will be expected to produce business-quality reports using word-processing programs.

**22321****COST MANAGEMENT SYSTEMS**

6cp

*prerequisite: 22205 Accounting B*

Introduces students to the basic concepts underlying management accounting with a particular emphasis on current developments. Introduces appropriate cost management concepts, techniques and skills such as cost planning, cost behaviour, cost estimation, and cost accumulation and allocation systems (job, process and activity-based costing). Emphasises using accounting information to understand and make decisions about the management of the cost structure of an organisation.

**22420****ACCOUNTING STANDARDS AND REGULATIONS**

6cp

*prerequisite: 22205 Accounting B*

Provides students with the ability to understand, critically evaluate and apply accounting standards and interpret financial reports. Considers the financial reporting environment and factors influencing the form of financial reporting, and addresses a range of accounting issues from within a contracting cost framework.

**22421****MANAGEMENT DECISIONS AND CONTROL**

6cp

*prerequisite: 22321 Cost Management Systems*

Introduces students to the use of management accounting information to support managerial decisions and control various aspects of an organisation. Emphasises decision and control issues in a contemporary environment. Introduces appropriate decision and control concepts, techniques and skills such as short- and long-term operational decisions, target costing and life-cycle costing, inventory management and Just in Time, responsibility accounting systems, transfer pricing, performance evaluation systems and the behavioural impacts of management control systems. Emphasises using accounting information to understand and make decisions about the operational and strategic management of an organisation and to control the implementation and ongoing management of such decisions.

**22515****COMPUTER-BASED ACCOUNTING**

6cp

*prerequisite: 22105 Accounting A. Application may be made to the Subject Coordinator to accept another introductory Accounting subject as satisfying the prerequisite condition.*

Introduces students to the concepts of computerised accounting and the general operation of several microcomputer accounting packages; provides opportunities for students to gain experience in the installation and operation of accounting packages for the small business; enables

students to evaluate and advise on the suitability of accounting packages for small and medium enterprises.

Development of an accounting framework for small and medium enterprises; selection of computer hardware and microcomputer accounting packages; detailed experience with the following modules—general ledger, accounts receivable, accounts payable, stock, and cash book. Comparison and critical evaluation of various accounting packages.

**22520****CORPORATE REPORTING: PROFESSIONAL AND CONCEPTUAL ISSUES**

6cp

*prerequisites: 22320 Accounting for Business Combinations; 22420 Accounting Standards and Regulations*

This is a capstone subject involving the conceptual framework for the accounting theory underlying the information content and disclosure requirements of contemporary corporate reporting. The 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 in management compensation plans and corporate debt contracts; accounting and the political process; accounting ethics and behavioural research in accounting.

**22522****AUDITING**

6cp

*prerequisites: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations*

*corequisites: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations*

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; and of the economic, social and ethical context in which auditors and auditing operate.

Students use the conceptual issues of risk analysis and systems-based auditing in both EDP and manual environments and analyse internal control systems, identifying both internal control strengths and weaknesses within an organisation, and suggest improvements in the system. An audit simulation is completed in which students operate as members of a team and meet the deadlines imposed upon the team.

## 22531

### SPECIAL TOPICS IN AUDITING

6cp

*prerequisite: 22522 Auditing*

Builds on the knowledge gained by students in Auditing by enabling them to study in greater depth some of the topics covered briefly in the earlier subject. Topical issues in auditing which are examinable in Accounting 2 and Advanced Auditing modules for the professional examination of the Institute of Chartered Accountants in Australia will be emphasised. These include comprehensive auditing and the changing focus of the internal audit function; ethics and environmental audits; fraud control; program audits; auditors' liability; expectation gap; and EDP control and audit. Students select two special topics for research after discussion with the Subject Coordinator. Students are required to write two major reports, one of which they have to present in class.

## 22532

### AUDITING PROJECT

6cp

*prerequisites: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations*

*corequisites: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations*

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; and of the economic, social and ethical context in which auditors and auditing operate.

Students use the conceptual issues of risk analysis and systems-based auditing in both EDP and manual environments and analyse internal control systems, identifying both internal control strengths and weaknesses within an organisation, and suggest improvements in the system. Students complete an audit simulation in which they design and partially complete an audit of a system within the organisation in which they are working.

## 22566

### ACCOUNTING FOR SMALL BUSINESS 1

6cp

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. Highlights and emphasises the practical matters associated with the initiation and growth of a small business.

Overview and requirements of establishing a business; the steps and structures; economic business cycles' growth and future; acquiring and/or financing the business; accounting—records, control, costing and pricing; financial analysis and management; appraisals and acquisitions; growing trend towards franchising as a form of small business; taxation and tax planning; insurance and risk, business disaster planning and recovery; business and financial planning and budgeting.

**22567****ACCOUNTING FOR SMALL BUSINESS 2**

6cp

*prerequisite: 22205 Accounting B*

Develops an understanding, and the associated skills and knowledge, of the techniques used to analyse financial data for small and medium enterprises; to apply these techniques with the aid of microcomputers and appropriate software; and to develop integrated business plans to assist in the decision-making process in those enterprises.

Outline and revision of basic spreadsheet terminology and function; data collection and analysis; cost-volume-profit relationships; budgeting and other planning models; cash-flow analysis and capital expenditure budgets; business valuation; performance evaluation.

**22568****BUSINESS INFORMATION SYSTEMS IMPLEMENTATION**

6cp

*prerequisite: 22226 Business Information Systems Design*

The scope of information systems could be defined to include all forms of information collection, storage, retrieval, processing and communication. If this is the case then an effective organisation relies on well-designed and efficient systems. Hence the study of information systems design and implementation should form a significant component of any discipline concerned with effective organisational structure or operation.

Presents a basic set of tools and techniques that can be used by the analyst and programmer. COBOL is the most widely used language in the business community, and a knowledge of the language and the processes involved in programming and testing a system would be useful to all Business students who wish to specialise in information systems.

**22572****ADVANCED AUDITING TECHNIQUES**

6cp

*22522 Auditing*

Teaches skills and knowledge required to perform audit in a computerised accounting environment; teaches the concepts and principles of computer controls and security, and auditing methodology for reviewing and testing the adequacy, effectiveness and reliability of computer systems, internal controls; and develops knowledge of the application of cryptography in the design and implementation of communication network and electronic funds transfer systems. Covers topics which are examinable in Accounting 2 and Advanced Auditing modules for the professional examination of The Institute of Chartered Accountants in Australia. These include the use of communication networks; cryptographic security; risk analysis to evaluate threats and risks posed by computer crime and other fraudulent activities.

**22605****ACCOUNTING INFORMATION SYSTEMS**

4cp

Introduces students to the role of information systems in supplying essential financial information to management within large organisations. Gives students the knowledge and understanding to undertake appropriate professional tasks in their first Industrial Experience semester during which time the accounting information system of their sponsoring organisation is studied.

**22606****BUSINESS INFORMATION SYSTEMS PROJECT**

6cp

*prerequisite: 22226 Business Information Systems Design*

Introduces students to the background necessary to perform as a computing professional. Topics covered include a comprehensive overview of IBM's technology and hardware and blueprint for the future; OPEN systems; SAA; LAN; and communications.

**22610****ACCOUNTING FOR INSOLVENCY**

6cp

*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 the accounting requirements of deceased estates. Executorship; bankruptcy; the practice of termination accounting; case studies including financial management aspects of failed businesses.

**22677****CAPSTONE PROJECT: FINANCIAL STRATEGY AND LEADERSHIP**

10cp

*prerequisites: 22321 Cost Management Systems; 22421 Management Decisions and Control*

Integrates previous studies in accounting, finance and management in the context of the role of the financial control system in a large organisation. Emphasises the development and application of analytical skills in identifying and solving organisational problems. Develops the leadership and teamwork skills required from a person in an executive role within a large organisation.

**22901****RESEARCH METHODS IN ACCOUNTING**

4cp

*prerequisite: admission to the Honours program*

Firstly, acquaints students 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 for conducting 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. 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. The coursework and readings are mainly intended to prepare students to conduct the 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 should show the student's ability to grasp the relevant accounting issues, and to conduct a 'good' piece of social science research (what is 'a good piece of research' very much depends on the methodology adopted).

**24105****MARKETING PRINCIPLES**

4cp

Covers the basic principles of marketing. Develops an understanding of the overall processes of marketing planning, implementation and control in the contemporary international environment, as well as a basic understanding of marketing information systems, market research and marketing ethics, market segmentation, buyer behaviour, product development and the development of product, distribution, promotion and pricing strategies for both goods and services domestically and internationally.

**24106****ADVANCED MARKETING**

5cp

*prerequisites: all Year 1 subjects; 24105 Marketing Principles*

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 relationships including 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; marketing communications; tenders; selecting a supplier; supplier relationships—the purchasing process; buying, selling and negotiating; logistics.

**24202****CONSUMER BEHAVIOUR**

6cp

*prerequisite: 24105 Marketing Principles*

Provides a basic theoretical grounding in the field of consumer behaviour, by drawing upon the contributing disciplines of psychology, social psychology, sociology, anthropology, communication and economics. Develops a better understanding and awareness of consumers as the central focus of marketing action and to encourage students to appreciate the value of models as tools of conceptual analysis. Encourages students to think of marketing strategy within a broader social framework involving public policy formulation and embracing such issues as ethics, regulations and consumerism as necessary considerations in an increasingly competitive and constrained social, political and economic environment.

**24203****QUANTITATIVE MARKETING ANALYSIS**

6cp

*prerequisites: 24105 Marketing Principles; 26122 Quantitative Methods for Business*

Introduces students to quantitative methods used in marketing, concentrating on the analysis of survey data and in multivariate statistical techniques. Combines a theoretical but non-mathematical understanding of the statistical techniques with their practical application in a marketing context. A computer statistical package—SPSS—is used to illustrate the lectures and allow students to develop practical data-analysis skills. Emphasises the ‘when’ and ‘how’ of multivariate analysis and the interpretation and implications of results.

**24205****BUSINESS MARKETING**

6cp

*prerequisite: 24105 Marketing Principles*

Focuses on the buying and selling of goods and services between firms, which constitutes 60–80 per cent of all marketing activity. Develops the special skills and concepts needed to function effectively in this setting, including sales force management, negotiation, preparation of bids, the sales–purchasing interface, relationship marketing and relationship management. Introduces the wider context in which business marketing sits—the distribution channel and network of connected firms in the wider domestic and international market.

**24210****ADVERTISING AND PROMOTIONS MANAGEMENT**

6cp

*prerequisites: 24105 Marketing Principles; 24202 Consumer Behaviour*

Examines advertising, promotion and other marketing mix communications decisions from an applied viewpoint based on theory and current practice.

Provides students who might be potential brand managers, advertising managers or executives with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying

relevant target audiences, formulating and testing strategies, and evaluating campaign results. Considers contemporary issues in advertising, together with reference to complementary aspects such as publicity, sponsorship and direct marketing.

**24220****INTERNATIONAL MARKETING**

6cp

*prerequisite: 24105 Marketing Principles*

Introduces international marketing using the marketing concept, and considers how international marketing strategies are effected by environmental factors. Students are expected to develop international marketing strategies for Australian firms which reflect the way marketing concepts and marketing mix elements need to be modified when applied to overseas markets because of differences in the political, economic, legal and cultural environments.

**24306****MARKETING OF SERVICES**

6cp

*prerequisite: 24105 Marketing Principles*

Builds upon existing marketing knowledge by increasing students’ understanding and awareness of issues distinctive to services. Examines marketing objectives and tasks for services and/or service divisions within companies. Critically assesses 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****INTRODUCTORY MARKETING RESEARCH**

6cp

*prerequisites: 24105 Marketing Principles; 26122 Quantitative Methods for Business*

Introduces students to the concepts and practices of marketing research. Topics covered range from research problem definition to research design, implementation and finally interpretation of research results. Specifically focuses on Australian practices, procedures and ethics. Considerable focus is placed upon the microcomputer and its role in modern research. Skill development for both spreadsheet and statistical application software is a key aim.

**24331****DECISION MODELS IN MARKETING**

6cp

*prerequisites: 24105 Marketing Principles; 26122 Quantitative Methods for Business*

Introduces students to the conceptual and practical issues in developing models to aid in decision making in marketing. Considers a wide range of problems with students developing practical skills in model building within a spreadsheet environment in applied computer sessions.

**24333****CHANNELS OF DISTRIBUTION**

6cp

*prerequisites: 24105 Marketing Principles; 24205 Business Marketing*

Distribution problems are a leading cause of product/market failures and distribution practices are among the main determinants of firms' short- and long-term financial performance. Focuses on the partnering necessary to achieve effective distribution as well as on the design, management and evolution of different distribution configurations. Studies contemporary wholesaling and retailing trends and their impact upon Australian distribution both domestic and international.

**24415****MARKETING PLANNING AND STRATEGY**

6cp

*prerequisites: 24202 Consumer Behaviour; 24309 Introductory Marketing Research; 24205 Business Marketing*

Integrates marketing knowledge gained in previous marketing coursework within a strategic marketing framework. Contemporary marketing management decision-making techniques and models are applied through case studies, the development of a comprehensive marketing plan and a sophisticated marketing simulation game.

Develops the ability to identify, evaluate, recommend, communicate and defend long term. Presents, analyses and develops marketing strategies which will positively and ethically progress the firm's objectiveness.

**24430****APPLICATIONS OF MARKETING RESEARCH**

6cp

*prerequisites: 24105 Marketing Principles; 24309 Introductory Marketing Research*

Provides a capstone experience in marketing research, drawing on the skills students have developed in Introductory Marketing Research. Students will work together in groups to undertake an investigation of a marketing management problem. Each group will be responsible for the identification of the research problem, designing and implementing a suitable research process and interpreting data and making recommendations to resolve the research problem.

This subject features a compulsory first lecture and thereafter continues on a weekly group meeting basis. Meetings will be arranged to the mutual convenience of all involved.



**24510****RESEARCH METHODS IN ADVERTISING**

6cp

*prerequisites: 24309 Introductory Marketing Research; 24210 Advertising and Promotions Management*

Develops invaluable management skills for the development, testing and evaluation of effective advertising campaigns and executions, using a range of qualitative and quantitative advertising research tools. Covers how to develop effective advertising communication strategies using research, advertising content evaluation, benchmarking, campaign execution development and evaluation, campaign tracking, and other related issues.

Introduces students to new and advanced qualitative and quantitative methods of research for the development, testing and evaluation of advertising campaigns. Covers management assessment, expert systems and customer research approaches. Examines the purpose and application of commercially available proprietary advertising research systems.

**24517****CONTEMPORARY INTERNATIONAL MARKETING ISSUES**

6cp

*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 understanding of issues beyond the scope of topics covered in traditional international marketing subjects.

Overseas market selection, internationalisation, globalisation, networks and international marketing, international strategic alliances, international competition theory, setting international prices, and international negotiation from a cultural perspective.

**24518****INTERNATIONAL MARKETING COUNTRY STUDY**

12cp

*prerequisite: 24220 International Marketing*

Broadens and develops students' awareness and appreciation of international marketing as well as developing practical skills in various international research activities.

In undertaking international marketing research projects, students engage in secondary research in Australia, primary research whilst visiting target overseas markets, and data analysis and reporting to project sponsors in business in Australia.

**24546****MARKETING RESEARCH PROJECT**

6cp

*prerequisites: 24105 Marketing Principles; 24309 Introductory Marketing Research*

*corequisite: 24430 Applications of Marketing Research (unless previously completed)*

Provides a closure experience to students who have previously completed or who are currently completing Applications of Marketing Research. Students undertake a marketing research project which complements that completed in Applications of Marketing Research. Students work together in small groups to undertake an investigation of a marketing management problem. Each group is responsible for the identification of the research problem, designing and implementing a suitable research process and interpreting data and making recommendations to resolve the research problem.

**24555****BUSINESS MARKETING PROJECT**

6cp

*prerequisites: 24333 Channels of Distribution; 24306 Marketing of Services; 21410 Quality Management*

Integrates the material presented in the preceding sub-major subjects. Students will develop a project topic which allows both amalgamation of this material and specialisation in a subject area of interest. Emphasis is on individual learning through a combination of amalgamation

of writing in the project area and liaison with relevant industry spokespeople.

### **24604**

#### **PROJECT IN ADVERTISING**

6cp

*prerequisite: 24510 Research Methods in Advertising*

Provides a 'hands-on' opportunity to apply all of the key advertising and related research concepts studied in earlier subjects. Operating as 'advertising agency' teams, students undertake a multistage group project involving the initial client communications brief, target market research, creative strategy, executional development and testing, and media planning stages, and concluding with presentation of the validated campaign recommendations.

### **24607**

#### **INTERNATIONAL MARKETING MANAGEMENT PROJECT**

6cp

*prerequisites: 24220 International Marketing; 24517 Contemporary International Marketing Issues*

Involves applying knowledge in other international marketing subjects to an international marketing problem faced by a firm. Students 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 oral and written reports of findings in areas such as entry strategies, international product, pricing, promotion and distribution strategies and control of overall international marketing programs. Students will be required to isolate one critical international marketing problem faced by the firm and prepare a case study on that issue.

### **24666**

#### **RESEARCH METHODS IN MARKETING**

6cp

*prerequisite: 24203 Quantitative Marketing Analysis*

An advanced course in research design and multivariate statistical analysis of

survey data. Extends and develops a broad understanding of the theoretical basis and practical implementation of multivariate analysis.

### **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. Explores the nature and role of scientific method in academic research and considers its applications to thesis work. Examines major alternative marketing paradigms in a historical and contemporary framework.

### **24902**

#### **RESEARCH METHODS IN MARKETING**

8cp

*prerequisite: admission to the Honours program*

Advanced theories and methods applied in marketing research. Provides a foundation 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 a structured literature review prior to selecting a thesis topic. Improves 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**

4cp

Develops an understanding of microeconomic theory as a basis for further business-related studies; an ability to analyse microeconomic issues and a capacity to explain and predict microeconomic consequences of economic activities. Basic demand and supply theory; elasticity of demand and supply; simple applications of partial equilibrium; short-run and long-run cost theory; market behaviour including perfect competition; resource market theory; market failure; and income distribution.

**25111****ECONOMICS OF LEISURE AND TOURISM**

4cp

Seeks to introduce students to the basic language, concepts and analytical techniques of economics and their application to leisure and tourism. Covers market structures and mechanisms and how they relate to the behaviour of firms involved in the provision of leisure and tourism goods and services; macroeconomic policy debates in Australia; the respective economic roles and characteristics of public and private sector organisations involved with leisure and tourism; and leisure and tourism policy and research reports with an economic content.

**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; provides students with 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*

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 at least the 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 and capital equipment investment.

Introduction to corporate finance; mathematics of finance; discounted cash-flow (DCF) techniques; financial statement analysis; break-even analysis; the investment decision; working capital management; and dividend policy.

**25209****MACROECONOMICS**

4cp

*prerequisite: 25110 Microeconomics*

Introduces the basic tools and framework of macroeconomics. Examines the demand for goods and services, the assets market, foreign exchange market and the supply sector, and introduces dynamics. Develops a very general framework within which a large number of competing theories can be analysed.

**25210****MICROECONOMIC THEORY AND POLICY**

6cp

*prerequisite: 25110 Microeconomics*

Shows how and why governments become involved in private sector activity. Emphasises the theoretical justification for regulation, the nature of market failure justifying the regulation and the consequences. Topics include cost-benefit analysis, environmental economics, public enterprise, deregulation and privatisation, competition policy, and trade and industry theory and policy.

**25303****INDUSTRY ECONOMICS**

6cp

*prerequisite: 25110 Microeconomics*

Examines the changing structure, conduct and performance of Australian industry within the context of international restructuring. Issues include barriers to entry, oligopoly pricing, vertical integration, market structures and technological change, and mergers and takeovers in a theoretical and empirical context.

**25304****ASIAN-AUSTRALIAN ECONOMIC RELATIONS**

6cp

*prerequisites: 25110 Microeconomics; 25209 Macroeconomics*

Gives an overview of the Asian region and its developing economic relationship with Australia. The rapid growth experience of Japan—especially during the 1950s and 1960s—will be analysed initially. The so-called four Asian tigers (Korea, Taiwan,

Hong Kong and Singapore) will be reviewed next. Their individual performances (as well as their sociopolitical climates) will be analysed. Various explanations advanced for their rapid growth over the last couple of decades will be assessed. Second generation 'NIC' (Newly Industrialised Countries) such as the ASEAN economies will be similarly examined. Finally the Chinese economy—the so-called awakening giant—will be analysed.

**25305****LABOUR MARKET ECONOMICS**

6cp

*prerequisite: 25209 Macroeconomics*

Builds on earlier microeconomic and macroeconomic theory to review current theories of the labour market. Looks at changes in Australian labour markets, and issues such as the role of gender, ethnicity, trade unions, technology, education and discrimination in labour market outcomes. Discusses contemporary issues and debates related to the operation of labour markets—such as wage determination and unemployment.

**25308****FINANCIAL MARKETS**

4cp

*corequisite: 26122 Quantitative Methods for Business*

Provides an understanding of the functioning of Australia's financial system and its relationship to global financial markets. Introduces students to the principles of intermediation and professional financial markets; the forces that influence interest and exchange rates; the roles of the Reserve Bank; and the instruments (futures, forwards and swaps) that can be used for financial risk management purposes.

**25309****MACROECONOMIC THEORY AND POLICY**

6cp

*prerequisite: 25209 Macroeconomics*

Extends the basic macroeconomic theory covered in the introductory course in two major respects. Firstly it examines quantitative aspects of macroeconomic

relationships. Secondly there is a particular emphasis on the international context within which Australian macropolicy initiatives operate. Finally attention is paid to theoretical developments not addressed in the introductory course.

## 25314

### BUSINESS FINANCE

4cp

*prerequisites:* 26122 *Quantitative Methods for Business*; 22105 *Accounting A*; 25110

*Microeconomics*

*corequisite:* 25308 *Financial Markets*

Financial mismanagement is a leading reason for business failure. Many firms invest in business ventures at prices that are not justified and then borrow huge amounts of money to finance the venture only to find that they cannot pay the interest. It is therefore critical that all business students understand and can use a set of analytical tools to make sound financial decisions.

Equips students with the necessary skills and knowledge to make sensible financial decisions. Reviews the traditional approaches to investment and financing decisions.

## 25315

### INTERNATIONAL ECONOMICS

6cp

*prerequisites:* 25309 *Macroeconomic Theory and Policy*; 25210 *Microeconomic Theory and Policy*

Addresses two areas of international economics. Firstly, the pure theory of trade which examines basically why countries trade, and the benefits to be gained. Examines associated issues such as commercial policy, real wages and customs unions. Secondly, looks at international investment issues particularly as these relate to the small open economy.

## 25350

### PRINCIPLES OF RISK AND INSURANCE

6cp

*prerequisites:* *Bachelor of Business core subjects in Semesters 1 and 2*

Introduces students to the theory of risk and examines the history and evolution of insurance together with its contemporary functioning. Students are exposed to the

study of insurance as a commercial, economic and social institution. Also deals with the principal statutory controls governing the transaction of insurance business in Australia.

## 25403

### THEORY OF GENERAL INSURANCE

6cp

*prerequisites:* 25308 *Financial Markets*; 25314 *Business Finance*

Develops students' competence in the application of statistical and quantitative methods to the rating and pricing of general insurance products. Also deals with the application of underwriting principles to the management of an insurance portfolio.

## 25406

### QUANTITATIVE TECHNIQUES FOR FINANCE AND ECONOMICS

6cp

*prerequisite:* 26122 *Quantitative Methods for Business*

Enables students to move from the ability to cope with concrete concepts to the ability to apply abstract concepts by providing a range of quantitative skills which will enable the completion of projects in concurrent and later courses.

Linear functions, linear algebra, optimisation in economics and finance, linear programming (a graphic approach, simplex algorithm, the dual), nonlinear (quadratic) programming, multiple linear regression (selected procedures to deal with breakdown in assumptions— multicollinearity, heteroscedasticity and serial correlation).

## 25409

### COMMERCIAL BANK MANAGEMENT

6cp

*prerequisites:* 25314 *Business Finance*; 25308 *Financial Markets*

Develops students' ability to understand the dynamics of modern bank management and the risks involved in managing a bank. Introduces students to a broader view of the changing banking environment, develops an understanding of financial decision making in banking.

Provides an introduction to a commercial bank's finance reports and bank performance; cost of funds and capital adequacy; risk 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 ANALYSIS

6cp

*prerequisites: 25308 Financial Markets; 25314 Business Finance*

Examines the use of financial statements in assessing a firm's financial 'health', its strengths, weaknesses, recent performance and future prospects. Examines financial statement forecasting and modelling with an emphasis on cash-flow reconstructions from financial statements. Special issues dealing with financial statement information are emphasised in some depth. These issues include market efficiency, asset pricing, corporate restructuring and business valuation, debt ratings and financial distress.

### 25416

#### ECONOMICS OF MONEY AND FINANCE

6cp

*prerequisites: Bachelor of Business core subjects in Semester 1; 25409 Commercial Bank Management; 25209 Macroeconomics*

Encompasses the theoretical aspects of monetary economics as well as its application both to the practice of monetary policy and the prediction of likely future trends in funds flows, credit aggregates and other macroeconomic statistics. Special issues dealing with monetary policy in Australia; systemic crises; international comparisons of monetary policy as practised by other central banks; and the prediction of interest rate movements.

### 25420

#### APPLIED FINANCIAL MANAGEMENT

6cp

*prerequisites: 25506 Capital Budgeting and Valuation; 25621 Financing Decisions and Capital Market Theory; 25503 Investment Analysis; 25620 Derivative Securities*

Provides students with the opportunity to integrate, apply and extend their study of finance to realistic problems in both financial management and portfolio management. Financial decision skills will be developed in an environment characterised by complex and incomplete information, uncertainty and a competitive environment. This is achieved through a financial management simulation and management of a security portfolio. There is a heavy workload. All assessment is group based.

### 25421

#### INTERNATIONAL FINANCIAL MANAGEMENT

6cp

*prerequisites: 25506 Capital Budgeting and Valuation; 25621 Financing Decisions and Capital Market Theory; 25620 Derivative Securities; or approval of the Head, School of Finance and Economics*

Develops and extends the corporate finance framework into the arena of foreign exchange markets, multinational working capital management, international investment and cost of capital, international financial decisions and Euromarkets. Examines political risk issues and their impact on international finance. The measurement and management of foreign exchange exposure and hedging are interrelated with capital expenditures, special financing vehicles and risk-return profiles of companies.

### 25503

#### INVESTMENT ANALYSIS

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance*  
*corequisite: 25506 Capital Budgeting and Valuation*

Introduces the conceptual and theoretical framework of the portfolio approach to investments. Applies the techniques of

mean variance diversification to investment management. Reviews the capital asset pricing model and the arbitrage pricing model and their application to investment management. Pricing of bonds and the term structure of interest rates. Hedging strategies to minimise interest rate risk.

## 25506

### CAPITAL BUDGETING AND VALUATION

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance*

Consolidates and further develops the concepts introduced in Business Finance. Includes an extensive examination of various analytical techniques for capital budgeting decisions. Estimation of the cost of capital; capital structure and valuation; empirical evidence on capital structure and dividend policy.

## 25522

### BANK LENDING PRACTICE

6cp

*prerequisites: 25314 Business Finance; 25308 Financial Markets*

Develops students' ability to understand the lending process and the risks involved in lending. Introduces students to a broader view of the changing banking environment and develops an understanding and appreciation of sound and practical banking practices. Lending, international trade, current issues, lending principles and practice, loans, advances and other financing instruments, corporate lending practices; project finance, international financing, problem loans.

## 25552

### REINSURANCE

6cp

*prerequisites: Bachelor of Business core subjects in Semesters 1 and 2*

Develops an understanding of the history, function and legal principles relating to reinsurance, concentrates on the various methods of reinsurance available, examines quantitative and qualitative assessments of the most appropriate forms of reinsurance protection for a given portfolio or company.

## 25553

### RISK MANAGEMENT

6cp

*prerequisites: Bachelor of Business core subjects in Semesters 1 and 2*

Develops an understanding of the conceptual framework of risk management. In addition, students will develop an understanding of the operational aspects of risk management ranging from the techniques of setting objectives, the determination of funding mechanisms, the development and use of information systems, and the preparation of risk management programs.

## 25606

### FINANCIAL TIME SERIES

6cp

*prerequisites: 25906 Investment Analysis (Hons); 25905 Capital Budgeting and Valuation (Hons)*

A number of theoretical models that have been developed in the area of corporate finance. Students will have been exposed to the major models in preceding courses. Investigates the techniques that are required to empirically test these models and conducts a number of empirical tests using Australian financial markets data.

## 25620

### DERIVATIVE SECURITIES

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics; 25503 Investment Analysis*

Provides students with the techniques needed to analyse and price derivative securities. An introduction to derivative securities, basic arbitrage arguments, the pricing of futures, properties of options, pricing of differing financial instruments and hedging strategies using derivatives.

## 25621

### FINANCING DECISIONS AND CAPITAL MARKET THEORY

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics; 25506 Capital Budgeting and Valuation*

*corequisite: 25620 Derivative Securities*

Provides an understanding of the theory, empirical evidence and practice of

corporate financing decisions. On completion of the subject students should be able to critically evaluate a company's existing capital structure and proposed methods of raising new finance. Other topics considered review the theoretical and empirical research relating to the efficient market hypothesis.

### 25901

#### FUTURES AND OPTIONS

5cp

*prerequisite: admission to the Honours program*

Provides students with the techniques needed to analyse and price derivative securities as well as some of the key associated quantitative arguments. Introduces 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. Covers a selection of the classic papers in corporate finance, some current research work and a substantial quantity of Australian empirical work. 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

#### CAPITAL BUDGETING AND VALUATION (HONOURS)

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance*

Presents the technical tools to master the traditional as well as the more recent approaches to capital budgeting and valuation.

### 25906

#### INVESTMENT ANALYSIS (HONOURS)

6cp

*prerequisites: 25406 Quantitative Techniques for Finance and Economics*

A few minutes at the beginning of every lecture will be allocated to analyse any significant local or global event over the past week that may have an impact on macroeconomic variables and thus may affect investment decisions. Students will be required to scan all possible sources of financial and economic information to be able to contribute to this effectively.

### 25907

#### THE THEORY OF FINANCIAL DECISION MAKING

4cp

*prerequisite: admission to the Bachelor of Mathematics and Finance Honours program*

The theory of choice. State preference theory. The mean-variance criteria. Capital market equilibrium CAPM and APT. Efficient capital markets, theory and evidence.

### 25908

#### DERIVATIVE SECURITY PRICING

4cp

*prerequisite: admission to the Bachelor of Mathematics and Finance Honours program*

Develops an understanding of derivative security pricing at an advanced quantitative level. Topics include: introduction to derivative securities; basic arbitrage arguments; geometric Brownian motion model of asset price movements; Martingales; Ito's lemma and its proof; Girsanov's theorem; risk-neutral valuation and the Black-Scholes model; the Martingale derivation of the Black-Scholes model; currency and futures options; hedging techniques; interest rate derivative securities including the Heath-Jarrow-Morton model.



**25910****THESIS IN FINANCE AND ECONOMICS***12cp**prerequisite: admission to the Bachelor of Mathematics and Finance Honours program*

A thesis on a topic chosen by the student in consultation with his or her supervisor.

**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. 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 nonlinear 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 Neo-Classical and Neo-Keynesian models. The practical aspects of policy making and evaluation are addressed through the construction of a model and through its use in evaluating a government policy change.

**25914****HONOURS SEMINAR IN FINANCE AND ECONOMICS***5cp**prerequisite: admission to the Honours program*

Enhances students' research ability to help them in both selecting a thesis topic and developing the skills required for successful completion of the thesis. 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 control; 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 and 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 or her supervisor.

**26122****QUANTITATIVE METHODS FOR BUSINESS***4cp**includes topics in two related areas—Mathematics of Finance and Business Statistics*

Mathematics of Finance: simple and compound interest—annual percentage rates and annual effective rates; annuities—mortgages and financial leases; perpetuities; amortisation schedules; discounted cash flow procedures—net present value and internal rate of return techniques, the cost of capital issue, sensitivity analysis, applications in business.

Business Statistics: uses SPSS extensively as the teaching software package. Descriptive statistics—central tendency and dispersion, exploratory data analysis, graphical techniques, probability and probability distributions, especially Binomial, Poisson and Normal; statistical

inference—central limit theorem, sampling distributions of the mean, confidence intervals for sample means; hypothesis testing—Type I and Type II errors, one and two sample  $z$  and  $t$  tests for sample means; correlation, covariance and linear regression; statistical process control and statistical quality control; applications of all these topic areas in business generally.

**27103****THE OLYMPIC GAMES**

6cp

The Olympic Games is a significant phenomenon in contemporary sport, tourism and culture with a growing research literature. Covers the cultural, sociological, economic and media impacts on the Games, and the philosophy of Olympism and impacts of the Sydney 2000 event.

**27104****RECREATION LEADERSHIP**

6cp

On completion, students will appreciate the different roles played by leaders in the provision of leisure programs and services; have developed a basic understanding of prevailing theories of leadership and considered their relevance and application to leisure professionals; be familiar with a range of practical recreation/leadership skills; and have demonstrated an ability to apply these skills in a small group situation.

**27105****NUTRITION FOR PHYSICAL ACTIVITY**

6cp

*prerequisite: 27173 Efficiency of Human Movement I*

Examines the role of nutrition in maintaining a healthy lifestyle and in exercise and sports performance. Focuses on dietary guidelines for exercise prescription and sports performance and on the relationships between physical activity and eating disorders such as anorexia, bulimia and obesity.

**27106****SOCIAL PSYCHOLOGY OF LEISURE**

4cp

Provides students with a basic grounding in the principles of social psychology and how these can be understood and applied within a leisure context. Specific reference is made to the role of social psychology within a range of professional contexts including tourism, sport and the outdoors. Builds a critical awareness in students of the methods and assumptions that underpin social psychological inquiry.

**27115****ARTS AND ENTERTAINMENT MANAGEMENT**

6cp

*prerequisite: 27187 Leisure Concepts*

Examines the concepts of 'art' and 'entertainment' and their changing roles in social life; the theories of culture and their relevance to the contemporary analysis of leisure; and the organisation of the arts and the entertainment industry in Australia with particular reference to access and equity, the politics of patronage, and the composition of audiences. Familiarises students with current issues shaping the future of arts and entertainment in Australia.

**27126****LEISURE IN AUSTRALIA**

6cp

Provides students with the opportunity to investigate and account for the leisure patterns of Australians. Builds a framework for analysing the development of 'industrial' responses to this behaviour and provides a grounding on which subsequent contextual knowledge is built later in the course. Provides students with the opportunity to learn a range of information retrieval and reporting techniques central to the development of scholarship.

**27131****COMMUNITY ARTS**

6cp

*prerequisite: 27187 Leisure Concepts*

Provides an understanding of the role of community arts in Australian society. Students 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 activity.

**27134****OUTDOOR EDUCATION 1**

6cp

Examines the scope and significance of outdoor education from leisure education, environmental education and personal development perspectives. These three areas are taught within a holistic framework that also takes account of the social, political and economic frameworks which influence and shape the 'outdoors'. Provides students with the personal competencies to organise and lead lightweight camping and bushwalking programs in the environs of Sydney.

**27137****WATER-BASED RECREATION**

6cp

Examines the growth and extent of water-based recreation in Australian society; the administrative structures which have evolved to cater for water-based recreation; and the skills and resources necessary to program for selected water-based activities.

**27149****PERFORMANCE STUDIES 1**

4cp

Provides students with the knowledge and skills necessary to understand the relationships between the anatomical bases of human movement and performance in physical activity. Competence in a range of dance and gymnastics activities is required.

**27151****LITERATURE OF TRAVEL AND TOURISM**

6cp

*prerequisites: 27128 Introduction to Tourism Systems; 27648 The Tourism Industry*

Builds on the knowledge students have of tourism from earlier subjects to develop a comprehensive understanding of the tourism phenomenon. Exposes students to representative examples of travel writing of the past two centuries, with an emphasis on 20th century travel writing. Develops skills in critical analysis, research, written communication and oral presentation.

**27152****MEASUREMENT AND DEVELOPMENT OF PHYSICAL CAPACITY**

6cp

*prerequisite: 27175 Energetics of Human Movement*

Examines the interrelationships between physical activity and the physiological and anatomical development of the individual, with emphasis on the measurement and development of physical capacity (strength, flexibility and endurance) and basic training methodology. Provides students with proficiency in the skills required to measure fundamental human-movement-related capacities.

**27153****PHYSIOLOGICAL BASES OF HUMAN MOVEMENT**

6cp

*prerequisites: 27190 Functional Kinesiology; 65014 Chemistry (Human Movement)*

Examines the structure and function of the major systems of the body. Serves as an introduction to life processes in the healthy state and the physiological bases underpinning human movement.

**27154****READINGS FOR THESIS**

6cp

*prerequisite: admission to Honours program*

Provides Honours students with the opportunity to explore in greater depth

the major themes and issues pertaining to their area of research. Enables students to recognise the contribution of literature to their research problem. Allows students to use the literature to develop the theoretical and conceptual framework of the Honours thesis.

### **27155**

#### **RESEARCH DESIGN AND STATISTICS FOR HUMAN MOVEMENT**

*4cp*

Introduces students to the concepts and skills necessary to understand and conduct research in the human movement context. Provides an essential understanding of research procedures and statistical concepts and techniques applicable to professional practice and academic inquiry in human movement.

### **27156**

#### **RESEARCH METHODS 1**

*4cp*

Introduces students to the skills necessary to conduct research in the leisure and tourism contexts. Provides an essential understanding of research procedures and statistical concepts and techniques applicable to professional practice and academic inquiry in the leisure and tourism fields.

### **27157**

#### **RESEARCH METHODS 2**

*4cp*

*prerequisite: 27156 Research Methods 1*

Provides students with the knowledge and skills to both systematically examine existing research material and conduct small-scale research projects. Provides students with the opportunity to learn and integrate software programs into industry-based research projects and undertake a research project which has 'real-life' application.

### **27158**

#### **THE SMALL LEISURE/TOURISM BUSINESS**

*6cp*

*prerequisites: 22028 Accounting Practices; 24105 Marketing Principles; 27628 Law for Leisure, Sport and Tourism (BA in Leisure Studies and BA in Human Movement Studies); 22105 Accounting A; 27642 Tourism Services Marketing; 27628 Law for Leisure, Sport and Tourism (BA in Tourism Management)*

The private sector of the leisure and tourism industries is characterised by the large and growing number of small businesses. Increasingly, it can be expected that graduates from the School's courses will work in or establish their own small business. The opportunity to study the small business phenomenon and its operation is therefore seen as beneficial to such students.

### **27159**

#### **SOCIAL ISSUES IN SPORT AND EXERCISE**

*4cp*

*prerequisite: 27186 Leisure and Human Movement in Social Context*

Examines contemporary issues which influence sport and exercise practices in Australia and overseas. Students will develop research, analytical and professional skills in a context which will allow them to arrive at and justify informed positions regarding selected issues in the fields of sport and exercise.

### **27160**

#### **SPORT AND EXERCISE BEHAVIOUR**

*6cp*

*prerequisite: 27106 Social Psychology of Leisure*

Examines sport performance in relation to cognitive and social psychological constructs. Emphasises the utilisation of sports psychology for performance enhancement in sport. Examines exercise psychological responses with an emphasis on how these responses influence future exercise behaviour. Employs a contextual learning strategy where students are required to both examine and apply psychological theories in the exercise and sport environment. Focuses on developing a strong theoretical understanding as well as developing proficiency in the skills

required for measurement and assessment in exercise and sports psychology.

### **27161**

#### **SPORTS MARKETING**

6cp

Examines the nature of market relations and marketing processes for sport. Focuses on the application of generic marketing skills to sports-specific contexts including sports sponsorship, franchising and merchandising. Examines marketing strategies for special events and considers issues relating to corporate sponsorship, fundraising, sales and public profiling.

### **27162**

#### **TOURISM IN SOCIAL CONTEXT**

6cp

Introduces students to the literature and practice of sociological and cultural analysis. Selected sociological and cultural studies perspectives are used to inquire into, and critically appraise, aspects of tourism such as the authenticity of tourist attractions, travel photography and images, the social impacts of tourism on host cultures, and the reshaping of urban environments around tourism/leisure precincts.

### **27163**

#### **TOURISM INDUSTRY PRACTICUM**

6cp

*prerequisite: completion of the first year of the BA in Tourism Management*

Provides students with an understanding of career paths within the tourism industry as well as basic job-seeking skills such as resumé writing. Introduces students to matters associated with occupational health and safety, employee rights and equal employment opportunity within the context of the tourism industry. Provides students with the opportunity to gain first-hand experience of firms/organisations in which they are considering seeking employment upon graduation. Allows students to see directly how the content of their program can be applied in a practical setting. Expands the professional network of students which can later be used to facilitate job placement. Students are required to complete 10 weeks (400 hours) of industry experience (in

years 2 and 3 of their program) to fulfil the work placement component of this subject.

### **27164**

#### **TOURISM SERVICES MANAGEMENT**

6cp

*prerequisites: 27648 The Tourism Industry; 21130 Management and Organisations (or equivalent)*

Assesses the applicability of generic management theories and concepts to various tourism industry settings. Examines the functions and levels of management in tourism industry organisations through the use of case studies. Develops in students an ability to formulate strategic plans and management strategies, particularly with respect to the provision of a given level of service quality.

### **27165**

#### **TOURISM STUDIES PROJECT 1**

6cp

*prerequisite: 27157 Research Methods 2. This subject is only available to students in their final year of study.*

The subjects Tourism Studies Project 1 and 2 act as capstone subjects for the BA in Tourism Management by bringing together knowledge and skills developed throughout the course. Students select a problem, issue, or opportunity of interest to both themselves and a specific client organisation and prepare a detailed research proposal. As a prelude to the preparation of this document, students are required to undertake an analysis of their chosen problem using the Tourism System model. A critical appraisal of the chosen client organisation's decision making processes is also conducted.

### **27166**

#### **TOURISM STUDIES PROJECT 2**

6cp

*prerequisite: 27165 Tourism Studies Project 1*

The subjects Tourism Studies Project 1 and 2 act as capstone subjects for the BA in Tourism Management by bringing together knowledge and skills developed throughout the course. Students carry through the activities outlined in the research proposal prepared in Tourism Studies Project 1 and produce a final

report for submission to their supervisor and client.

### **27167**

#### **TOURIST DESTINATION MARKETING AND MANAGEMENT**

6cp

*prerequisite: 27642 Tourism Services Marketing*  
*corequisite: 27523 Leisure and Tourism Planning*

Examines marketing and management issues associated with the development of tourist destination regions at the local, regional, State and national level. Develops in students an understanding both of factors influencing destination development and of the strategic marketing process itself. Deals with destination region management and marketing audits and life cycles; target market selection; models of consumer destination choice; the roles played by local, regional, State and national tourist organisations in the development of tourist destination regions; and the generation of strategic marketing and management responses.

### **27168**

#### **WOMEN AND LEISURE**

6cp

*prerequisite: 27187 Leisure Concepts*

Enables students to follow up the introductory material provided in Leisure Concepts and to study the growing literature on women/gender and leisure which has developed over recent years in response to the 'gender blindness' of early leisure research and policy. Covers theoretical, empirical, critical and applied perspectives on women and leisure, including: radical and reformist perspectives on patriarchy; research on women, sport and leisure; and policy implications for leisure provision and management.

### **27169**

#### **AGEING AND LEISURE**

6cp

*prerequisite: 27326 Leisure and Specific Populations*

Enables students to follow up the introductory material provided in Leisure and Specific Populations. Reflects the increasing significance of the elderly in the demographic structure of Australia, and recognises the increasing employment

opportunities and professional responsibilities in relation to services for the elderly. The focus is on people over the age of 55 years and covers theoretical, empirical, critical and applied perspectives on ageing and leisure, including theories of ageing and retirement; the ageing of the Australian population; research on ageing and leisure; and policies for leisure provision for older adults.

### **27170**

#### **ANALYTICAL PROCEDURES IN HUMAN MOVEMENT**

6cp

*prerequisite: 27173 Efficiency of Human Movement I*

Provides students with theoretical and practical knowledge of paradigms and methodologies pertaining to human movement research. Examined are skills relevant to a diversity of contexts in which analysis of the human response to exercise is undertaken, with an emphasis on fitness or health screening and physiological assessment of specific populations.

### **27171**

#### **APPLIED KINESIOLOGY**

6cp

*prerequisite: 27180 Functional Kinesiology*

Develops an understanding of how human movement is affected by the body's structure. Detailed study of musculoskeletal and neuromuscular anatomy is applied to the human movement context.

### **27172**

#### **APPLIED SPORT PSYCHOLOGY**

6cp

Examines the field of applied sport psychology. Focuses primarily on performance enhancement through the understanding and implementation of psychological principles in sport situations.

**27173****EFFICIENCY OF HUMAN MOVEMENT 1**

6cp

*prerequisite: 27175 Energetics of Human Movement*

Examines human physiological responses and adaptations to exercise with emphasis on metabolism, ventilation, cardiorespiratory function, muscle metabolism, and exercise training methodology. Focuses on developing a strong theoretical understanding as well as developing proficiency in the skills required for fundamental assessment in exercise physiology.

**27174****EFFICIENCY OF HUMAN MOVEMENT 2**

6cp

*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, exercise and rehabilitation.

**27175****ENERGETICS OF HUMAN MOVEMENT**

4cp

*prerequisites: 27153 Physiological Bases of Human Movement; 65014 Chemistry (Human Movement)*

Examines the interactions between the bioenergetic, metabolic, neurological and hormonal aspects of human movement, muscular control, and cardiorespiratory function and performance.

**27176****ENVIRONMENTAL INFLUENCES IN SPORT AND EXERCISE PERFORMANCE**

6cp

*prerequisite: 27173 Efficiency of Human Movement 1*

Examines the effects of environmental influences such as heat, cold, high and low pressure, and pollution on physical performance. Focuses on developing a strong theoretical understanding as well

as developing proficiency in the practical skills required for sport and exercise performance in specific adverse environmental conditions.

**27177****EVENT AND FACILITY MANAGEMENT**

6cp

Analyses the procedures necessary for the efficient management of events and facilities in regional, State and international sports contexts. Considers planning and operational strategies, financing, supervision and evaluation, concept development and organisational structures.

**27178****EXERCISE REHABILITATION**

6cp

*prerequisite: 27173 Efficiency of Human Movement 1*

Examines the role of physical exercise as a therapeutic adjunct in the amelioration of certain chronic medical conditions. Focuses on developing a strong understanding of the physiological, biomechanical, psychological and sociological limitations of these chronic medical conditions as well as developing proficiency in the skills required for individualised prescription of exercise programs for special populations.

**27179****FESTIVALS AND SPECIAL EVENTS**

6cp

Enables students to assess the range of perspectives and definitions central to the study of festival- and event-based leisure; determine the roles played by festivals and special events; identify the costs and benefits, along with mechanisms for maximising benefits and ameliorating costs; demonstrate skills associated with the development, marketing and management of festivals and special events; and develop an understanding of methods used to evaluate outcomes.

**27180****FUNCTIONAL KINESIOLOGY**

6cp

Incorporates a detailed examination of the structure and function of bones, joints, muscles and nerves with emphasis on the identification of anatomical structures and their relevance to human motion. Forms the basis for subsequent study of the physiological and kinesiological aspects of human movement.

**27181****HUMAN MOTOR DEVELOPMENT**

4cp

*prerequisite: 27180 Functional Kinesiology*

Introduces students to the effects of physical activity on child and adolescent growth and development. Provides a basis for the study of the physiological, biomechanical and behavioural aspects of human growth and development.

**27182****INTERNATIONAL TOURISM**

6cp

*prerequisites: 27128 Introduction to Tourism Systems; 27648 The Tourism Industry*

Provides students who are interested in international tourism with the opportunity to develop the knowledge and skills appropriate to effective management positions in the industry sectors involved in this form of tourism. Involves a high level of interaction with tourism industry firms and organisations, usually in the 'Australia-to-Bali/Indonesia' tourism system, and a compulsory 14-day field study tour, in most cases to Bali, the full cost of which is borne by the students.

**27183****INTRODUCTION TO HUMAN MOVEMENT STUDIES**

6cp

Introduces students to the study of human movement through a conceptual approach. Presents basic research techniques as well as an exploration of professional opportunities in various areas of human movement.

**27184****INTRODUCTION TO TOURISM SYSTEMS**

6cp

Analyses the essential elements of tourism in terms of their functional, structural, operational and interrelational attributes, and examines the nature of the interrelationships between tourism and the significant environments with which it interacts. Provides students with knowledge and understanding of the specific and general contexts within which management in, and management of, tourism are practised.

**27185****INTRODUCTION TO TOURIST BEHAVIOUR**

6cp

*prerequisite: 27184 Introduction to Tourism Systems*

Introduces conceptual and methodological approaches to the study of tourist behaviour. Seeks to develop an understanding of the relationships that exist between tourists and the various environments—social, cultural and physical—with which they interact. Discusses various approaches to managing tourist behaviour. Content is largely based on contributions from social psychology and environmental psychology with input from the other social sciences.

**27186****LEISURE AND HUMAN MOVEMENT IN SOCIAL CONTEXT**

6cp

*prerequisites: 27126 Leisure in Australia (BA in Leisure Studies); 27183 Introduction to Human Movement Studies (BA in Human Movement Studies)*

Students will study the meaning of leisure and human movement in a social context through an introduction to the literature of sociology and sociological analysis. They will be required to apply these specifically to the phenomena of human movement and leisure and thus develop critical understandings of the roles of leisure and human movement in society with specific reference to Australian society.



**27187****LEISURE CONCEPTS**

6cp

Introduces the concepts of 'leisure' as freedom and control from various disciplinary frameworks and perspectives. Gives students a broader and deeper understanding of the concepts of leisure and the ability to recognise and articulate the frameworks and perspectives that inform these concepts.

**27188****YOUTH AND LEISURE**

6cp

*prerequisite: 27326 Leisure and Specific Populations*

Enables students to follow up the introductory material provided in Leisure and Specific Populations. Focuses primarily on young people from approximately the ages of 12 to 20 years and covers theoretical, empirical, critical and applied perspectives on youth and leisure, including theories of youth/adolescent development; research on youth and leisure; youth subcultures; the commercial sector and youth leisure—marketing and provision; and policies for youth leisure provision and education for leisure.

**27189****PROFESSIONAL PRACTICE 1**

6cp

Provides students with practical experience through which they can further develop their professional and personal skills. Professional practice experiences assist to prepare students for a career position upon completion of their course of study. Allows students the opportunity to connect theory with practice and critically analyse the outcomes.

**27190****PROFESSIONAL PRACTICE 2—PROJECT**

4cp

*prerequisite: 27189 Professional Practice 1*

Provides practical opportunities through which students can further develop professional and personal skills in the leisure and human movement field.

Through a 180-hour placement students will be able to apply and test the various theories and concepts learnt during their course of study in a practical setting. Project management, report writing and presentations are the major assessment components. Career planning and job application skills are an additional element of this subject.

**27216****LEISURE SERVICES MANAGEMENT**

6cp

Provides an understanding of the management issues emanating from the special nature of service industries; the role and importance of leisure services in a 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**

6cp

*prerequisites: 27173 Efficiency of Human Movement 1; 27223 Mechanics of Human Motion; 27160 Sport and Exercise Behaviour; 27331 Motor Learning and Control*

Analyses the coaching process in sport. Focuses on leadership strategies, coaching responsibilities, skill development strategies, utilising psychological and biomechanical processes in sports coaching and principles of training for performance enhancement.

**27222****EXERCISE PRESCRIPTION**

6cp

*prerequisite: 27173 Efficiency of Human Movement 1*

Examines principles related to the prescription of exercise to non-risk individuals. Considers exercise adherence, program development and evaluation, and special populations.

**27223****MECHANICS OF HUMAN MOTION***6cp*

Enables students to develop an understanding of the fundamental concepts of mechanics applicable to the study of human motion with implications for equipment design, injury prevention and performance optimisation.

**27234****OUTDOOR EDUCATION 2***6cp*

*prerequisite: 27134 Outdoor Education 1*

Develops the substantive content from Outdoor Education 1 and focuses specifically on understanding the environmental, personal and social development, and program management aspects, of outdoor experiences. Provides students with the competencies necessary to organise and manage outdoor education programs selected from the following: abseiling, rock climbing, caving, canoeing, cross-country skiing, canyoning, orienteering and expeditioning.

**27249****PERFORMANCE STUDIES 2***4cp*

*prerequisite: 27149 Performance Studies 1*

Provides students with the knowledge and skills necessary to understand the effects of human growth and development on performance in physical activity. It will provide students with the knowledge and skills necessary to understand the development of human physical capacities, strength, power, flexibility and cardiorespiratory fitness. Competence in a range of exercise, sport and gymnastics activities is required.

**27306****MARKETING OF LEISURE SERVICES***6cp*

*prerequisite: 24105 Marketing Principles*

Develops a comprehensive awareness of marketing in the leisure environment. Gives students the opportunity to develop applied skills in the construction of a marketing plan and the management of the marketing mix in the leisure industry.

**27307****THE ADMINISTRATION OF AUSTRALIAN SPORT***6cp*

Examines the scope and role of sport in contemporary Western societies with particular reference to Australia. Seeks to understand and account for policy development and implementation across the commercial, public and voluntary sectors. Addresses a number of professional issues surrounding contemporary trends in Australian sport.

**27311****SOCIOLOGY OF SPORT AND LEISURE***6cp*

*prerequisite: 27187 Leisure Concepts*

Takes students into the specialised sociology literature on sport and leisure to encourage disciplined critical and creative thinking about these phenomena. Students engage with various perspectives in sociology—conflict, symbolic interaction, figurational, formal etc.—with a view to developing clear and insightful analyses of sport and leisure.

**27313****HUMAN ECOLOGY***6cp*

Examines the interrelated nature of the social, political and natural environments in which we live. Discusses the implications for humanity of major disruptions to the global ecosystem and current responses to these meta-problems. Analyses the above with a view to developing opportunities for personal action.

**27315****LEISURE FACILITY DESIGN***6cp*

Seeks to provide students with an understanding of the design and physical planning processes involved in developing leisure facilities; an overview 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 range of evaluation models that have been developed to gauge the effectiveness of leisure facilities.

**27316****LEISURE AND FITNESS CENTRE OPERATIONS**

6cp

Provides students with a basic understanding of the operational requirements, issues and evaluation methods involved in leisure and fitness centre management. Of interest to those students aiming to pursue careers in sports administration and commercial leisure services.

**27323****LEISURE AND PUBLIC POLICY**

4cp

Examines the rationale for government involvement in leisure, tourism, sport, the environment and the arts. Examines political ideology and power processes in the community and also methods of policy analysis, including performance indicators, cost-benefit, economic impact analysis and performance appraisal.

**27326****LEISURE AND SPECIFIC POPULATIONS**

4cp

*prerequisite: 27126 Leisure in Australia*

Examines the philosophical and theoretical issues related to 'specific populations'. Traces the historical evolution of treatment of specific populations and discusses contemporary practice. Selected specific populations (e.g. people with physical disabilities, youth at risk) are covered in detail with the focus of study on leisure lifestyle and opportunities. Students will have direct contact with specific populations through field visits.

**27327****TOURISM'S ENVIRONMENTAL INTERACTIONS**

6cp

Examines the breadth and significance of tourism's interactions with its economic, physical, social, cultural, political and legal environments; the implications of these interactions for the development and management of tourism; contemporary environmental issues which affect tourism in Australia; and the application of basic

economic and environmental evaluation techniques to tourism-related problems.

**27331****MOTOR LEARNING AND CONTROL**

6cp

*prerequisite: 27181 Human Motor Development*

Examines the processes underlying skilled motor performance, how skilled performances are learnt and how to apply the principles of skilled performance and learning in instructional settings in human movement.

**27349****PERFORMANCE STUDIES 3**

4cp

*prerequisites: 27149 Performance Studies 1; 27249 Performance Studies 2*

Provides students with the knowledge and skills necessary to understand biomechanical, physiological and behavioural analysis procedures in dance and sport. Competence in various dance, swimming, track and field and team sport activities will be required.

**27449****PERFORMANCE STUDIES 4**

4cp

*prerequisites: 27149 Performance Studies 1; 27249 Performance Studies 2*

*corequisite: 27349 Performance Studies 3*

Provides students with the knowledge and skills necessary to understand biomechanical, physiological and behavioural analysis procedures in high-performance sport. Examines exercise prescription and sport participation for special populations (e.g. cerebral palsy, amputees, visually impaired, developmentally disabled). Competence in various sport activities will be required.

**27501****PARK AND NATURAL AREA MANAGEMENT 1**

6cp

*prerequisite: 27126 Leisure in Australia*

Covers 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; and the

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 between 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.

### **27523**

#### **LEISURE AND TOURISM PLANNING**

6cp

*prerequisite: 27323 Leisure and Public Policy (for Leisure and Tourism students only)*

Examines the various forms of planning intervention as they apply to leisure and tourism, specifically State environmental planning legislation and practice, especially development control and environmental impact assessment; selected planning techniques, strategies and principles; and the evaluation of planning proposals, reports and practices.

### **27526**

#### **LEISURE THEORY**

6cp

*prerequisites: 27186 Leisure and Human Movement in Social Context; 27187 Leisure Concepts*

Familiarises students with a cross-section of the literature which informs different aspects of leisure theory. The literature addressed will draw from sociology, psychology, history, philosophy and leisure studies. Familiarises students with contemporary debates and issues in leisure theory, and with the relevance of the leisure theories and theorists to contemporary leisure services and provision.

### **27601**

#### **PARK AND NATURAL AREA MANAGEMENT 2**

6cp

*prerequisite: 27501 Park and Natural Area Management 1*

Covers various systems of natural area protection in Australia and internationally, the advantages and limitations of these and the role of recreation in natural area management. Discusses the application of

systems for recreation planning in the natural environment. Undertakes an analysis of critical case studies dealing with selected issues in the recreation management of natural areas in Australia and overseas.

### **27606**

#### **CONTEMPORARY ISSUES IN LEISURE**

6cp

*prerequisites: 27523 Leisure and Tourism Planning; 27323 Leisure and Public Policy*  
*corequisite: 27526 Leisure Theory*

The culmination of the Theoretical and Professional Studies streams of the BA in Leisure Studies. On completion students will be able to identify, articulate and debate professional issues which they will confront in their future careers. Students will combine academic and management skills into consultative expertise.

### **27608**

#### **PREVENTION AND CARE OF ATHLETIC INJURIES**

6cp

*prerequisite: 27171 Applied Kinesiology*

Examines the recognition, treatment and prevention of injuries related to sport and physical activity. Emphasis is placed on immediate recognition and on-site treatment of athletic injuries and the role of the human movement specialist in rehabilitation and prevention of athletic injuries.

### **27620**

#### **LEISURE STUDIES SPECIAL PROJECT**

6cp

*prerequisite: 27156 Research Methods 1; 27157 Research Methods 2; and approval of the course coordinator*

Provides students with the opportunity to develop specific project-based vocational or theoretical knowledge in an area of personal interest. Open to students who have attained a credit average or above and who have demonstrated a capacity to engage in self-directed work.

**27628****LAW FOR LEISURE, SPORT AND TOURISM**

6cp

*prerequisites: 27126 Leisure in Australia; 27648 The Tourism Industry; 27183 Introduction to Human Movement Studies (for Leisure and Tourism students only)*

Introduces students to legal principles and laws as they relate to leisure, sport and tourism activity and its management. Covers law as it affects the leisure participant, the tourist and the sports person, the leisure professional, the tourism manager and the sports administrator.

**27631****TOURISM MANAGEMENT**

6cp

*prerequisite: 27648 The Tourism Industry*

Assesses the applicability of generic management theories and concepts to various tourism industry settings. Examines the functions and levels of management in tourism industry organisations through the use of case studies. Fosters an ability to formulate strategic plans and management strategies, particularly with respect to the provision of a given level of service quality.

**27642****TOURISM SERVICES MARKETING**

6cp

*prerequisites: 24105 Marketing Principles; 27648 The Tourism Industry*

Identifies and describes those characteristics of personal services that impact upon the formulation of marketing strategies and tactics. Examines approaches to the design, development and delivery of tourism services; describes and discusses pricing, communication, and distribution strategy options available to tourism services marketers; identifies factors impacting upon market selection, positioning, and demand management within tourism firms; and discusses approaches to organisational design consistent with the achievement of a marketing orientation within tourism firms. The analysis of case-specific data relating to tourism industry marketing practices is a central aspect of this subject.

**27643****TRAVEL AND TOURISM OPERATIONS 1**

6cp

*corequisite: 27653 Travel and Tourism Operations 2*

Provides students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills associated with retail travel agency operations. Equips students with the ability to undertake tasks associated with entry level positions within the retail and associated sectors of the tourism industry.

**27644****HOSPITALITY OPERATIONS 1**

4cp

*corequisite: 27654 Hospitality Operations 2*

Seeks to provide students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills (e.g. basic cookery, food service skills) associated with entry level positions in the accommodation sector.

**27645****TOURISM PROJECT DEVELOPMENT**

6cp

*prerequisite: 27523 Leisure and Tourism Planning*

Examines the environment and conditions under which the development of specific tourist facilities takes place, especially within Australia; the motivations and behaviour of developers of tourism properties, particularly as embodied in the development process; the interactions and interrelationships between tourism developers and other significant participants in the development process, including financiers, investors, facility managers, and planners; and the nature and functions of development feasibility studies and the appreciation of basic associated techniques. Develops an ability to critically evaluate tourism development proposals and their associated feasibility studies.

**27646****TOURIST ATTRACTION  
MANAGEMENT**

6cp

*prerequisite: 27128 Introduction to Tourism Systems or 27648 The Tourism Industry*

Examines the distinctive aspects of tourist attraction management and marketing. Examines a range of selected case studies, which in the past have included Gledswood Homestead, Manly Aquarium and the Australian Museum. Reviews the relationship between tourist attractions and inbound tour operators, coach tour operators, and local, regional and state tourist organisations. Involves a number of field visits. Of interest to students seeking to develop knowledge and skills relevant to the pursuit of careers in the tourist attraction area, or in tourism industry sectors which interact closely with tourist attractions.

**27647****TRANSPORTATION IN TOURISM**

6cp

*prerequisite: 27648 The Tourism Industry*

Introduces students to management within the context of the carrier sector. Deals with the environmental (particularly regulatory) context in which carriers operate; general principles of transportation and transport economics; strategic planning; marketing and service delivery issues; the employment of quantitative techniques in the carrier sector; and collaborative linkages between the carrier sector and other sectors of the tourism industry.

**27648****THE TOURISM INDUSTRY**

6cp

Introduces students to the study of the tourism industry. Identifies and systematically analyses the various sectors of the industry in terms of their functional, structural, operational and interrelational attributes. Examines the nature of the interrelationships between the tourism industry and the significant environments with which it interacts. Provides students with an understanding of the specific context within which intra-industry management, and public sector policy

aimed at the overall management of tourism, are practised.

**27649****ECOTOURISM**

6cp

Provides students with an awareness of the philosophical and ideological bases that have led to the concept of ecotourism; an appreciation of the interrelated nature of the socio-cultural, political, economic and natural environments in which ecotourism operates; an awareness of the implications ecotourism has for eco-systems; an understanding of cultural biodiversity and the effect it has on people's individual lifestyles; and an ability to understand the costs and benefits of ecotourism to society.

**27653****TRAVEL AND TOURISM  
OPERATIONS 2**

6cp

*corequisite: 27643 Travel and Tourism Operations 1*

Provides students with knowledge and skills associated with operational level positions within the tour wholesaler and inbound tour operator sub-sectors of the tourism industry. Describes the characteristics of both the tour wholesaler and inbound tour operator sub-sectors; identifies key resources employed in the operation of tour wholesalers and inbound tour operators; develops operational level skills associated with running both an inbound tour operator and tour wholesaler business; discusses interrelationships that exist between inbound tour operators and tour wholesalers and other sectors of the tourism industry.

**27654****HOSPITALITY OPERATIONS 2**

4cp

*corequisite: 27644 Hospitality Operations 1*

Provides students with skills and knowledge relevant to operational level positions in accommodation establishments. Deals with procedures associated with the operation and management of the front office section of an accommodation establishment; operational level tasks associated with the housekeeping

department of an accommodation establishment; procedures associated with cash control, budgeting and costing; and legal and regulatory influences on the hospitality sector.

## **27690**

### **HONOURS THESIS**

30cp

*prerequisite: Admission to Honours program*  
*corequisite: 27941 Advanced Research Methods for Leisure and Tourism*

The Honours Thesis requires the student to produce a 20,000-word thesis based on an original problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

## **27703**

### **EVENTS MANAGEMENT**

6cp

*prerequisites: 27128 Introduction to Tourism Systems; 27648 The Tourism Industry*

Provides students with the skills and knowledge necessary for management positions within the area of event-based tourism. Particular emphasis is placed on conferences, festivals and special events. Describes the broad characteristics of the events sub-sector of the tourism industry, and discusses the roles played by events in the development of tourist destination regions. Examines the broad functions performed by events from the perspective of communities, organisers, participants and attendees. Reviews the planning, marketing, organising and evaluation tasks associated with events.

## **UNDERGRADUATE SUBJECTS OFFERED BY OTHER FACULTIES**

### **015001**

#### **LANGUAGE CULTURE AND COMMUNICATION 1**

4cp

Introduces students to a social theory of language. Highlights the relationship between culture, context and language. Provides students with an important tool for understanding the language of learning and also for understanding their own

use of English in a range of contexts. Introduces multiculturalism in terms of policy and what it means to take on a cultural perspective in adult education and training. Ends with a consideration of the implications of these understandings for curriculum and assessment that need to be integrated in the Fields of Practice subjects.

### **015002**

#### **ADULT TEACHING AND LEARNING**

4cp

Introduces the major schools of teaching and learning theory that inform the practice of adult education in its major forms in Australia. Examines a number of key practitioners and theorists who have contributed to, or are identified with, the various schools.

### **015005**

#### **PSYCHOLOGICAL PERSPECTIVES ON ADULT LEARNING**

4cp

Provides students with an understanding of the major psychological approaches to issues in adult learning and teaching; processes for developing cognitive skills; variables affecting acquisition, retention and transfer; and a range of learner characteristics that affect learning. Students will be encouraged to apply this understanding to their teaching practices.

### **015006**

#### **PROGRAM DEVELOPMENT AND NEEDS ANALYSIS**

4cp

Provides students with the knowledge and skills to develop and implement adult education and training programs in the context of the contemporary education and training environment, and to critically evaluate these processes within the context of teaching and learning.

### **015007**

#### **ADULT LEARNING IN SOCIAL CONTEXT**

4cp

Assists the educator of adults to understand how adult learning is shaped by social context, and to understand and

respond appropriately to social influences on their professional practice. Context is examined at different levels of the group, the organisation, community and society. Introduces a range of social theories and perspectives.

### **015008**

#### **ASSESSING LEARNING AND EVALUATING PROGRAMS**

*4cp*

Provides participants with the knowledge and skills to develop and implement assessment and evaluation strategies within contemporary adult education and training programs, and to critically evaluate these processes within a range of teaching and learning contexts.

### **015009**

#### **ANALYSING CURRENT ISSUES IN AUSTRALIAN EDUCATION**

*4cp*

Examines key issues which impact on Australian educational provision. Provides an overview of contemporary issues in education and their relation to developments in the wider Australian society; considers how these are reflected in educational policy and practice across the sectors throughout the life span; provides frameworks for the critical analysis of these issues and policies; provides opportunities for participation in scholarship and debate within the educational community.

### **015012**

#### **INTERNATIONAL PERSPECTIVES ON EDUCATION**

*4cp*

Studies the social, political, historical and economic forces that shape educational issues that are the common subject of debate worldwide. Students will be encouraged to undertake regional case studies in the Asia-Pacific region.

### **015110**

#### **ABORIGINAL CULTURES AND PHILOSOPHIES**

*8cp*

Introduces students to Aboriginal culture and social organisation as expressions of

Aboriginal cosmology. Contemporary Aboriginal culture is presented as an evolving response to colonialism and as a reassertion of cultural empowerment.

### **015111**

#### **ISSUES IN ABORIGINAL EDUCATION**

*8cp*

*prerequisite: 015110 Aboriginal Cultures and Philosophies*

Provides opportunities for students to develop a critical understanding of a range of issues concerning Aboriginal education. Explores the historical background of, and contemporary factors affecting, Aboriginal education.

### **015112**

#### **ABORIGINAL INITIATIVES IN EDUCATION: TOWARDS COMMUNITY CONTROL**

*8cp*

*prerequisite: 015111 Issues in Aboriginal Education*

Provides opportunities for students to critically explore Aboriginal initiatives in education. Students undertake field visits and complete an extended internship.

### **023001**

#### **PSYCHOLOGY OF SECONDARY STUDENTS**

*3cp*

Provides students with an understanding of the principles and patterns of human growth and development in the secondary school years; with knowledge of types of learning and their interaction with teaching approaches and strategies; and with a knowledge of effective ways of interacting with students.

### **023002**

#### **MEETING SPECIAL NEEDS IN THE SECONDARY SCHOOL**

*3cp*

Provides students with effective ways of interacting with students; with strategies for identifying students with learning or behavioural difficulties; with knowledge of how secondary school teachers can meet the challenges presented by students with special needs, including those with learning or behavioural difficulties, and



gifted and talented students; and with an understanding of the educational issues relevant to the use of alternative curricula and learning contexts, including alternate pathways in post-compulsory education.

### **023191**

#### **SECONDARY PRACTICUM 1a AND 1b** *12cp*

Introduces students to professional practice in the secondary school by drawing together the theory and practice necessary for an effective educational practitioner. Enables students to address skills, understandings, procedures and policy issues that are essential to effective professional practice by all teachers in present-day secondary schools, and assists them to combine the knowledge and insights which are provided by all of the other subjects which they undertake in the program.

### **023192**

#### **SECONDARY PRACTICUM 2** *12cp*

Prepares students to implement current developments in learning and teaching by addressing a range of policy issues and their implications for professional practice in the school. Emphasises the development of professional commitment and its implications for life-long learning. Further integration of theory and practice occurs as students engage in and reflect upon their school-based practice.

### **023500**

#### **INTRODUCTION TO DEVELOPMENTAL AND EDUCATIONAL PSYCHOLOGY**

*6cp*

Helps students understand that principles derived from developmental and educational psychology can contribute substantially to their effective functioning as people and as leisure and tourism professionals. Provides a systematic general view of human growth and development and shows that effective instructional techniques can assist individuals in reaching their developmental potential.

### **023502**

#### **SOCIAL BASES OF EDUCATION**

*3cp*

Enables students to: appreciate the nature of social relationships in the school and how these affect teacher and student behaviour; understand the education system in NSW and the role of Federal Government in education; understand how social characteristics influence the educational outcomes of certain social groups; understand the part that the socialisation process plays in shaping educational outcomes; identify and evaluate government and school policies and programs designed to address existing inequalities of opportunity and outcome; and study the directions of social change, the implications of these for schools, and the interaction between schools and society in this context.

### **027001**

#### **LEARNING IN PERSONAL DEVELOPMENT, HEALTH AND PHYSICAL EDUCATION**

*14cp*

This year-long subject is presented in a number of compulsory modules which develop the theoretical and practical content and skills needed for teaching the key learning area of personal development, health and physical education in schools. It involves a detailed analysis of relevant school syllabuses and policy documents and the application of these in the preparation of programs and lessons. It is taught in a way which provides an exemplar for students and is linked to the practicum in order to develop the professional insights and competencies of a reflective practitioner in this area.

### **16352**

#### **VALUATION METHODOLOGY**

*8cp*

*prerequisite: 26122 Quantitative Methods for Business*

Studies the role, functions and obligations of the valuation profession: methods of valuation; time value of money; measures of rates of return; resumption and acquisition values; the use of statistical analyses in valuation practice. Practical studies and field work.

**16453****DEVELOPMENT MANAGEMENT**

4cp

*prerequisite: 26122 Quantitative Methods for Business*

Aspects of the management of projects under development: client needs determination; procurement methods; design management including cost planning and buildability; approvals management.

**16554****URBAN ECONOMICS**

6cp

*prerequisites: 25110 Microeconomics; 25209 Macroeconomics*

Economic theories of land use including location theory, urbanisation, demographics of cities, role of levels of government, urban services, privatisation, urban problems, urban renewal and decentralisation.

**16751****INTERNATIONAL REAL ESTATE**

6cp

*prerequisites: 25110 Microeconomics; 25209 Macroeconomics*

Analyses of the factors that determine foreign investment; an examination of foreign investment in the real estate markets with particular focus on Australia and the Pacific region.

**31415****PRINCIPLES OF SOFTWARE DEVELOPMENT A**

6cp

Introduces the principles and practice of object-oriented software construction using the programming language Eiffel. Includes the object-oriented concepts of classes, objects, clients and suppliers, inheritance, genericity, dynamic binding and polymorphism. Emphasises program testing methods and aspects of software quality such as usability.

**31424****SYSTEMS MODELLING**

6cp

Introduces information system concepts including their static and dynamic components. Describes how these concepts can be used to model systems to capture correctly their structure and needs. Outlines how the ability to capture information about the system in ways understood by its eventual users will improve the final quality of the system. Introduces analysis using various approaches found in contemporary system development including object-oriented methods, data flow diagrams and Entity-Relationship modelling and describes the relationships between these techniques and their application.

**31429****PROCEDURAL PROGRAMMING**

6cp

*prerequisite: 31415 Principles of Software Development A*

Top-down structured program design techniques, and their application to the development of commercial programming applications. Emphasises quality and usability of the resultant systems. Develops debugging and testing skills. The language used will be C.

**31434****DATABASE DESIGN**

6cp

*prerequisite: 31424 Systems Modelling*

Introduces students to basic database design and implementation concepts. Presents database design techniques including relational design and Entity-Relationship analysis. Describes relational databases and object-oriented databases and discusses the applicability of each approach to various problem domains.

**31521****FOUNDATIONS OF COMPUTING AND PROGRAMMING**

6cp

Introduces computer hardware, programming, operating systems and applications software.

**3153I****SYSTEMS ANALYSIS AND DESIGN**

6cp

Concerned with the systems development life cycle, and the tools and techniques used in the analysis of systems requirements and the determination of alternative implementation strategies.

**3155I****DATABASE**

6cp

*prerequisite: 3153I Systems Analysis and Design*

Introduces the design and programming of databases. Students learn SQL and how to design and use a relational database. Introduces object-oriented and distributed databases.

**3156I****DATA COMMUNICATIONS**

6cp

*prerequisites: 3153I Systems Analysis and Design; 3152I Foundations of Computing and Programming*

Introduces students to communication concepts and the terminology of computer communications. Describes the problems involved in the physical and data link layers of communications and their solution. Covers information coding and signal transmissions, local and wide area networks, public packet networks and management and security issues.

**31612****INFORMATION TECHNOLOGY AND DECISION SYSTEMS**

5cp

*prerequisites: all Year 2 subjects*

*corequisites: all Year 3 full-year 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, and 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 include equipment and software acquisition; systems requirements and package capabilities; distributed processing and databases; EDI concepts and standards; principles and practice 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 to be able to apply them to the specification, acquisition and implementation of systems; the principles of database management systems and methods of modeling and interrogating databases; and the concepts and principles of data communications and the network services available.

Topics include 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 inquiries and application development; communication concepts and terminology; network architectures; protocols; and network services and products.

**31737****BUSINESS PROCESS TRANSFORMATION**

4cp

Covers the restructuring of organisational processes through the innovative use of information systems and information technology. Provides a systematic approach to improving corporate

performance and profitability through the application of information technology.

### 31777

#### HUMAN COMPUTER INTERACTION

4cp

*prerequisite: 31531 Systems Analysis and Design*

Focuses on human factors and management aspects of 'user-centred' systems development and design. Examines principles, concepts, tools and techniques needed to build 'user-centred' systems.

### 31854

#### DISTRIBUTED DATABASES

4cp

*prerequisite: 31434 Database Design*

Addresses both the theoretical and practical issues associated with design and implementation of distributed database and client/server systems. Relational database concepts form the basis for the theoretical material presented. Briefly covers the object-oriented approach. The material presented will be supported by practical assignment work using a commercially available distributed database management system.

### 31921

#### OBJECTBASES

4cp

*prerequisite: 31434 Database Design*

Introduces OODB concepts. Reviews the basic OO principles and discusses their application to database. The theoretical discussion will be supported with practical exercise using a commercially available OODBMS.

### 31922

#### OBJECT-ORIENTED METHODOLOGIES

4cp

*prerequisite: 31424 Systems Modelling*

Presents two selected methodologies in detail. Describes life cycle issues, process support and deliverables. Explores each methodology in the framework of concepts; representation; process; pragmatics; application domains.

### 31923

#### OFFICE AND GROUP SUPPORT

4cp

*prerequisite: 31531 Systems Analysis and Design*

Describes evolution of systems towards distributed environments with more emphasis on remote and mobile workers. Describes how people work together and the changes to work practices resulting from distribution of such work. Covers the collaboration technology needed to support distributed work and the design processes followed to construct computer-based group support systems.

### 33401

#### MATHEMATICS (COMPUTING SCIENCE)

6cp

*prerequisite: a knowledge of calculus at the HSC 3-unit level is assumed*

Matrices and determinants. Gaussian reduction. Solution of linear equations. Eigenvalues and eigenvectors. Vectors. Products of vectors. Equations of lines and planes. Complex numbers. Polar form and De Moivre's theorem. Linear independence of vectors. Rank of a matrix. Symmetric matrices. Quadratic forms. Geometric transformations in 2 and 3 dimensions. Functions of one and several variables. Maxima and minima. Taylor's theorem. Partial derivatives. Gradient and Hessian. Classification of critical points.

### 35101

#### MATHEMATICS 1

6cp

*prerequisite: a knowledge equivalent to the content of HSC 3-unit Mathematics is assumed*

Matrices and determinants; solution of linear equations; Gaussian reduction. Eigenvalues and eigenvectors. Vectors: products of vectors, equations of lines and planes. Complex numbers: polar form, De Moivre's theorem. Limits, continuity and differentiation. Mean value theorem. Curve sketching. Related rates. Maxima and minima. Integration. Riemann sums, fundamental theorem of calculus; application to areas and volumes and to lengths of curves. Logarithm and exponential functions. Trigonometric and hyperbolic functions; inverse trigonometric and hyperbolic functions. L'Hôpital's rule.

**35102****MATHEMATICS 2**

6cp

*prerequisite: 35101 Mathematics 1*

Methods of integration; improper integrals. Ordinary differential equations; first order linear and variable separate equations; higher order linear equations, undetermined coefficients. Sequences and series; tests for convergence; power series; radius of convergence; Taylor series. Application of matrix exponentials to systems of linear equations. Series solution of linear differential equations; ordinary and regular singular points; Bessel functions. Partial derivatives, directional derivative and gradient; maxima and minima, Lagrange multipliers.

**35212****LINEAR ALGEBRA**

6cp

*prerequisite: 35102 Mathematics 2*

Systems of linear equations, decompositions. Vector spaces. Inner product spaces, Gram–Schmidt orthogonalisation. The eigenvalue problem. Symmetric matrices, diagonalisation, quadratic forms. Jordan form, matrix exponentials.

**35231****DIFFERENTIAL EQUATIONS**

6cp

*prerequisites: 35102 Mathematics 2; 35212 Linear Algebra*

Existence and uniqueness of solutions. Variation of parameters. Qualitative theory of linear and nonlinear systems. Limit cycles. Poincaré–Bendixson theorem. Applications. Boundary value problems, separation of variables. Fourier series. Heat and wave equations. Laplace's equation. Transform methods.

**35241****MATHEMATICAL PROGRAMMING 1**

6cp

*prerequisites: 35212 Linear Algebra; 35232 Advanced Calculus or 33401 Mathematics (Computer Science)*

Subject and methodology of operations research. Examples of linear, nonlinear and dynamic programming. The simplex method. Unconstrained nonlinear

programming problems, first-order and second-order conditions. Convex and concave functions. Newton's method. The method of steepest descent. Basic concepts of sequential decision process. Principle of optimality and functional equations.

**35252****STATISTICS 2**

6cp

*prerequisite: 35151 Statistics 1 (or equivalent introductory tertiary studies in statistics including 26122 Quantitative Methods for Business)*

Probability. Random variables and their probability distributions. Multivariable probability distributions. Function of random variables. Sampling distributions and the Central Limit theorem. Applications to estimation. Multivariate normal distribution.

**35340****OPERATIONS RESEARCH PRACTICE**

6cp

*prerequisites: 35151 Statistics 1 or 26122 Quantitative Methods for Business; 35102 Mathematics 2 or 33401 Mathematics (Computer Science); 34241 Mathematical Programming 1*

Financial modelling—mathematics of finance: compound interest, various types of annuities, perpetuities, bond pricing, contingent payments; consumption and investment decisions under certainty; investment decisions under uncertainty; utility theory and risk analysis, Markowitz portfolio theory; single index model; capital asset pricing model.

Inventory control—economic order quantity; production lot size model; quantity discounts; shortage models; single period model; safety stock approach; service level approach; periodic review system; ABC classification; simulation models; dynamic EOQ; Wagner–Whitin algorithm and Silver–Meal heuristic; classical optimisation methods; materials requirements planning; manufacturing resource planning; Just-in-Time approach; exchange curves, forecasting models.

**35344****NETWORK OPTIMISATION**

6cp

*prerequisite: 35241 Mathematical Programming 1*

Transportation problems; the transportation simplex method; assignment problems; transshipment problems; shortest path problems; maximum flow problems; project planning and scheduling; CPM cost models; network simulation models; minimum cost network flow problems; network simplex method; out-of-kilter algorithm; algorithm analysis; auction algorithm; solution of problems using commercially available software.

**35353****REGRESSION ANALYSIS AND EXPERIMENTAL DESIGN**

6cp

*prerequisite: 35252 Statistics 2*

Simple linear regression. Multiple regression. Single factor analysis of variance. Further analysis of variance. Other experimental designs. Interpretation of results in regression. Regression diagnostics. Regression model building.

**35361****PROBABILITY AND STOCHASTIC PROCESSES**

6cp

*prerequisite: 35252 Statistics 2*

Probability. Random variables and expectations. Limit theorems. Markov chains. The Poisson process. Birth and death processes.

**46301****PRODUCT AND PROCESS DEVELOPMENT**

5cp

*prerequisites: all Year 2 subjects**corequisites: all Year 3 full-year 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.

**46601****ENGINEERING AND CHEMICAL PROCESSES**

4cp

*prerequisites: 21171 Supervised Industry**Practicum 1; 21170 Workshop Technologies: Skills Practice (SIT)**corequisites: 47712 Environment and Waste Management; 46702 Introduction to CAD/CAM*

Considers the two engineering disciplines 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 industry, production, manufacturing, and chemical processes and mecatronics.

**46702****INTRODUCTION TO CAD/CAM**

5cp

*prerequisites: all Year 1 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. 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.

**47712****ENVIRONMENT AND WASTE MANAGEMENT**

4cp

*prerequisites: all Year 1 subjects*

Introduces current environmental problems to students to heighten awareness of the industrial emissions and degree of deterioration of water and air quality in the surrounding environment. Examines procedures of NSW environmental legislation, and various standards and forms of environmental quality management that industries have to adopt. Addresses methods of conducting waste and energy audits; selection of waste minimisation strategies; and formulation of action plans. 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 enable them to understand the waste-contributing steps, and carry out waste auditing in industries and suggest waste minimisation technologies (which leads to a cost-effective solution); and to assist them 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.

**52221****GENDER AT WORK**

8cp

Gender is a central organising principle of work. Examines patterns of women's and men's participation in paid work and the social, historical, economic and political factors implicated in these patterns. Segmentation in the labour market and segregation in the workplace are analysed with particular reference to gender inequalities and relations of power. Taken-for-granted assumptions about gender

fundamental to the way work is organised, and various explanations for the gendered nature of work, are critically evaluated. Emphasises the experiences and meanings of work in men's and women's lives, and the relationship between work and gendered personal identity.

**52306****GENDER, CULTURE AND POWER**

8cp

*prerequisite: 52221 Gender at Work*

Focuses on the social, historical, political and economic construction of gender and sexuality and on the institutional, representational and discursive practices which reproduce and alter gendered power relations. Critically examines and assesses various theoretical perspectives developed to analyse and explain the dynamics of gender and sexual oppression in terms of their assumptions, values and utility. The diversity of feminisms is examined and evaluated, and various theoretical insights are applied to the analysis of a range of contemporary social and cultural issues. Examines the future of the women's movement and asks whether feminism is relevant to young women in the 1990s.

**54116****AUDIOVISUAL MEDIA PRODUCTION**

6cp

*prerequisite: 19cp at 100 level/ Stage 1*

Introduces students to the various image, sound and promotional industries of PR, advertising, radio, multimedia and sound. From a critical and theoretical viewpoint, students examine historical, political, economic, cultural and technological links between these industries. Students develop basic production skills which reflect the range of technologies, the cultural disciplines and the industrial contexts.

**54231****ABORIGINAL PEOPLE AND THE MEDIA**

8cp

*prerequisites: 015110 Aboriginal Cultures and Philosophies; 54230 Aboriginal Social and Political History*

Familiarises students with the field of debate in relation to representation of

Aborigines in the media, and with the productions of Aboriginal media organisations. Where possible, some written, video, film production could become part of the course assessment.

### 54230

#### ABORIGINAL SOCIAL AND POLITICAL HISTORY

8cp

Examines and analyses the impact of colonialism on indigenous peoples, with particular reference to the Aboriginal inhabitants of this region. The emergence of Aboriginal social and political movements will be presented as the basis for repossession of traditional heritages in land and culture.

### 54330

#### THE POLITICS OF ABORIGINAL HISTORY

8cp

*prerequisite: Aboriginal Studies subjects at 100 and 200 levels*

Introduces students to the wide range of historical work by Aboriginal and non-Aboriginal people over the last three decades, and encourages students to develop skills in the critical evaluation of this work, in its political and social context. Students will enhance their knowledge of primary research materials for the field of Aboriginal history, and will develop their skills in the analysis and use of these sources.

### 54331

#### ABORIGINAL FORMS OF DISCOURSE

8cp

*prerequisites: 015110 Aboriginal Cultures and Philosophies; one 200 level subject in the Aboriginal Studies major*

Familiarises students with a broad range of Aboriginal forms of discourse—novels, plays, films, oral narratives—and introduces them to methods of analysis, of both text and context, deriving from the disciplines of cultural studies and textual studies.

### 55041

#### INFORMATION SCIENCE 2: INFORMATION USER BEHAVIOUR

6cp

Introduces students to the constructs, concepts, models and theories relevant to information user behaviour. Presents information behaviour models and the assumptions or world views underlying them. Particular attention is paid to the variables which differentiate groupings of information users and which are thought to predict or influence information behaviour. Empirical research findings are used to illuminate and evaluate concepts and models. A marketing model devoted to target groups and market segmentation provides a framework for the subject.

### 55042

#### INFORMATION SCIENCE 3: ORGANISATION OF INFORMATION

6cp

*prerequisite: 55041 Information Science 2: Information User Behaviour*

Examines and evaluates principles, theories and conceptual frameworks for the organisation of information and information resources for eventual retrieval in relation to a specific need. Deals with approaches to organisation and control based on intellectual content, as well as with those based on physical arrangements of information and information resources, against the background of a consideration of a variety of approaches to analysis. Further develops skills of analysis, description and evaluation.

### 55043

#### INFORMATION SCIENCE 4: INFORMATION RETRIEVAL

6cp

*prerequisites: 55041 Information Science 2: User Behaviour; 55042 Information Science 3: Organisation of Information*

Examines the theoretical foundations of information retrieval, including the principles on which information retrieval systems are based and the human and technical processes in the interaction between end-users, intermediaries and systems.



**55060****BUSINESS INFORMATION**

6cp

*prerequisite: 55041 Information Science 2: User Behaviour**corequisite: 55043 Information Science 4: Information Retrieval*

Provides students with an overview of the characteristics of business, the environmental factors and issues impinging on information need, and the information transfer processes and information-seeking patterns identified as characteristic of business. Considers the information resources and services available to the business community, with particular reference to specialised information resources, services and methods of dissemination.

**55080****INFORMATION ISSUES**

6cp

*prerequisite: 45125 Engineering Discovery or permission of Head of School*

Develops a critical awareness of the complexity of issues surrounding information, information technology, and telecommunications; develops competency in a number of skills including locating and retrieving information existing in different media, and in sorting, recording, organising and presenting information to meet a number of different purposes.

**56xxx****PUBLIC RELATIONS PROFESSIONAL PRACTICE**

6cp

*prerequisite: 56012 Public Relations Contexts and Applications*

Further develops professional communication management and public relations knowledge and skills. Students learn to identify emerging issues in the political, social and organisational environments for public relations professional practice. They design crisis communication plans in cooperation with professional clients. Students also learn techniques of media interviewing, developing their skills as interviewees for mock-media interviews.

**56002****GROUP COMMUNICATION**

6cp

*prerequisite: 56955 Foundations of Communication*

Builds on interpersonal communication to enhance students' understanding of communication factors influencing small group functioning. Provides theoretical frameworks for observation and analysis of small groups; identifies a range of variables which influence small group communication patterns including personality dimensions, stages of group development, and role structures; examines conflict management in small groups; identifies and evaluates various problem-solving and decision-making strategies.

**56003****ORGANISATIONAL COMMUNICATION**

6cp

*prerequisite: 56955 Foundations of Communication*

Increases students' awareness of factors that influence communication processes in organisational contexts. Overviews the development of the field of organisational communication together with competing theoretical perspectives such as functionalist–interpretivist. Examines organisational systems of communication and the impact of factors such as size, structure and culture on communication; evaluates the role of technology; examines communication aspects of the specific skills of interviewing, staff training, and diffusion of innovation and change within organisations.

**56004****PUBLIC COMMUNICATION**

6cp

*prerequisite: 56955 Foundations of Communication*

Focuses on the role of communication in the public domain. Explores the particular characteristics of each major medium of mass communication and investigates the impact of new and evolving technologies on the processes of communication and on society. Examines the role of rhetoric and arguments intrinsic to public communication. Identifies, analyses and discusses

ethical issues and current legal, political and moral debates related to public communication.

### **56011**

#### **PUBLIC RELATION STRATEGIES AND MANAGEMENT**

6cp

*prerequisite: 56013 Public Relations Principles and Process*

Applies the concepts and practices of professional public relations in critically analysing contemporary campaigns. Students develop, design and produce innovative resources for working with the media and they develop advanced research and writing skills.

### **56012**

#### **PUBLIC RELATIONS CONTEXTS AND APPLICATIONS**

6cp

*prerequisite: 56011 Public Relations Strategies and Management*

Students explore the wider social, economic and political context of public relations practice including the role of public relations as a catalyst of social change. Examines public opinion and the establishment, characteristics and activities of community relations programs including community consultation, fundraising, sponsorship and lobbying.

### **56013**

#### **PUBLIC RELATIONS PRINCIPLES AND PROCESS**

6cp

Introduces students to the principles underlying public relations by examining the concepts and theories of professional practice in the context of the contemporary Australian public relations industry. Students become familiar with key techniques of planning, media relations and publicity. They develop basic skills in writing for the media.

### **56955**

#### **FOUNDATIONS OF COMMUNICATION**

6cp

Develops students' understanding of, and competence in, intrapersonal and interpersonal communication processes. Skills in these areas form the basis of communication competence and are essential for the effective functioning of any professional. Introduces students to the basic models of the communication process and changing views on communication; explores the interrelationship between communication and factors such as perception, attribution, values, self-concept, language and culture; examines specific skills of assertion, listening, and non-verbal communication; addresses questions of ethics and power as they affect interpersonal communication.

### **59330**

#### **ADVERTISING PRACTICE**

6cp

An introduction to the theory and production of advertising: the concepts used, the skills and techniques applied, the organisational structure and operation of advertising agencies, and their interrelationships with other parts of the communication industry.

### **59333**

#### **ADVERTISING STRATEGIES**

6cp

Examination of and practice in a variety of visual and verbal persuasion methods in television, radio, print and other media. Students will be involved in individual and group presentations of solutions to various advertising problems, and gain some insight into the analysis and evaluation of advertising techniques.

### **59340**

#### **MANAGING WOMEN**

8cp

*prerequisite: 52221 Gender at Work*  
*corequisite: 52306 Gender, Culture and Power*

Equips students with a vocationally relevant understanding of the operation of gender in organisations, and the knowledge, values and professional skills

necessary to manage a diverse workforce equitably and in ways which enhance organisational performance. Critically examines a range of theories, concepts and issues pertinent to women in organisations and management. Equips students with knowledge of the relevant anti-discrimination, equal opportunity and affirmative action legislation, and develops skills necessary to prepare, implement and monitor EEO and AA management plans.

### 59635

#### BUSINESS AND THE MEDIA

6cp

Equips Accounting students with the basic skills they need to express themselves clearly, concisely and quickly. Introduces students to the priorities, prejudices and practices of the public media, and shows them how to deal more effectively with journalists. Students gain insights into their own profession, by viewing it through an outsider's prism.

Making specialised knowledge available to the wider public; journalism culture; writing to communicate; writing news releases; structure and use of language; writing succinctly; sources; what makes an executive a useful source? how do journalists find stories? how do journalists perceive business? business press; business reporting and ethics; conflicts of interest; understanding the Budget papers; how journalists interpret the figures; research and investigative techniques; computerised research; future practices.

### 65014

#### CHEMISTRY (HUMAN MOVEMENT)

6cp

*prerequisite: HSC Chemistry would be advantageous*

Involves the study of chemical concepts in relation to the human body.

### 65101

#### CHEMISTRY 1M

6cp

*prerequisite: assumed knowledge—core of HSC 2-unit Chemistry or equivalent*

Preparation for practical work, atomic structure, periodic tables, chemical bonding. Redox reactions, chemical energetics,

properties of matter. Covalent bonding in inorganic molecules. Valence bond theory. Chemistry of the transition elements and introductory coordination chemistry. Crystal field theory. Chelating agents and applications in analytical chemistry.

### 65201

#### CHEMISTRY 2M

6cp

*prerequisite: 65101 Chemistry 1M or equivalent*

Chemical kinetics, chemical equilibrium, enthalpy and entropy, acid–base theory, complexions, electrochemistry, manufacture of chemicals.

### 65202

#### ORGANIC CHEMISTRY 1

6cp

*prerequisite: 65101 Chemistry 1M or equivalent*

Introduces organic chemistry. Nomenclature, functional groups, reaction mechanisms, stereochemistry, chemical and instrumental analysis.

### 65301

#### SPECTROSCOPY AND STRUCTURE

7cp

*prerequisites: 65201 Chemistry 2M or equivalent; 65202 Organic Chemistry 1*

Introduces the theory and practice of structure determination spectroscopic techniques including UV-visible, infrared, nuclear magnetic resonance and mass spectrometry and X-ray diffractometry.

### 65302

#### INORGANIC CHEMISTRY

7cp

*prerequisite: 65201 Chemistry 2M or equivalent*

Covalent bonding in inorganic molecules. Valence bond theory. Chemistry of the transition elements and introductory coordination chemistry. Crystal field theory. Chelating agents and applications in analytical chemistry.

### 70105

#### LEGAL RESEARCH

4cp

Familiarises students with the basic tools available to engage in legal research. Includes an introduction to one of the

various paper-based resources (citation, digests and the like). Introduces students to the use of computerised systems as an aid to legal research. Deals with the major CD-ROM based products (such as Info-One LAW PAC, diskROM/Computer Law Services, Austrom/AGIS and Wilson Index to Legal Periodicals) and on-line systems (such as Info-One and Scale). Includes a brief introduction to legal resources on the Internet.

### 70113

#### LEGAL PROCESS AND HISTORY

10cp

Provides students with a sound working knowledge of the Australian legal and constitutional environment. Equips students with certain legal skills—and, in particular, the skills of case analysis, statutory interpretation, legal problem solving and critical analysis—which are essential to the study and practice of the law. Students will be asked to consider what is law, who makes law and how and why the law has developed in the way that it has done. Examines the institutions that make up our legal system—the legislature, the Crown and the executive, the courts and the ‘legal players’ (the judge, the jury and the legal practitioner)—and explores the principles and doctrines that underpin our legal system. Considers why our legal system is so different from that of some of our regional neighbours and evaluates the strengths and weaknesses of the common law legal system. Valuable insight into the way our legal system operates may be gained from using a historical approach and this means delving back into English, as well as Australian, legal and constitutional history. Such an approach also facilitates refinement of critical analysis skills. At the end of the subject, students should have a fully developed understanding of the Western legal tradition, the place of common law in that system and the ramifications of living under a Westminster Parliamentary system as well as a federal system.

### 70211

#### LAW OF CONTRACT

8cp

*prerequisites: 70113 Legal Process and History; 70217 Criminal Law; 70105 Legal Research*

Deals with the legal principles as to when promises are binding, the difficulties arising out of their interpretation, how they may become defeasible, 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.

### 70217

#### CRIMINAL LAW

6cp

*corequisite: 70113 Legal Process and History*

Deals with the substantive criminal law, the doctrines and rules that 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 the 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; criminal defences; criminal investigation and procedure; drug law.

### 70311

#### LAW OF TORT

8cp

*prerequisites: 70113 Legal Process and History; 70217 Criminal Law; 70105 Legal Research*  
*corequisite: 70211 Law of Contract*

Discusses 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; nuisance; occupier's liability; defamation. Reference is also

made to defences, vicarious liability and contribution between tortfeasors.

Draws attention 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.

### 70317

#### REAL PROPERTY

8cp

*prerequisites:* 70211 *Law of Contract*; 70616 *Federal Constitutional Law*; 70311 *Law of Tort*

Topics include agreements for sale of land, time for completion, Torrens Title and priorities, old system, possessory, qualified and limited title, fixtures, trespass to land, co-ownership, easements, covenants, mortgages, leases.

### 70318

#### PERSONAL PROPERTY

4cp

*prerequisite:* 70211 *Law of Contract*

Topics include classifications of personal property, choses in action and choses in possession; acquisition of title to goods; reservation of title (Romalpa) clauses; law of bailment; insurance; securities interests in chattels; law of negotiable instrument with particular reference to cheques.

### 70417

#### CORPORATE LAW

8cp

*prerequisites:* 70617 *Administrative Law*; 70317 *Real Property*  
*corequisite:* 70516 *Equity and Trusts*

Deals with the response of the law to the activities of business entities.

Although the emphasis is on corporations, there will be a brief discussion of the manner in which non-corporate entities including partnerships are regulated. The study of corporations law will include an overview of the historical developments,

the current method of regulation and the proposals for reform.

### 70516

#### EQUITY AND TRUSTS

8cp

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.

### 70616

#### FEDERAL CONSTITUTIONAL LAW

8cp

*prerequisites:* 70113 *Legal Process and History*; 70217 *Criminal Law*; 70105 *Legal Research*  
*corequisites:* 70311 *Law of Tort*; 70211 *Law of Contract*

Examines 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 is 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 intergovernmental relations, together with the general role of the High Court in Australian constitutional law.

### 70617

#### ADMINISTRATIVE LAW

8cp

*prerequisites:* 70317 *Real Property*; 70616 *Federal Constitutional Law*

Deals with the supervision of the executive arm of government by the courts and by other statutory mechanisms. Topics include the grounds of review of administrative decisions, in particular natural justice, *ultra vires*, jurisdictional error and error of law; remedies available at common law upon judicial review including the prerogative writs and equitable remedies; judicial review under the

*Administrative Decision (Judicial Review Act) 1976 (Cth)*; review of Commonwealth decisions under the *Administrative Appeals Tribunal Act, 1976 (Cth)*; role and function of the Ombudsman; if time permits, freedom of information and privacy legislation will also be touched upon, and the ICAC.

### 71005

#### PRACTICE AND PROCEDURE

4cp

Topics include statements of claim in contracts and torts; defence, cross-claims and replies; equitable proceedings; particulars; discovery, inspection, interrogatories; notice of motion; drafting affidavits; subpoenas; advocacy skills.

### 71116

#### REMEDIES

6cp

*prerequisites: 70516 Equity and Trusts; 70417 Corporate Law*

Deals with 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. Examines damages, equitable remedies (declaration, specific performance, injunctions, Anton Pillar orders, account, equitable damages), and statutory and common law remedies for deceptive conduct. Considers bankruptcy and insolvency.

### 71216

#### LAW OF EVIDENCE

6cp

*prerequisites: 70417 Corporate Law; 70516 Equity and Trusts*

Deals with adjectival law and the determination of how information may be presented to the court in litigation, when such information will be admissible in evidence, and how the rules of proof are applied. The inclusionary rule of relevance, followed by the various exclusionary rules (such as hearsay, opinion, tendency, coincidence, credibility, character, privilege), and the judicial discretion to exclude will be studied, as well as the incidence and burden of proof.

### 79161

#### INTRODUCTION TO BANKRUPTCY LAW

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Introduces students to the history of bankruptcy; law and practice of bankruptcy; the purposes of bankruptcy legislation and procedures to be followed. Compares the roles of trustee in bankruptcy with those of corporate liquidators.

### 79162

#### BANKRUPTCY ADMINISTRATION AND COMPANY LIQUIDATION

6cp

*prerequisites: 79202 Business Law (or equivalent); 79161 Introduction to Bankruptcy Law*

Topics covered include bankruptcy administration; proof of debts; mutual credit and set-off; secured creditors; property available to creditors; distribution and priority of debts and the effects of discharge from bankruptcy.

### 79202

#### BUSINESS LAW

4cp

Introduces students to the fundamental requirements of law in the contemporary business environment. Every aspect of business is now regulated by legislation and case law. All business decisions will naturally have a legal dimension to them and this may involve either a potential civil or criminal liability. Law is a dynamic subject and is constantly changing, thus life-long skills need to be attained, with a strong emphasis on efficient research. Focuses on fundamental legal skills followed by solid business applications, such as contract, negligence, trade practices, the environment and others.

### 79211

#### LAW FOR MARKETING MANAGEMENT

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Provides students with a sound knowledge of the relevant federal and State laws which affect business decisions in the field of marketing, and with an understanding of the complex laws regulating

marketing activities. Topics include consumer protection; product liability; product safety and standards; intellectual property and the regulation of competition, as well as risk assessment and compliance strategies.

### 79264

#### SECURITIES MARKET REGULATIONS

6cp

*prerequisites: 79202 Business Law (or equivalent); 79365 Company Law (or equivalent)*

Develops an understanding of the regulatory legal and financial nature of securities markets including the process of regulation and the various players involved, and an understanding of the different theoretical frameworks within which regulations can be analysed. Topics include the process of regulation; role of the legal regulators; role of ethics upon the market; regulatory theories; market manipulation; insider trading; takeovers; information disclosure and creative accounting.

### 79270

#### INDUSTRIAL AND LABOUR LAW

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Provides students with an awareness and understanding of the legal background to employer/employee relations, and of the industrial system as it operates, and is changing, within Australia. Topics include industrial tribunals; awards; industrial action; trade unions and employer organisations; collective bargaining and workers' compensation.

### 79360

#### INSURANCE CONTRACTS

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Enables students to develop an understanding of the common law principles governing the enforceability of contracts, remedies for breach, termination and the law of agency; the changes effected by the principles associated with the drafting of insurance policy documentations and the impact that provisions of the Insurance Contracts Act has on this process.

### 79365

#### COMPANY LAW

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Provides students with a sound understanding of fundamental aspects of company law as it applies to the modern business corporation. Topics include incorporation, corporate constitution, promotion and pre-incorporation, company membership, duties of controlling shareholders, the raising of equity and debt, companies in difficulty, accounts and audit, reorganisation, takeovers and investigations.

### 79366

#### BANKING LAW

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Provides students with an understanding of the manner in which banking institutions are regulated, dealing with the changes following the deregulation of banking. Topics include a historical introduction to the law relating to banking; statutory regulation of banking; the banker/customer relationship; negotiable instruments; the provision of loans and other banking facilities.

### 79403

#### LAW AND THE MANAGER

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Applies a selective number of legal topics to areas of interest to both public and private sector managers and highlights a range of legal situations that directly affect managers. Topics include employment law; decision making and the legal consequences of decisions; administrative law; alternative dispute resolution; intellectual property, computers and the law.

### 79411

#### ADVANCED COMPANIES AND SECURITIES LAW

6cp

*prerequisites: 79202 Business Law (or equivalent); 79365 Company Law*

Examines in-depth certain selected topics, with an emphasis on the practical and comprehensive treatment of topical areas,

and develops an understanding of the operations of the securities market and the Australian Securities Commission. Topics could include regulation by the Corporations Law, securities regulation, the broker/client relationship, the control of improper activities relating to takeovers, investigation and market manipulations and the simplification reform program.

**79462****REVENUE LAW**

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Develops students' conceptual and analytical skills and an appreciation of law as a strategic business tool. Concentrates on a study of the Australian income tax system including the Income Tax Assessment Act. Topics include the concepts of income and capital, assessable income, allowable deductions, capital gains tax, fringe benefits tax, tax accounting, trusts, partnerships, and anti-avoidance.

**79502****LAW AND FINANCE**

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Introduces students to a number of relevant aspects of law relating to private sector financing, an area of law which has undergone dramatic changes over recent years, becoming more sophisticated, complex and diverse. Topics could include an evaluation of the different methods of secured and unsecured financing, liability for financial advice, taxation aspects of financing, and financial restructuring.

**79503****LAW AND COMPUTING**

6cp

Introduces the relevant aspects of law relating to computing, both common law and statute law. Areas of law to be examined could include contracts, trademarks, patents, copyright, privacy, computers and crime.

**79603****INTERNATIONAL BUSINESS LAW AND REGULATION**

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Introduces students to those legal rules which most directly affect traders doing business where there is an international element involved. Focuses on matters relating to the formation of contracts in international business transactions, municipal and international regulation of such transactions, resolution of disputes with regard to contracts, and international tortious liability.

**79606****ADVANCED REVENUE LAW**

6cp

*prerequisites: 79202 Business Law (or equivalent); 79462 Revenue Law*

Builds on the principles developed in Revenue Law. Considers issues that are topical, controversial and important. Because of this, the content and style of the subject will change from year to year, reflecting developments and changed emphases. Topics could include capital gains tax, fringe benefit tax and salary packaging, taxation of retirement payments and superannuation funds, liability for professional negligence, tax ethics and tax agents.

**79659****ADVANCED COMMERCIAL LAW**

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Familiarises students with common commercial contractual obligations and their application to specific transactions in commercial practice. Topics can include sale of goods; insurance; credit; negotiable instruments; guarantees and intellectual property, agency, bailment, partnership and trusts.

**79660****ENVIRONMENTAL LAW IN BUSINESS**

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Examines environmental law issues as they relate to the business community. Topics covered include international



environmental law; ESD; precautionary principle; natural resources management; pollution; waste management; liability of corporate officers; risk management; environmental audits; due diligence; taxes; tradeable permits.

### 79662

#### LAW OF CORPORATE RECEIVERSHIP AND DEEDS OF ARRANGEMENT

6cp

*prerequisite: 79202 Business Law (or equivalent)*

Provides students with an appreciation of the requirements for those appointed to act as receivers and managers and alerts students to alternatives to insolvency. Topics include how and why receivers are appointed, provisions concerning reconstructions, compromise, amalgamations, and company administration.

### 79666

#### INTERNATIONAL ASPECTS OF AUSTRALIAN TAXATION LAW

6cp

*prerequisites: 79202 Business Law (or equivalent); 79462 Revenue Law*

Focuses on the offshore aspects of taxation. Although topics would vary from time to time, they could include an analysis of the concept of residence and source of income, taxation of offshore royalties, operation of double tax arrangements, international tax planning.

### 79667

#### INDIRECT TAXATION

6cp

*prerequisites: 79202 Business Law (or equivalent); 79462 Revenue Law*

Introduces students to the policy implications raised by indirect 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. Topics focus on areas such as payroll tax, sales tax, land tax and stamp duty.

### 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 so that students who have taken this subject will be familiar with the relevant issues to be identified when confronted with a particular tax problem.

### 91518

#### PHYSIOLOGICAL FOUNDATIONS OF HEALTH 1

6cp

Introduces anatomy and physiology, levels of organisation, homeostasis. Endocrine system—the major endocrine glands and their hormones, hormone disorders. Integumentary system—skin structure and function, specific and non-specific defence mechanisms, wound healing. Musculoskeletal system—bone structure, organisation of the axial and appendicular skeleton, joints, muscular system, muscle tissues, principal skeletal muscles, muscles and movement. Reproductive systems and development—anatomy of male and female reproductive systems, mitosis and meiosis, formation of gametes and fertilisation, hormones and the female reproductive cycle, pregnancy, an overview of embryonic and foetal development including development of major organ systems. Measurement—scientific notation and basic mathematics. Electricity—static electricity, electric currents, magnetism, applications of electricity in the hospital and electrical safety. Heat and temperature—heat transfer and temperature regulation of the body. The building blocks of life – molecular and ionic compounds. Ions in the body—electrolytes, acids, bases and salts. How atoms join together to form molecules—obeying the rules of valence, polar and non-polar bonds, forces of attraction between molecules. Hydrocarbons and lipids, the structure of lipid bilayers.

**91519****PHYSIOLOGICAL FOUNDATIONS OF HEALTH 2**

6cp

The nerve cell. The nerve impulse and its propagation. Synaptic transmission. Nervous system organisation—the peripheral and autonomic nervous system. The segmental nature of the spinal cord. Spinal and autonomic reflexes. The cranial nerves. Introduction to main functional areas of the brain. Voluntary movement—the neural pathway. Light and sound. Biologically important families of carbon compounds. Chemical reactions in digestion and excretion. Gastrointestinal system—atomy and histology of the gastrointestinal tract. Digestion and its control. Absorption of nutrients. The hepatic portal system. The structure of the liver and its role in metabolism. Fluids. Quantities of chemical substance—moles, solutions and their concentrations, osmosis. Fluid balance in the body tissues. Cardiovascular system—structure of blood vessels and their distribution, heart function, blood pressure. The chemical basis for respiration and acid/base balance—chemical equilibrium, with acids and bases, pH and buffers, acidosis and alkalosis. Gases. Respiratory system—gross and fine anatomy, mechanism of breathing, gas exchange and gas transport, role of haemoglobin, oxygen dissociation curves. Renal system—gross anatomy and histology of the kidney. Waste product elimination. Ultrafiltration and urine production. Water and electrolyte balance. Principles of absorption, metabolism and excretion of drugs and how they relate to onset and duration of action. Mechanism of action and side effects of therapeutic drugs that affect organ systems. Principles of anaesthesia and analgesia. Interactions of drugs both beneficial and adverse. Problems of toxicity, tolerance and addiction. Clinical toxicology and antidotal therapy.

**91520****PATHOPHYSIOLOGY 1**

6cp

*prerequisite: 91519 Physiological Foundations of Health 2*

Cellular homeostasis and normal cellular growth and development; diseases of the blood; the immune system and its role in resistance to disease; the main groups of micro-organisms which affect humans, their epidemiology and methods of limiting their spread and controlling infection; alterations in nutrition and metabolism.

**91521****PATHOPHYSIOLOGY 2**

6cp

*prerequisite: 91520 Pathophysiology 1*

The major classes of cardiovascular disorders and their evolution from normal control mechanisms. The major respiratory disease processes and their relationship to normal respiratory function and defence mechanisms. The major renal disorders including acute and chronic renal failure. The major types of fluid and electrolyte disturbances and their contribution to altered homeostasis. Alterations in nervous system function. Basic principles of pharmacology with specific emphasis on drugs used in the treatment of cardiovascular, respiratory, renal and nervous system disorders.

**92112****HEALTH CARE IN AUSTRALIA**

6cp

Examines the Australian health care system and its history. Discusses federal and State responsibilities, how health policy is made and enacted, political ideologies and health care provision, the relationship between policy and power in health service provision. Considers the organisation and the delivery of health care services at a macro level, conflicts in resource allocation and the public vs. private debate.

**92113****TRENDS IN HEALTH CARE***6cp*

Explores trends in both health policy and health service provision. Considers the demographic and epidemiological characteristics of the Australian population and the influence these have on health service provision; current federal and State initiatives directed at meeting the needs of identified population groups; and the role and the impact of technology.

**92114****HEALTH SERVICES MANAGEMENT***6cp*

Explores organisational structures in health care. Considers the nature of interprofessional relationships in health care, changes in the role and function of health care managers and the nature of hospitals, their structure, funding and service provision. Government policy in health service funding, the relationship between health outcomes, bureaucracy and professional socialisation.

**92115****HEALTH PLANNING AND EVALUATION***6cp*

Discusses a range of issues relating to planning and evaluating health care services including workforce planning, outcome measures in health, best practice, peer review, professional associations, disciplinary bodies and procedures.

**SUBJECTS OFFERED BY THE INSTITUTE FOR INTERNATIONAL STUDIES FOR JOINT DEGREES****59341****MODERNISATION AND GLOBALISATION***(Faculty of Humanities and Social Sciences)**8cp; 4hpw*

The importance of the comparative analysis of social change has been emphasised since the late 1980s with the end of the Cold War and the rapid social, economic and political changes that have taken place in Eastern Europe, East Asia and South-East Asia. There have been

various claims that the homogenising influences of capitalism and democracy have triumphed, amid a renewed emphasis on cultural determinism and a questioning of the eurocentricity of the social sciences. Through an examination of key elements of modernisation and globalisation, this subject provides an overview of the social changes in Western Europe, Latin America, East Asia and South-East Asia, and deals with academic discussions on the processes of social change.

There are no prerequisites for this subject. It is intended primarily for students in the International Studies program, but can be taken by any student interested in the comparative analysis of social change.

**971101, 972101, 973101, 974101****MODERN STANDARD CHINESE 1***8cp; 1st semester, 6hpw*

Modern Standard Chinese 1 is the first unit in the Modern Standard Chinese program. It is designed to provide students who have no prior knowledge of Chinese with basic survival skills in language and culture, and the ability to undertake In-country Study in China.

Modern Standard Chinese 1 aims at developing in students a survival communicative ability in basic social interactions. It teaches students *Pinyin*, the official transcription system, as a guide to the pronunciation of the Chinese language, and some basic structures and devices of the language. Students are expected to know about 300 Chinese characters by the end of this unit.

**MODERN STANDARD CHINESE 2***8cp; 2nd semester, 6hpw**prerequisite: Modern Standard Chinese 1*

Modern Standard Chinese 2 is the second unit in the Modern Standard Chinese program. It is designed to provide students who have no prior knowledge of Chinese with basic survival skills and the ability to undertake In-country Study in China.

Modern Standard Chinese 2 aims at developing in students a survival communicative ability in basic social interactions. It also introduces students to some of the basic structures and devices of the language. Students are expected to know

about 600–800 Chinese characters by the end of this unit.

### MODERN STANDARD CHINESE 3

*8cp; 1st semester, 6hpw*

*prerequisite: Modern Standard Chinese 2 or HSC Chinese*

Modern Standard Chinese 3 is the third unit in the Modern Standard Chinese program. It is designed to provide students who have no prior knowledge of Chinese with basic communicative skills and the ability to undertake In-country Study in China. This is also the entry point for students who have completed HSC-level Chinese and who first learnt Chinese at school in Australia.

Modern Standard Chinese 3 aims at further developing students' oral communicative competence in basic social interactions. More written texts will be gradually introduced to enhance the ability of students to use Chinese characters. The basic structures and devices of the language will be reinforced. Students are expected to know about 1,200 Chinese characters by the end of this unit.

### MODERN STANDARD CHINESE 4

*8cp; 2nd semester, 6hpw*

*prerequisite: Modern Standard Chinese 3*

Modern Standard Chinese 4 is the fourth unit in the Modern Standard Chinese program. It is designed to provide students who have no prior knowledge of Chinese with basic communicative skills and the ability to undertake In-country Study in China. This is also the second unit for students who have completed HSC-level Chinese and who first learnt Chinese at school in Australia.

Modern Standard Chinese 4 aims at further developing students' communicative competence in basic social interactions. More written texts are introduced to enhance the ability of students to use Chinese characters. The basic structures and devices of the language are also reinforced. Students are expected to know about 1,600 Chinese characters by the end of this unit.

### MODERN STANDARD CHINESE 5

*8cp; 1st semester, 6hpw*

*prerequisite: Modern Standard Chinese 4*

Modern Standard Chinese 5 is the third unit for students who first learnt Chinese

at school in Australia and obtained HSC-level Chinese. It is designed to provide the students with basic cultural and communicative skills, and the ability to undertake In-country Study in China.

Modern Standard Chinese 5 aims at further developing students' communicative competence in general social interactions. While reinforcing the basic structures and devices of the language, this unit will also teach students practical writing skills. Students are expected to know about 2,000 Chinese characters by the end of this unit.

### MODERN STANDARD CHINESE 6

*8cp; 2nd semester, 6hpw*

*prerequisite: Modern Standard Chinese 5*

Modern Standard Chinese 6 is the fourth unit of the second entry point in the Modern Standard Chinese program designed to provide students who first learned Chinese at school and obtained HSC Chinese with basic communicative skills and the ability to undertake In-country Study in China.

Modern Standard Chinese 6 aims at further developing students' communicative competence in general social interactions. While reinforcing basic structures and devices of the language, this unit will also teach practical writing. Students are expected to know about 2,500 Chinese characters by the end of this unit.

## 971111, 972111, 973111, 974111 CHINESE 1

*8cp; 1st semester, 4hpw*

*prerequisite: a working knowledge of one of the Chinese languages*

Chinese 1 is the first unit in a series of four units of the Chinese Language and Culture program, which is for students who have a working knowledge of at least one Chinese language. Its aim is to prepare students for a year of study in China.

This unit aims at developing oral communicative competence to meet students' needs in social and professional interactions where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is spoken. Simplified characters, pronunciation and intonation, and situational Chinese usages are the focus of class instruction. This unit also provides

an introduction to Chinese word-processing using *Pinyin*.

## CHINESE 2

*8cp; 2nd semester, 4hpw*

*prerequisite: Chinese 1 or HSC Chinese (for background speakers) or equivalent*

Chinese 2 is the second unit in a series of four units of the Chinese Language and Culture program, which is for students who have a working knowledge of at least one Chinese language. Its aim is to prepare students for a year of study in China. This is also the usual entry point for those who have completed HSC-level Chinese (for background speakers).

This unit primarily aims at developing communicative competence in reading and writing to meet students' needs in social and professional interactions where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range of Chinese texts in varied genres so that they may master written Chinese for different purposes, and are provided with opportunities to maintain their speaking and listening skills through discussions of the texts.

## CHINESE 3

*8cp; 1st semester, 4hpw*

*prerequisite: Chinese 2*

Chinese 3 is the third unit in a series of four units of the Chinese Language and Culture program, which is for students who have a working knowledge of at least one Chinese language. Its aim is to prepare students for a year of study in China.

This unit aims at developing in students the high level of communicative competence that is required to be able to understand various electronic and published media texts, contemporary literature, and texts relating to contemporary society where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range of Chinese texts in varied genres so that they may master Chinese for different purposes, and are provided with opportunities to maintain their speaking and listening skills through discussions of the texts.

Students interested in studying classical Chinese are advised to make inquiries at the Institute regarding the possibility of

undertaking relevant subjects at Sydney University.

## CHINESE 4

*8cp; 2nd semester, 4hpw*

*prerequisite: Chinese 3*

Chinese 4 is the fourth unit in a series of four units of the Chinese Language and Culture program, which is for students who have a working knowledge of at least one Chinese language. Its aim is to prepare students for a year of study in China.

This unit aims at developing in students a high level of communicative competence to enable them to examine a variety of texts such as articles, correspondence and texts related to their particular field of study, and to make cross-cultural comparisons. Students are provided with opportunities to maintain their speaking and listening skills through discussions of the texts. In this unit, there is also a greater focus on the development of translation skills than there is in previous units.

## 971121, 972121, 973121, 974121

### CANTONESE A-1

*8cp; 1st semester, 6hpw*

*prerequisite: nil*

Cantonese A-1 is the first subject in the Cantonese A program. It is designed to provide students who have no prior knowledge of Cantonese with basic survival skills in language and culture, and the ability to undertake In-country Study in South China.

This subject aims at developing in students a survival communicative ability in basic social interactions. It also deals with the basic language structures and devices of Cantonese. Students will be taught the basic structures of Chinese writing and are expected to know about 150 Chinese characters by the end of the subject.

Cantonese A-1 consists of 78 hours of classroom instruction, involving many interactive group and pair-work activities. Audiovisual equipment and computers will be used to facilitate teaching and learning. A communicative approach is adopted for classroom instruction and students are expected to participate actively in all classroom activities in the process of acquiring language skills. The teaching incorporates an introduction to

Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

### **CANTONESE A-2**

*8cp; 2nd semester, 6hpw*

*prerequisite: Cantonese A-1*

Cantonese A-2 is the second subject in the Cantonese A program. It is designed to provide students who have no prior knowledge of Cantonese with basic survival skills in language and culture, and the ability to undertake In-country Study in South China.

This subject aims at developing in students a communicative and linguistic competence in basic social interactions. It also deals with some of the basic structures and devices of Cantonese. Students will be taught the basic structures of Chinese writing and are expected to know about 300 Chinese characters by the end of the subject.

Cantonese A-2 consists of 78 hours of classroom instruction, involving many interactive group and pair-work activities. Audiovisual equipment and computers will be used to facilitate teaching and learning. A communicative approach is adopted for classroom instruction and students are expected to participate actively in all classroom activities in the process of acquiring language skills. The teaching incorporates an introduction to Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

### **CANTONESE A-3**

*8cp; 1st semester, 6hpw*

*prerequisite: Cantonese A-2*

Cantonese A-3 is the third subject in the Cantonese A program. It is designed to provide students who have no prior knowledge of Cantonese with basic survival skills in language and culture, and the ability to undertake In-country Study in South China.

This subject aims at developing in students a communicative and linguistic competence in general social interactions. It also deals with the language structures and devices of Cantonese. Discourse features such as registers and polite forms will be discussed. More Cantonese vocabulary and idiomatic expressions will be

introduced. Students are expected to know about 500 Chinese characters by the end of the subject.

Cantonese A-3 consists of 78 hours of classroom instruction, involving many interactive group and pair-work activities. Audiovisual equipment and computers will be used to facilitate teaching and learning. A communicative approach is adopted for classroom instruction and students are expected to participate actively in all classroom activities in the process of acquiring language skills. The teaching incorporates an introduction to Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

### **CANTONESE A-4**

*8cp; 2nd semester, 6hpw*

*prerequisite: Cantonese A-3*

Cantonese A-4 is the last subject in the Cantonese A program. It is designed to provide students who have no prior knowledge of Cantonese with basic survival skills in language and culture, and the ability to undertake In-country Study in South China.

This subject aims at developing in students a communicative and linguistic competence in general social interactions. It deals with the more complex language structures and devices of Cantonese. A number of Cantonese discourse features will be discussed. More Cantonese vocabulary and idiomatic expressions will be introduced. Students are expected to know about 800 Chinese characters by the end of the subject.

Cantonese A-4 consists of 78 hours of classroom instruction, involving many interactive group and pair-work activities. Audiovisual equipment and computers will be used to facilitate teaching and learning. A communicative approach is adopted for classroom instruction and students are expected to participate actively in all classroom activities in the process of acquiring language skills. The teaching incorporates an introduction to Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

**CANTONESE B-1***8cp; 1st semester, 4hpw**prerequisite: a working knowledge of one of the Chinese languages*

Cantonese B-1 is the first of a two-subject language program for students who have a working knowledge of at least one Chinese language to prepare them for a year of In-country Study in South China.

This subject aims at developing the students' communicative and linguistic competence in general social interactions where Cantonese is used. The Yale romanisation for transcribing Cantonese and pronunciation will be discussed in class. Situational Cantonese usages in different contexts are the main focus of class instruction. The teaching incorporates an introduction to Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

Cantonese B-1 consists of 52 contact hours of classroom instruction, involving many interactive group and pair-work activities. Audiovisual equipment and computers will be used to facilitate teaching and learning. The teaching approach adopted is 'communicative' and students are expected to participate actively in all classroom activities in the process of acquiring language skills.

**CANTONESE B-2***8cp; 2nd semester, 4hpw**prerequisite: Cantonese B-1*

Cantonese B-2 is the second of a two-subject language program for students who have a working knowledge of at least one Chinese language to prepare them for a year of In-country Study in South China.

This subject aims at further developing the students' communicative and linguistic competence in general social interactions where Cantonese is used. Situational Cantonese usages and vocabulary in different contexts are the main focus of class instruction. Discourse features of Cantonese will also be discussed. The teaching incorporates an introduction to Cantonese culture and helps students to appreciate the wider cultural ramifications of Cantonese in various contexts.

This subject consists of 52 contact hours of classroom instruction, involving many interactive group and pair-work activities.

Audiovisual equipment and computers will be used to facilitate teaching and learning. The teaching approach adopted is 'communicative' and students are expected to participate actively in all classroom activities in the process of acquiring language skills.

**971211, 972211, 973211, 974211****JAPANESE 1***8cp; 1st semester, 6hpw**prerequisite: nil*

This is the first subject in the Japanese Language and Culture program. It is designed as the first step in providing students with no prior knowledge of Japanese with the basic survival language skills and socio-cultural awareness to enable them to undertake In-country Study in Japan.

While focusing primarily on the development of speaking and listening skills, this subject also provides a working knowledge of the *hiragana* and *katakana* scripts and approximately 30 *kanji*. Socio-cultural aspects are integrated into the program as they relate to the need for students to learn to use the language appropriately in various social and cultural contexts.

**JAPANESE 2***8cp; 2nd semester, 6hpw**prerequisite: Japanese 1*

This is the second in a series of four units for students with no prior knowledge of the Japanese language. By the completion of this subject, students should be able to demonstrate the language and socio-cultural skills required to establish and maintain relationships in social or work-related spheres, and fulfil basic survival needs in a Japanese-speaking environment.

Emphasis is given to the development of speaking and listening skills, but students will also further develop their reading and writing skills. Besides kana they will know approximately 100 *kanji* by the end of the unit. Socio-cultural aspects are introduced into the program as they relate to the need for students to learn to use the language appropriately in various social and cultural contexts.

**JAPANESE 3***8cp; 1st semester, 6hpw**prerequisite: Japanese 2 or HSC Japanese*

Japanese 3 is the third in a series of four units for students with no prior knowledge of the Japanese language, or first in a series of four units for students who have successfully completed HSC-level Japanese. By the end of the subject, students are expected to have achieved survival proficiency, and be able to satisfy survival needs and limited social demands relating to topics and situations covered.

At the end of the subject, students are expected to have developed their listening, speaking, reading and writing skills in order to be able to communicate in everyday situations, and be able to demonstrate an awareness of the social implications of language and behaviour.

It is expected that students will know approximately 170 *kanji* by the end of the unit.

**JAPANESE 4***8cp; 2nd semester, 6hpw**prerequisite: Japanese 3*

Japanese 4 is the fourth in a series of four units for beginners. It is also the second in a series of four units for those who have successfully completed the 2-unit HSC course or its equivalent and aim to further develop Japanese listening, speaking, reading and writing skills. By the end of the subject, students are expected to have achieved limited social proficiency, and be able to interact in limited social, study and work contexts with Japanese speakers in Japan or Australia. They will also have learnt approximately 250 *kanji*.

**JAPANESE 5***8cp; 1st semester, 6hpw**prerequisite: Japanese 4*

Japanese 5 is the third in a series of four units in the post-HSC series, and is for those who have successfully completed either Japanese 4 or its equivalent and aim to further develop listening, speaking, reading, writing and cultural skills. By the end of the subject, students are expected to have achieved limited social proficiency, and be able to satisfy routine social and limited work demands. The emphasis is on the development of the language and cultural sensitivity required in both formal

and informal situations. By the end of the subject, students are expected to be able to read and write approximately 350 *kanji*.

**JAPANESE 6***8cp; 2nd semester, 6hpw**prerequisite: Japanese 5*

Japanese 6 is the final subject in a series of four units in the post-HSC series and is for those who have successfully completed either Japanese 5 or its equivalent. By the end of this subject, students are expected to have achieved minimal vocational proficiency, and be able to speak the language with sufficient structural accuracy and vocabulary to participate effectively in many formal and informal conversations on practical, social and limited vocational topics. The emphasis is on the development of the language and cultural sensitivity required in both formal and informal situations. By the end of the subject, students should be able to read simple prose and read and write approximately 500 *kanji*.

**971311, 972311, 973311, 974311****INDONESIAN 1***8cp; 1st semester, 6hpw**prerequisite: nil*

Indonesian 1 is the first in a series of four units for students with no prior knowledge of Indonesian. By the end of the subject, students are expected to have achieved elementary proficiency and be able to satisfy immediate needs using learnt utterances and phrases relating to the following 10 themes: self and family, direction and location, time, food and drink, buying and selling, description, archipelago and continent, travel and transport, media and the press, and love and sex.

Students are expected to develop a vocabulary of about 800–1,000 words, a knowledge of basic word-order patterns, and a familiarity with the alphabet and pronunciation patterns. This subject prepares people to exchange basic personal information using spelling and numeracy skills for names, addresses and time references etc.; engage in brief conversations within the range of themes covered; and express immediate needs with socially appropriate phrases. Students should be able to understand a



limited amount of everyday written language; e.g. on signs and in menus.

## INDONESIAN 2

*8cp; 2nd semester, 6hpw*  
*prerequisite: Indonesian 1*

Indonesian 2 is the second in a series of four units for students with no prior knowledge of Indonesian. By the end of the subject, students are expected to have achieved minimum survival proficiency, and be able to satisfy basic survival needs and minimum courtesy requirements relating to the following 10 themes: health, house and home, contacts and appointments, education and study, career and occupations, city and village, religion and beliefs, personalities and biography, letters, and Australia–Indonesia relations.

Students are expected to develop a vocabulary of about 1,600–2,000 words, a knowledge of common word-order patterns and the ability to recognise common affixational patterns. This subject prepares students to make simple appointments and arrangements with people, exchange personal background information, engage in five- to ten-minute conversations on the themes covered, and express feelings, likes and dislikes. Students should be able to understand short, practical pieces of written information, such as familiar signs, commands and timetables, and develop skills for reading longer, less familiar written forms.

## INDONESIAN 3

*8cp; 1st semester, 6hpw*  
*prerequisite: Indonesian 2 or HSC Indonesian*

Indonesian 3 is the third in a series of four units for students with no prior knowledge of Indonesian, or first in a series of four units for students who have successfully completed HSC-level Indonesian. By the end of the subject, students are expected to have achieved survival proficiency, and be able to satisfy survival needs and limited social demands relating to the following themes: personal relations, education—young generation, students, politics, ‘pop’ culture, religion and beliefs, tourism and its influences, trade, economics and business.

Students are expected to develop a vocabulary of about 3,000 words by the end of the subject, a knowledge of common word-order patterns, and the ability to

recognise, predict and use common affixational patterns. This subject prepares students to engage in short conversations on familiar issues without undue hesitation and with an ability to express their opinion. Students should also be able to comprehend simple texts, such as messages, instructions and directions, and write simple formulaic letters.

## INDONESIAN 4

*8cp; 2nd semester, 6hpw*  
*prerequisite: Indonesian 3*

Indonesian 4 is the fourth in a series of four units for students with no prior knowledge of Indonesian, or second in a series of four units for students who have successfully completed HSC-level Indonesian. By the end of the subject, students are expected to have begun to develop minimum social proficiency, and be able to satisfy limited routine social and work demands. The subject covers the following themes: the role of women, employment–labour, employers, mainstream–marginal cultures, literature, unity and diversity (multiculturalism), the environment and Australia–Indonesia relations.

Students are expected to have developed a vocabulary of about 4,000 words by the end of the subject. They should also have developed an ability to recognise, predict and use common word-order and affixational patterns, and to participate in a limited range of social situations with appropriate language. This subject prepares students to be able to discuss familiar events and topics, and give opinions without undue hesitation and with the ability to justify themselves. Students should also be able to deal with short texts and correspond with Indonesians on familiar topics.

## INDONESIAN 5

*8cp; 1st semester, 6hpw*  
*prerequisite: Indonesian 4*

Indonesian 5 is the third in a series of four units for students who have successfully completed HSC-level Indonesian. By the end of the subject, students are expected to have developed minimum social proficiency, and be able to satisfy routine social and limited work demands. The subject covers the following themes: perceptions of the past, the origin of the New Order, aspirations, achievements, problems,

political culture and participation, class and social stratification, and gender.

Students completing the subject should have a vocabulary of about 5,000 words. They should have the ability to recognise and reflect on ways in which vocabulary and grammatical patterns vary in different situational contexts, and how choices in grammar and vocabulary can convey the point of view of the writer and speaker beyond the basic transmission of information. This subject prepares students to discuss a range of social topics and a limited range of work topics, and present rudimentary arguments or points of view expressed with socially appropriate phrases to limit possible misunderstanding or offence. Students should also be able to understand the general thread of articles and documents on familiar topics, and write short texts, such as letters and instructions.

#### **INDONESIAN 6**

*8cp; 2nd semester, 6hpw*  
*prerequisite: Indonesian 5*

Indonesian 6 is the fourth in a series of four units for students who have successfully completed HSC-level Indonesian. By the end of the subject, students are expected to have begun to develop a minimum vocational language proficiency, and be able to satisfy all routine social and a significant range of work demands. The subject covers the following themes: social and cultural pluralism, national and economic development, science, technical and scientific development, religion and popular culture, and internationalisation.

Students should have a vocabulary of about 6,000 words by the end of the subject. They should also have the ability to vary their language appropriately in accordance with a range of social and work situations, and be able to recognise and manipulate vocabulary and grammatical patterns. This subject prepares students to be able to present arguments or points of view, with the ability to frame them in a style that is appropriate to the social, cultural and interpersonal factors present. Students should also be able to understand articles and documents on familiar topics, and write short texts, such as letters, descriptions and simple explanations.

#### **971320, 972320, 973320, 974320**

##### **THAI LANGUAGE AND CULTURE**

A Thai language program is made available to UTS students through the Languages Consortium established by universities in the Sydney metropolitan area. The Thai language program is taught by staff at the University of Sydney and at Macquarie University. The program is geared to the needs of complete beginners in Thai, although students with some previous knowledge of Thai may also be accommodated.

#### **971414/5, 972414/5, 973414/5, 974414/5**

##### **FRENCH**

French language studies are offered to UTS students through arrangements with the University of Sydney and Macquarie University. Combined degree students wishing to study French must have a minimum of HSC-level proficiency. Students are placed in classes appropriate to their level of competence and further develop their communicative skills in listening, speaking, reading and writing. Some study of literary texts is involved for more advanced students. Students also learn about French culture and contemporary society.

#### **971424/5, 972424/5, 973424/5, 974424/5**

##### **GERMAN**

German language studies are offered to UTS students through arrangements with the University of Sydney and Macquarie University. Combined degree students wishing to study German must have a minimum of HSC-level proficiency. Students are placed in classes appropriate to their level of competence and further develop their communicative skills in listening, speaking, reading and writing. Some study of literary texts is involved for more advanced students. Students also learn about German culture and contemporary society.

**971434/5, 972434/5, 973434/5,  
974434/5**

### ITALIAN

Italian language studies are offered to UTS students through arrangements with the University of Sydney. Combined degree students wishing to study Italian must have a minimum of HSC-level proficiency. Students are placed in classes appropriate to their level of competence and further develop their communicative skills in listening, speaking, reading and writing. Some study of literary texts is involved for more advanced students. Students also learn about Italian culture and contemporary society.

**971501, 972501, 973501, 974501**

### SPANISH 1

*8cp; 1st semester, 6hpw*  
*prerequisite: nil*

Spanish 1 is the first in a series of four units designed to provide students who have prior knowledge of the Spanish language with basic survival skills in language and culture, and the ability to undertake In-country Study in Latin America.

By the end of the subject, students would be expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs using expressions and phrases they have learnt that are required in basic social interaction. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the socio-cultural contexts in which the language is used. Students gain, in particular, an awareness of the background of Hispanic countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways of expressing new meanings.

Spanish 1 consists of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides students with many opportunities to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### SPANISH 2

*8cp; 2nd semester, 6hpw*  
*prerequisite: Spanish 1*

Spanish 2 is the second in a series of four units designed to provide students who have no prior knowledge of the Spanish language with basic survival skills in language and culture, and the ability to undertake In-country Study in Latin America.

By the end of the subject, students would be expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing, and be able to satisfy immediate communication needs and minimum courtesy requirements required in basic social interaction. Students will also develop an understanding of the socio-cultural contexts in which the language is used and further communication strategies.

Spanish 2 consists of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides many opportunities for the students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### SPANISH 3

*8cp; 1st semester, 6hpw*  
*prerequisite: Spanish 2 or HSC Spanish*

Spanish 3 is the third in a series of four units for students with no prior knowledge of the Spanish language, or first in a series of four units for students who have successfully completed HSC-level Spanish or its equivalent. It provides students with basic survival skills in language and culture, and the ability to undertake In-country Study in Latin America.

By the end of the subject, students would be expected to have achieved a communicative competence in speaking, listening, reading and writing skills in order to be able to satisfy all 'survival' needs and limited social needs. They would also be expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this subject, students develop the ability to understand the general content of magazine and newspaper articles.

Spanish 3 consists of 78 hours of classroom instruction. The approach adopted is

'communicative' and provides many opportunities for the students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

#### **SPANISH 4**

*8cp; 2nd semester, 6hpw*

*prerequisite: Spanish 3*

Spanish 4 is the fourth in a series of four units for students with no prior knowledge of the Spanish language, or second in a series of four units for students who have successfully completed Spanish 3 and HSC-level Spanish or its equivalent. It provides students with basic survival skills in language and culture, and the ability to undertake In-country Study in Latin America.

By the end of the subject, students would be expected to have begun to develop the communication skills required to satisfy limited routine social and work demands. They would also be expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this subject, students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required to find accommodation.

Spanish 4 consist of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides many opportunities for the students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

#### **SPANISH 5**

*8cp; 1st semester, 6hpw*

*prerequisite: Spanish 4*

Spanish 5 is the third in a series of four units designed to provide students who have successfully completed Spanish 4 and HSC-level Spanish or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America.

By the end of the subject, students would be expected to have achieved the communicative competence in speaking, listening, reading and writing required to be able to satisfy routine social demands and limited

work requirements. They would have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in Spanish to compare lifestyles, university life and education, and practise interview techniques in preparation for In-country Study.

Spanish 5 consists of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides many opportunities for the students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

#### **SPANISH 6**

*8cp; 2nd semester, 6hpw*

*prerequisite: Spanish 5*

Spanish 6 is the fourth in a series of four units designed to provide students who have successfully completed Spanish 5 and HSC-level Spanish or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America.

By the end of the subject, students would be expected to have achieved the communicative competence required to speak the language with sufficient accuracy, and be able to participate in limited formal and informal conversations on practical and social topics. Students would also be expected to be able to read and write with sufficient accuracy to meet a limited range of social and work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, literature, and the arts.

Spanish 6 consists of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides many opportunities for the students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

**976101****CHINESE EAST ASIA***8cp; 2nd semester, 4hpw*

South China—Hong Kong, Taiwan and the Southern Chinese provinces of Fujian and Guangdong—is a region of global importance. It is a dynamo of economic growth for the East Asia region that has grown out of the economic integration of Hong Kong, Taiwan and South China, and which is now expanding to include East China. Yet its constituent parts have developed separately in different and often inimical political systems. As a result of all of these factors, South China is likely to be of increasing importance strategically and politically, as well as economically. This subject examines the development of Hong Kong, Taiwan and South China and their interaction. It is an introductory subject that requires no prior knowledge of the region or of any Chinese language.

**976111****CONTEMPORARY CHINA***8cp; 2nd semester, 4hpw*

This subject examines the contours and dynamics of social, political and economic change in the People's Republic of China since the death of Mao Zedong and the start of the reform era. A central theme is the emerging relationship between state and society in a state socialist system in the process of change and reform. It is an introductory subject that requires no prior knowledge of the People's Republic of China or of any Chinese language.

**976211****CONTEMPORARY JAPAN***8cp; 2nd semester, 4hpw*

This subject provides an introduction to the political, social and economic contexts of Japan's emergence as an economic superpower. It focuses on the political process and social change, and examines conventional wisdom about a whole range of topics, such as Japan's collectivism, social welfare provision and political stability. In the process, it offers an introduction to Japan's culture generally, and the causes and consequences of social change. It is an introductory subject that requires no prior knowledge of Japan or of Japanese.

**976301****CONTEMPORARY SOUTH-EAST ASIA***8cp; 2nd semester, 4hpw*

Australia's political, social and economic interaction with the countries of South-East Asia has increased dramatically over the last 30 years, and South-East Asia has consequently become a region of crucial significance for Australia. Its relations with individual countries and with regional bodies such as ASEAN and APEC are now at least as important as its relations with England and Europe. This subject presents an introduction to the cultures and societies of South-East Asia. No prior knowledge of South-East Asia or any South-East Asian language is required. All classes are taught in English.

**976401****CONTEMPORARY WESTERN EUROPE***8cp; 2nd semester, 5hpw*

Despite their common history and the creation of a European Community in the post-War world, it has only been in the 1990s that France, Germany and Italy have started to build a wider European unity and existence. Through providing an introduction to the politics, society, economy and culture of each of these countries, this unit aims to explain and analyse that process. After a brief overview of the European heritage, the unit examines France, Germany and Italy in turn, highlighting both the similarities and differences in their institutions and structures.

This is an introductory course that requires no prior knowledge of Western Europe or of any European language.

**976501****CONTEMPORARY LATIN AMERICA***8cp; 2nd semester, 4hpw*

Latin America has been a crucible for social, political and economic change in the 19th and 20th centuries. The struggles for nationalism, democracy, modernisation and secularisation have all resonated in the countries of Latin America. In the last half of the 20th century, Latin America's primary concerns have focused on the political economy of neo-colonialism and underdevelopment. Coming out from

behind the shadow of the USA, there has been greater awareness of community and identity both at national levels and in the international arena. This subject examines three of the countries of Latin America—Chile, Mexico and Argentina—and their interaction against this background.

The subject requires no prior knowledge of Latin America, or of Spanish or Portuguese.

**977110****SEMESTER 1 IN CHINA**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977120****SEMESTER 1 IN GUANGDONG, HONG KONG OR HAINAN**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977130****SEMESTER 1 IN TAIWAN**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977210****SEMESTER 1 IN JAPAN**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977310****SEMESTER 1 IN INDONESIA**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977320****SEMESTER 1 IN THAILAND**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977400****SEMESTER 1 IN FRANCE, GERMANY OR ITALY**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**977500****SEMESTER 1 IN CHILE OR ARGENTINA**

24cp

*prerequisite: completion of four semesters of study in the International Studies program*

**978110****SEMESTER 2 IN CHINA**

24cp

*prerequisite: 977110*

**978120****SEMESTER 2 IN GUANGDONG, HONG KONG OR HAINAN**

24cp

*prerequisite: 977120*

**978130****SEMESTER 2 IN TAIWAN**

24cp

*prerequisite: 977130*

**978210****SEMESTER 2 IN JAPAN**

24cp

*prerequisite: 977210*

**978310****SEMESTER 2 IN INDONESIA**

24cp

*prerequisite: 977310*

**978320****SEMESTER 2 IN THAILAND**

24cp

*prerequisite: 977320*

**978400****SEMESTER 2 IN FRANCE, GERMANY OR ITALY**

24cp

*prerequisite: 977400*

**978500****SEMESTER 2 IN CHILE OR ARGENTINA**

24cp

*prerequisite: 977500*

# POSTGRADUATE SUBJECT DESCRIPTIONS

## 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 = Humanities and Social Sciences

7 = Law

*Second* digit indicates school 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' and '8'.

## Guide to subject descriptions

The subject descriptions shown below indicate the subject code and name, and the number of credit points for the subject (e.g. 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 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.

## 21702

### INDUSTRIAL RELATIONS

6cp

*prerequisite: 21720 Employment Relations*

Provides an in-depth knowledge of the institutions, processes and forces in Australian industrial relations. The contemporary pressures upon industrial relations and the major legislation affecting the workplace will be discussed and analysed. The practical skills required to effectively handle industrial relations will also be covered, particularly those relating

to grievance procedures, negotiations and advocacy. A number of overseas industrial relations systems will also be critically analysed.

## 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 1 to 3 of the Graduate Diploma in Business Administration*

An integrating subject concerned with top management strategy for, and management of, change in the 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. Provides a general framework for analysing and understanding a country's business practices, as well as a consideration of international human resource management. Examines the implications of evolving international business practices for Australia.

**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 organisational conflict is discussed. The subject takes a critical approach to management theory and practice.

**21720****EMPLOYMENT RELATIONS***6cp*

An introduction to the areas of industrial relations and human resource management. The historical steps in the development of the human resource function and the forces which have shaped its development are examined. The major functions of employment relations managers are explored, as well as the relationship between the human resource 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 system in Australia are examined, as well as the form and function of the employer and employee organisations party to employment relations. The nature and impact of efficiency restructuring and enterprise bargaining upon the management of employment relations are also examined.

**21722****LEADERSHIP AND MANAGEMENT  
ACTION***6cp**prerequisite: 21719 Organisational Behaviour or 21813 Managing People*

The emphasis in this subject is on understanding the role of the manager as leader, decision maker and change agent. This will be accomplished through lectures, seminar discussions and practical exercises.

Topics include the manager's role; transformational/transactional leadership; rational and 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; and dealing with interpersonal conflict.

## 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 oral presentations and program design and review; and describe and analyse the major contextual variables and their relationship to human resource management strategies. Major topics will include alternative views of HRM, HRM in the Australian context, strategic approaches to the sub-fields of HRM, the relationships between HRM and organisational strategy and change, and an introduction to international HRM.

## 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. They 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 or 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 the above to specialist settings e.g. health, education, the 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 techniques for improving information and process flows; service operations; planning scheduling and controlling production; total quality management; benchmarking for best practice; process re-engineering; facilities layout and manufacturing and service operations strategy.

**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*

Provides an introduction to production planning and control with emphasis on effective resource management. Familiarises students with current issues and developments in production planning and control. Investigates the factors that need to be considered for successful selection and implementation of production planning and control systems. Topics include integrating production planning with business planning; manufacturing resource planning; Just-in-Time production systems; optimised production technology; capacity management; implications for production planning; and control of developments in information technology.

**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 examine, discuss, analyse and evaluate the literature dealing with a chosen specific topic.

**21751****MANAGEMENT RESEARCH METHODS**

6cp

Provides students with an understanding of the various research methods used in social and business research, as well as giving practical experience in the use of some of these methods. Topics include questionnaire construction; survey methods (interview, mail, telephone); sampling; indexes and scales; analysing and presenting data; experimental design; evaluation research; and qualitative methods such as content analysis and case studies.

**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 will be 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*

*prerequisite: 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*

*prerequisite: 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; be able to analyse strategically the position of any community organisation; and 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 with 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; client, 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 tasks 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; identify 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*

Familiarises students with the language, techniques and ways of thinking employed by economists relating to micro-, macro- and public sector economics. Teaches some skills in economic analysis of direct application 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 which explores the nature of management within the community sector; offers an overview of management theory and practice by exploring key issues such as governance and accountability; and demonstrates the relevance of later subjects in the program. It is a compulsory subject and a 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 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; examination of employment practices within the community sector including task analysis, job design, recruitment, selection, support and training, performance monitoring and termination.

**21775****COMPARATIVE INTERNATIONAL EMPLOYMENT RELATIONS**

6cp

*prerequisite: 21720 Employment Relations*

Addresses the major employment relations issues arising from the globalisation of corporate operations, especially multinational operations in South-East Asia. Includes differing regulatory systems reflecting divergent cultures and the trend to utilise human resources for comparative advantage across national borders.

**21778****RAISING AND MANAGING FUNDS**

6cp

*prerequisites: 21766 Managing Community Organisations; 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 (i.e. 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 an insight into the interpersonal skills required 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 or 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

*prerequisite: 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 specialty 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; explores research as a problem-solving tool and a political one; critically examines both qualitative and quantitative research methods and the use of primary and secondary data sources; introduces the basis of statistical analysis (SPSS); and 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 Resources 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 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 else 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

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

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.

**21792****RESEARCH PROJECT (PUBLIC/  
COMMUNITY)**

6cp

*prerequisites: 21751 Management Research Methods or 21781 Social and Community Research; 21754 Research Proposal*

Students implement their research plan on the basis of the project design and theoretical framework identified in the Research Proposal. Further develops the students' research capabilities and enables them to apply and demonstrate their research and skills in terms of: (a) the collection, processing and analysis of data; (b) the interpretation of findings, and the ability to relate these to the earlier literature review; and (c)

the preparation of a substantial research report. The report should demonstrate both an in-depth knowledge of the topic chosen for investigation and the nature and significance of the research results, plus major conclusions drawn from the study.

**21794****RESEARCH PROPOSAL—  
OPERATIONS MANAGEMENT**

6cp

*prerequisite: completion of Semesters 1 to 4 of the Master of Business in Operations Management*

Involves the completion of a thorough literature review and the development of a detailed proposal for the project to be completed in the subject 21795 Research Project Operations Management. 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. Students will be allocated to an academic staff member appropriate to their topic area who will supervise their research topic.

**21795****RESEARCH PROJECT—OPERATIONS  
MANAGEMENT**

6cp

*prerequisite: 21794 Research Proposal—Operations Management*

The study planned in subject 21794 Research Proposal—Operations Management 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.

**21796****GLOBAL MATERIALS MANAGEMENT**

6cp

Introduces participants to the key elements of international management and its implications for the strategic supply function in public, private and not-for-profit organisations. Managerial issues relating to local and overseas purchasing will be an important focus of this subject, together with some consideration of inventory

management and its relationship to international procurement.

### **21797**

#### **MATERIALS MANAGEMENT**

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 strategic alliances, vendor assessment, supplier base management, materials management information needs and related current supply management topics.

### **21798**

#### **STRATEGIC SUPPLY MANAGEMENT**

6cp

*prerequisites: all Semester 1 and 2 subjects from the Graduate Diploma in Purchasing and Materials Management*

*corequisite: 21796 Global Materials 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 that ensure procurement is part of the strategic decision-making process.

### **21810**

#### **ISSUES IN COMMUNITY MANAGEMENT**

6cp

*prerequisites: Semesters 1 to 4 of the Community Management concentration of the Master of Management*

Provides students in the penultimate semester of the Master of Management and Community Management program with an opportunity to use a range of resources to inform themselves about several issues currently salient to managers of community management. Provides an opportunity for students to

practise their ability quickly and systematically to inform themselves of an issue and to demonstrate that they are able to evaluate and bring to bear relevant research and professional literature to illuminate an issue.

### **21811**

#### **GLOBAL STRATEGIC MANAGEMENT**

6cp

*prerequisites: 24734 Managerial Marketing; 25742 Financial Management; 25706 Economics for Management; either 22726 Accounting and Financial Administration or 22747 Accounting for Managerial Decisions*

Provides an understanding of the contemporary international business environment and how business can formulate appropriate organisational strategies. A variety of strategic options available to organisations will be explored. Emphasis will be placed on the inevitability of changes in the global environment and on the need for strategic management in this changing environment in Asia, Europe and the USA.

### **21812**

#### **GLOBAL OPERATIONS MANAGEMENT**

6cp

*prerequisite: 21741 Operations Management*

Presents issues critical to the globalisation of manufacturing and service operations. Helps operations managers overcome national and cultural myopia, identify cultural and contextual differences in operations management practice, examine successful operations management approaches in other countries, and address the impact of the global scope of operations on the usual operating decisions (e.g. production, planning, quality control).

Examines organisation of global operations, global manufacturing strategy, international facilities location, offshore manufacturing, global sourcing and logistics, global transfer of technology, risk management in global operations, cultural and national comparisons of operations management practices, and successful global service operations.

**21813****MANAGING PEOPLE**

6cp

Uses a behavioural science theory and research perspective to diagnose organisational processes. Students will be able to describe best practice in the management of human performance at work; relate people management practices to developments in management thought, and to changing values and ethical thinking in the world of business and administration; appreciate a range of viewpoints regarding the nature of work and variety of work forms to be found in different societies; and appraise organisational communication practices in the context of organisational diversity.

Introduction to the field of people management; motivation, job design and performance management; managing groups at work; intergroup behaviour and conflict in organisations; leadership; managing decision-making processes in organisations; influence skills in managers; communication for people management.

**21814****MANAGEMENT PROJECT DESIGN**

6cp

*corequisite: 21751 Management Research Methods*

Aims to further develop knowledge and skills in management research. Draws on knowledge of research methods being acquired in Management Research Methods and on the overall understanding of the field of management gained earlier in the course. Specific content will be determined by the student and his or her supervisor in relation to the specific project topic.

The major emphasis will be on defining the topic; locating the relevant literature; analysing this literature and integrating it with relevant issues; formulating conclusions and implications arising from the literature review; designing a study to explore these implications; and preparing a report.

**21815****MANAGEMENT PROJECT**

6cp

*prerequisites: 21751 Management Research Methods; 21814 Management Project Design*

The knowledge of research methods gained from Management Research Methods is applied in the data gathering, analysis and interpretation phases. On completion of this subject students will be able to systematically gather, process and interpret data in the area of management; effectively relate research results to the relevant management literature; prepare a thorough and effective report on a completed management project; and demonstrate a comprehensive knowledge in the area chosen for the project.

**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 future 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.

### **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.

### **22739**

#### **BUSINESS PROJECT IN ACCOUNTING**

6cp

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.

### **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, and 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.

**22746****MANAGERIAL ACCOUNTING***6cp*

Management accounting information systems are one of the main decision-support systems in organisations. This subject equips students with the skills and knowledge to use management accounting information for planning and controlling organisational activities. Various cost concepts—such as fixed and variable costs; direct, indirect and full costs; and differential costs—will be covered. Students will learn how to use standard cost and variance analysis and how to prepare budgets.

**22747****ACCOUNTING FOR MANAGERIAL DECISIONS***6cp*

Introduces accounting to those who are not preparing for a career in accounting, but who are going to use accounting information in their future roles. Topics include both financial and management discounting, financial statements, balance sheets and income statements, financial statement analysis and understanding of financial statements, the nature of management accounting, cost behaviour, differential accounting, responsibility accounting and budgeting.

**22748****FINANCIAL REPORTING AND ANALYSIS***6cp*

Provides an understanding of the role of financial reporting, competencies and skills in analysing financial statements. Topics include socio-economic, political and legal environment of corporate financial reporting; balance sheet; profit and loss statements; cash-flow statements; financial statement analysis; economic consequences of financial numbers; predictive ability of financial ratios.

**22749****BUSINESS PROJECT IN ACCOUNTING AND FINANCE***6cp*

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.

**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 provides a basis for the 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 specialty 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.

### **22795**

#### **STRATEGIC MANAGEMENT ACCOUNTING**

6cp

Together with the subject Management Planning and Control, provides the key management accounting skills and concepts necessary to relate the management of an organisation to its environment; to formulate strategies for the achievement of organisational objectives; and to manage the implementation of these strategies throughout the organisation.

### **22796**

#### **STRATEGIC INFORMATION MANAGEMENT**

6cp

Provides the information system management skills (design, development and implementation) necessary to support the strategic management accounting functions of an organisation. Includes a full treatment of various information resource issues.

### **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.

### **24702**

#### **MARKETING THEORY AND PRACTICE**

6cp

Introduces students 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 interrelationship of variables that impact on the marketing activity.

### **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 relations 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 as a supplement to lectures. There will also be a group project involving a contemporary trade relations issue.

### 24705

#### MARKETING PROJECTS AND SERVICES OVERSEAS

6cp

*prerequisite: 24712 Multinational Marketing*

Builds upon and applies knowledge acquired from Multinational Marketing to the marketing of Australian projects and services overseas. Facilitates an understanding of the complexities that surround the successful negotiation and awarding of projects overseas with particular reference to the roles of governments, aid agencies, financial institutions and multi-lateral bodies. Covers the 'packaging' of the project proposal, strategic alliance possibilities and the marketing of the proposal to those influencing the award of the project.

Assesses the differences between marketing services in Australia and marketing services overseas. Evaluates the opportunities and constraints facing Australian organisations when marketing abroad, both in general and with specific reference to education, health, legal services, accounting services, insurance, tourism, and intellectual property.

### 24710

#### BUYER BEHAVIOUR

6cp

Provides an 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.

### 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 inter-organisation 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, the industry and 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 marketplace 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

*prerequisites: 24734 Managerial Marketing or 24701 Marketing Theory and Practice*

Introduces students to electronic markets and marketing information systems by building on the concepts of interaction, relationships and networks.

As a starting point the student is acquainted with the societal trends in the information economy and marketing information as a strategic asset as well as its discovery, creation, dissemination, quality and retrieval. This foundation helps to better

understand the network-based business model (the Virtual Corporation) and the supporting inter-firm information exchanges.

A critical component of the course will be project work pertaining to the alignment of key technologies with marketing strategies especially at market entry, an ethnographic research study on the use of new marketing information technology in the workplace and the practical aspects of information exchange and utilisation in major industries.

### **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 study 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 and 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 intercompany and intra-company transactions.

### **24750**

#### **MARKETING DECISION ANALYSIS**

6cp

*prerequisites: 24734 Managerial Marketing; 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 a product manager in the task of managing markets.

### 24755

#### APPLIED INTERNATIONAL MARKETING RESEARCH

12cp

*prerequisite: 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 evaluated across national boundaries. A greater understanding of the role and significance of Australian business in the international economy will also be achieved.

### 24780

#### READINGS IN MARKETING

6cp

*prerequisites: nil, however, prior permission from the School 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 specialty 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

*prerequisite: 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. Prospective students are advised to consult their supervisor during the first week of semester at the latest; consultation during the previous semester may facilitate project work.

### 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 microcomputer

and spreadsheet programs, developing worksheets for planning and forecasting in the finance arena e.g. manpower planning, cash-flow 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.

### **25708**

#### **STRATEGIC FINANCIAL MANAGEMENT**

6cp

Provides the financial insight and skills necessary to complement all important areas of any business. Allows students to assess whether an investment should occur in various assets and what liabilities or financing requirements are necessary to ensure success. This is all within a framework of risk and return decisions that must be made by any corporation.

### **25709**

#### **DERIVATIVE SECURITY PRICING**

6cp

Builds on the techniques and concepts developed in the subject Stochastic Methods in Finance to develop a consistent approach to derivative security pricing. Both the classical (Black–Scholes) and modern (Martingale) approaches are discussed and compared. Deterministic and stochastic interest rate environments are considered.

### **25710**

#### **FINANCIAL TIME SERIES**

6cp

Introduces students to the concepts and techniques from the econometrics and time series literature relevant to a statistical description of financial time series. Topics include stochastic properties and distributions of financial time series, ARIMA models, modelling volatility, the ARCH class of models, estimation, testing market efficiency, long-memory processes, nonlinear stochastic models, option pricing applications, modelling term structure of volatility expectations and forecasting volatility.

### **25711**

#### **SECURITIES MARKET REGULATIONS**

6cp

Develops an understanding of the regulatory nature of securities markets, including the process of regulation of the various players involved. Reviews the different theoretical frameworks within which regulations can be analysed—both a legal and financial perspective. Critically

evaluates current issues of regulatory debate and reform in securities markets, such as insider trading and takeovers. Exposes students to the different research methodologies of finance and law.

## 25712

### STOCHASTIC METHODS IN FINANCE

6cp

Provides students with the background in stochastic methods necessary to approach the technical literature in modern quantitative finance. Starts with the modelling of financial prices as stochastic processes and develops concepts up to Ito's lemma, Girsanov's theorem and Wiener chaos expansions.

## 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 allows students to practise 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*

Examines foreign exchange markets, multinational working capital, international investments and the financing of international operations. Topics include foreign exchange markets—spot, forwards, currency options and futures markets; basic international finance relationships—interest rate parity, purchasing power parity, Fisher effect; foreign exchange risk management—forecasting exchange rates, measuring and management exposure to exchange rate fluctuations; multinational working capital management—short-term, cash, credit, inventory management; international

investment—capital budgeting, cost of capital, company risk analysis; international financing—international capital markets, Euromarkets, special financing vehicles (swaps), global financing strategies, tax management.

## 25736

### ASIAN-AUSTRALIAN ECONOMIC RELATIONS

6cp

*prerequisite: 25706 Economics for Management (unless otherwise approved by Head of School of Finance and Economics)*

Objective is 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

Assists students in developing a broad knowledge of the instruments, institutions and markets that comprise the financial system, and an understanding of the dynamics that influence the behaviour of financial markets and the value of financial instruments.

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; foreign rate agreements (FRAs); swaps and financial innovation.

### **25742**

#### **FINANCIAL MANAGEMENT**

6cp

*prerequisites:* 25706 *Economics for Management*; 21710 *Quantitative Methods*; either 22726 *Accounting and Financial Administration* or 21731 *Resources Management*

Topics include the conceptual basis of financial decisions; accounting statements and cash flow; net present value; the valuation of debt and equity; capital budgeting issues; risk and return; the capital asset pricing model (CAPM); capital structure—determinants of the optimal balance of debt and equity; dividend policy; and leasing.

### **25743**

#### **CORPORATE FINANCIAL ANALYSIS**

6cp

*prerequisite:* 25742 *Financial Management* or 25765 *Corporate Finance*

Develops an understanding and appreciation of the assessment of financial statements for corporate finance lending and investment purposes. Topics include demand and supply of financial statements—analysis of key financial ratios on a cross-section and time-series basis; forecasting financial statements—interrelationship of key financial statements (balance sheets, profit and loss, cash flows); capital markets and information efficiency—asset pricing, corporate information releases; equity analysis—impact of financial statements, corporate restructuring (mergers); debt ratings and financial statements—debt issues, distress analysis, loan decisions.

### **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; asset and liability management; issues in risk management; financial engineering; corporate control; capital structure; capital raising; and corporate restructuring.

### **25751**

#### **FINANCIAL INSTITUTION MANAGEMENT**

6cp

*prerequisites:* 25741 *Capital Markets*; either 25742 *Financial Management* or 25761 *Elements of Financial Management*

Introduces students to a broader view of a 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; and bank planning.

### **25752**

#### **FINANCIAL INSTITUTION LENDING**

6cp

*prerequisites:* 25741 *Capital Markets*; 25742 *Financial Management* or 25761 *Elements of Financial Management*

Develops understanding and appreciation of sound and practical bank lending practices, including corporate and consumer lending, international trade, current issues, and legal matters. Topics include lending—loan types, mortgage property; lending—securities, documentation; lending—balance sheet analysis; lending—managing advanced; 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 be related to material covered previously in the course. This subject 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 derivative securities 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: 25742 Financial Management or 25765 Corporate Finance; 25731 International Financial Management*

Exposes students to the management of financial price risk in a corporate treasury environment. Topics include objectives, functions, structure and information requirements for corporate treasury management—rationale or risk management; treasury performance measurement—market value, economic return, opportunity gains/costs, benchmark, risk assessment; identifying and measuring financial price risk, gap analysis, duration analysis, immunisation strategies; tools for managing, pricing and valuing financial risk—forwards, futures, swaps, options; interrelationships of financial risk management tools—assembling ‘building blocks’ or derivatives, redesign of financial structures, designing new products.

**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 the venture capital market; the 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 the 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

*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 specialty strand in the MBA program. Therefore the subject chosen should be related to other subjects within the chosen strand.

**25781****READINGS IN ECONOMICS**

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 specialty 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.

**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.

**25815****ASIAN CAPITAL MARKETS**

3cp

*prerequisites: 25741 Capital Markets; 25765 Corporate Finance*

Examines the structure and institutions of the major Asian capital markets and the interconnections between these markets. A number of empirical studies focusing on Asian capital markets will be reviewed. The exact nature of the subject material will be determined by each presenter.

**25816****COMPUTATIONAL FINANCE**

3cp

*prerequisites: 25712 Stochastic Methods in Finance; 25820 Stochastic Numerical Methods in Finance*

*corequisite: 25709 Derivative Security Pricing*

Demonstrates the application of classical techniques of numerical analysis to the solution of pricing and hedging problems in derivative security analysis. Topics include the partial differential equations of financial economics, explicit methods, implicit methods, lattice models and trees, benchmarking of the various methods, evaluation of European, American and exotic options.

**25817****FIXED INCOME SECURITIES THEORY AND PRACTICE**

3cp

*prerequisite: 25821 Yield Curve Analysis*

Provides the concepts and techniques necessary for the management of fixed income securities. Topics include bond analysis techniques, non-standard bonds and investment and dealing strategies.

**25818****REAL ESTATE FINANCE AND INVESTMENT**

3cp

*prerequisite: 25765 Corporate Finance*  
*corequisite: 25721 Investment Management*

Examines real estate/property as an asset class. Various property sectors are considered as well as mainstream techniques of finance such as discounted cash flow, modern portfolio theory and efficient market hypothesis which are applied to the selection, evaluation and management of real estate.

**25819****SHARE MARKET ANALYSIS**

3cp

*prerequisite: 25765 Corporate Finance*  
*corequisite: 25721 Investment Management*

Examines all aspects of share market analysis. Topics include valuation, fundamental analysis and stock selection.

**25820****STOCHASTIC NUMERICAL METHODS IN FINANCE**

3cp

*prerequisite: 25712 Stochastic Methods in Finance**corequisite: 25709 Derivative Security Pricing*

Expounds the concepts and techniques of stochastic simulation as applied to the pricing and hedging of complex financial instruments. Topics include numerical solution of stochastic differential equations, Monte-Carlo methods, quasi Monte-Carlo methods, derivative security pricing and hedging via simulation, applications to stock options, interest rate options, exotic options and American options.

**25821****YIELD CURVE ANALYSIS**

3cp

*prerequisite: 25721 Investment Management**corequisite: 25762 Synthetic Financial Products*

Discusses the practicalities of yield curve analysis in Australian markets. Topics include the pricing of yield curve measures for bonds, the price volatility of option free bonds and duration measures.

**26702****MANAGEMENT DEVELOPMENT OUTDOORS**

6cp

Students will undertake a program of experiential learning based in the outdoors to develop a range of management skills, particularly in the areas of leadership and team dynamics. The program consists of a variety of experiential tasks and challenges set in the outdoors which must be overcome through individual and team effort. Most of these problems will place participants in situations which involve certain amounts of perceived stress, uncertainty, ambiguity and risk. Facilitated discussion follows the activities.

**27108****LIFESTYLE ANALYSIS**

6cp

*prerequisites: 27752 Marketing for the Arts or 27807 Tourism and Leisure Marketing or 27716 Sports Marketing or 27710 Popular Culture or an approved general marketing subject*

Draws on a variety of disciplinary perspectives and provides the opportunity to explore the possibilities of interdisciplinary studies as exemplified by Leisure Studies and Tourism Studies subjects. Covers approaches to conceptualising and theorising lifestyle including Weber and Weberian school of thought; sub-cultural studies; psychological approaches; market research/psychographics studies; spatial/geo-demographic approaches; leisure styles; health research and lifestyle; the idea of quality of life, 'socialist lifestyles', the elderly, communes and 'alternative' lifestyles; analysing the concept of lifestyle and its dimensions; methodological issues; lifestyle as a research/marketing/policy tool; lifestyle in leisure/tourism research; lifestyle in the marketing of leisure and tourism; lifestyle in leisure policy formulation and service delivery.

**27701****LEISURE INDUSTRY ORGANISATION AND POLICY**

6cp

Examines the history of the leisure industry in Australia, and 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 Industry 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 investigates 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 theories and their application to tourism industry settings and management structures; the functions and levels of management in tourism industry organisations; management

strategies; service quality issues and implications for management.

### **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. The subject enables the student to practise

certain management or marketing functions, through case studies.

### **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. Enables students to identify the particular characteristics and skills necessary for successful arts marketing, and to 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*

*prerequisite: 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 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 the management role 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.

### **27765**

#### **TOURIST EVENT MANAGEMENT**

6cp

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.

### **27766**

#### **MANAGING TRANSPORTATION FOR TOURISM**

6cp

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.

### **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: 27708 The Tourism Industry; 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 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 i.e. as an industry where cultural forms, processes, artefacts and spectacles are exchanged, consumed or experienced in various ways. The focus then turns to the major traditions of analysis of cultural tourism: the sociological, the anthropological and the more recent semiotic perspectives, specifically in terms of their value for a critical evaluation of the cultural dimensions of tourism.

After this analysis of the major theoretical debates, the concepts acquired here will be applied to a series of Australian case studies. Two main areas will 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 (2cp) 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 (4cp) 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 (6cp) 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 able to conduct 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.

**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, 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 Industry 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 plus one elective chosen from 27943 Sociology of Leisure or 27944 Leisure Policy, 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 plus one elective chosen from 27943 Sociology of Leisure or 27944 Leisure Policy, 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.

## 28701

### BUSINESS AND THE CHANGING ENVIRONMENT

6cp

Introduces students to current and potential environmental changes which can influence the conduct of business, particularly in the Asia-Pacific region, in the present and future. Specifically addresses the major currents of change which are likely to affect the way businesses are managed in the future; business strategies for coping with these changes; the need for multidisciplinary skills in problem solving; and new possibilities and creative alternatives in business. This subject is presented in a flexible format where students undertake three modules over the year, conducted for one to two days over three weekends. Modules will consist of a combination of lectures by industry speakers and workshop sessions.

## 28702

### BUSINESS ANALYSIS

6cp

Provides an introduction to the analysis of management information to support decision making. The subject will develop proficiencies in the use of information systems in the analysis of businesses and business problems. Emphasises modelling and analysis techniques in the functional areas of accounting, finance, general management, operations and marketing, including the use of relevant PC-based or Mac-based software packages. Topics include concepts of information and systems; humans as information processors; planning and control applications; and data analysis and forecasting techniques.

**28703****CULTURE, BUSINESS AND LANGUAGE IN THE ASIA-PACIFIC REGION**

6cp

Introduces students to the cultures, the role of language, basic business language and business practices in the Asia-Pacific region. Combines a regional overview of these elements with a more detailed study of one of the countries. Students will gain an understanding of the cultural variation in the Asia-Pacific region; appreciate the role of culture and language in business practices; and be able to develop strategies for effectively relating to business generally in this region and, particularly, to practice in a chosen country.

**28790****BUSINESS CONSULTATIVE PROJECT**

6cp

*prerequisite: all the core subjects of the MBA program*

Provides the opportunity for in-depth, 'hands on' application of the MBA curriculum. Student groups acting as management consultants choose a project within a business unit, review its activities, diagnose problems and make recommendations. These studies may focus on functionally oriented projects such as financial analysis; specific industries such as biotechnology; or assignments centred on small and medium enterprise (SME) clusters such as entrepreneurship.

**POSTGRADUATE SUBJECTS OFFERED BY OTHER FACULTIES****43833****PROJECT MANAGEMENT**

6cp

Provides a sound knowledge of project management practice and the techniques associated with project planning and control. Considers the legal, contractual and managerial responsibilities of engineering managers and organisations, from the establishment of a project team or the initiation of a contract to the realisation of the project.

Examines organisation and project management structure; planning and management of physical resources; software for planning reporting, integration of progress and financial monitoring, cash-flow management; cost and quality control; contract administration and dispute resolution.

**56744****PUBLIC RELATIONS MANAGEMENT**

6cp

Designed to educate students about all aspects of the management of public relations in organisations. Enables students to take advantage of the opportunities to apply these principles to their own 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 PAYROLL 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 Payroll 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 participants with an understanding of their contractual and legal responsibilities as managers. Also provides participants with the opportunity to improve their skills in the formulation and administration of technical specifications, purchasing and supply contracts through an enhanced knowledge and awareness of a range of issues affecting contract law.

**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 1*

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.

**79708****CONTEMPORARY BUSINESS LAW**

6cp

Provides students with an understanding of the legal system and a knowledge of a range of legal topics that are of practical relevance to managers. Develops a critical awareness

of contemporary legal issues which are directly relevant to managers; explores the underlying legislation of the regulatory environment and how it impacts on management; provides access to the language and reasoning processes involved in the law by examining the relationship between jurisprudence (constitution, jurisdictions, government organs, the legal profession), ethics, morals, economics and relevant substantive areas of business law; and integrates common themes on legal theory and commercial practice with a number of substantive topics which directly impact on management decisions.

Provides an introduction to the legal system: examines contractual relations; consumer protection; environmental law; management responsibilities; competition law; protecting commercial ideas; and employment law.

**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 i.e. 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 business contracts and trade practices, the other emphasising intellectual property and 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 concerned with 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 (e.g. 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 (e.g. tort, contract); administrative law; particular aspects in the law referring to public employment and the employment of professionals; particular aspects of the law concerning the legal forms available for community organisations; their tax treatment and responsibilities of boards of managers and trustees.

**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.

**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*

Allows a degree of flexibility in providing for specialised needs of individual students. If undertaken as part of the specialty strand in the Master of Business Administration program, the subject should be related to other subjects within the chosen strand. Formal lectures in selected areas may be required by the supervising lecturer.

**79791**

**BUSINESS PROJECT—LAW**

*6cp*

Caters for specific interests in the graduate program of the Business faculty. The topic will be agreed among the Subject Coordinator, Course Coordinator and the individual student.

**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.

## COURSES AND COURSE CODES

### UNDERGRADUATE COURSES

- B01C Bachelor of Business (City campus)
- B01K Bachelor of Business (Kuring-gai campus)
- B003 Bachelor of Business (Honours)
- B004 Bachelor of Business/  
Bachelor of Laws
- BA03 Bachelor of Accounting
- BL12 Bachelor of Arts in Human  
Movement Studies
- BL14 Bachelor of Arts in Human  
Movement Studies/Graduate  
Diploma in Education
- BL10 Bachelor of Arts in Leisure Studies
- BL11 Bachelor of Arts in Tourism  
Management
- BL18 Bachelor of Arts in Human  
Movement Studies (Honours)
- BL13 Bachelor of Arts in Leisure Studies  
(Honours)
- BL19 Bachelor of Arts in Tourism  
Management (Honours)
- B006 Bachelor of Business/Bachelor of  
Arts in International Studies
- BL15 Bachelor of Arts in Human  
Movement Studies and in  
International Studies
- BL17 Bachelor of Arts in Leisure Studies  
and in International Studies
- BL16 Bachelor of Arts in Tourism  
Management and in International  
Studies
- BB06 Bachelor of Manufacturing  
Management
- BB05 Diploma in Community  
Organisations

### POSTGRADUATE COURSES

#### *Research Degrees*

- 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)
- BA70 Master of Business (by thesis)  
in Accounting
- BF70 Master of Business (by thesis)  
in Finance and Economics
- BB70 Master of Business (by thesis)  
in Management
- BM70 Master of Business (by thesis)  
in Marketing
- BL76 Master of Arts (by thesis)  
in Arts Management
- BL70 Master of Arts (by thesis)  
in Leisure Studies
- BL74 Master of Arts (by thesis)  
in Sports Studies
- BL72 Master of Arts (by thesis)  
in Tourism Studies

#### *MBA program*

- B056 Master of Business  
Administration (MBA)
- B055 Graduate Diploma in Business  
Administration
- B054 Graduate Certificate in Business  
Administration

*Accounting*

- BA56 Master of Business in Accounting
- BA57 Master of Business in Accounting and Finance
- BA53 Graduate Diploma in Accounting and Finance
- BA60 Graduate Certificate in Accounting and Finance
- BA61 Graduate Certificate in Strategic Management Accounting
- BA62 Graduate Certificate in Accounting

*Banking and Finance*

- BF58 Master of Business in Finance
- BF51 Graduate Diploma in Finance
- BF56 Graduate Certificate in Banking
- BF54 Graduate Certificate in Finance

*Business Operations Management*

- BB64 Master of Business in Business Operations Management
- BB55 Graduate Diploma in Business Operations Management
- BB71 Graduate Certificate in Business Operations Management

*Employment Relations*

- BB58 Master of Business in Employment Relations
- BB52 Graduate Diploma in Employment Relations
- BB69 Graduate Certificate in Employment Relations

*Leisure and Tourism*

- BL77 Master of Arts in Arts Management
- BL71 Master of Arts in Leisure Studies
- BL75 Master of Arts in Sports Studies

- BL73 Master of Arts in Tourism Studies
- BL52 Graduate Diploma in Arts Management
- BL50 Graduate Diploma in Leisure Management
- BL53 Graduate Diploma in Sports Management
- BL51 Graduate Diploma in Tourism Management
- BL60 Graduate Certificate in Sports Management

*Local Government Management*

- EB52 Master of Local Government Management

*Management*

- BG88 Master of Management
- BG87 Master of Management (Community)
- BG86 Master of Management (Public)
- BB68 Graduate Diploma in Management
- BB67 Graduate Certificate in Management

*Marketing*

- BM54 Master of Business in International Marketing
- BM53 Master of Business in Marketing
- BM51 Graduate Diploma in Marketing
- BM55 Graduate Certificate in Marketing

*Purchasing and Materials Management*

- BB66 Graduate Diploma in Purchasing and Materials Management
- BB65 Graduate Certificate in Purchasing and Materials Management



## TRANSITION GUIDELINES

Only subjects forming part of the revised Bachelor of Business degree will be offered from the beginning of 1996.

Transition students will be able to complete their degree under one of two transition options:

**Option A**—complete the requirements of the **revised degree structure** using a combination of completed pre-1996 subjects and new subjects in the revised degree.

*or*

**Option B**—complete the requirements of the **pre-1996 degree structure** using a combination of completed pre-1996 subjects and new subjects in the revised degree.

Transition students who have not commenced the study of a major as part of the pre-1996 degree at the end of Spring semester 1995 will be required to follow Option A.

Credit points relating to any subject will remain those assigned to the subject at the time it was completed, regardless of any deemed equivalence.

## ELIGIBILITY FOR GRADUATION

### Option A

Transition students selecting Option A who have completed the requirements of the core, a major and a sub-major, and who have completed 144 credit points of study, may elect to graduate.

Transition students selecting Option A who have completed the requirements of the core, a major and a sub-major, and who have completed 28 subjects of study, but less than 144 credit points, may elect to graduate.

### Option B

Transition students selecting Option B who have completed the requirements of the core, and a major or combined major, and have completed 144 credit points of study, may elect to graduate.

Transition students selecting Option B who have completed the requirements of the core, and a major or combined major, and who have completed 28 subjects of study, but less than 144 credit points, may elect to graduate.

### Option C

Transition students who consider that they have met the requirements for graduation under relevant regulations applying at the time of first enrolment, and who have not met the requirements for graduation detailed in Option A or Option B, may apply in writing to the Associate Dean (Undergraduate Programs) for special consideration.

## SUBJECT EQUIVALENTS FOR BACHELOR OF BUSINESS

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

Current subject	Equivalent subject offered previously
21130 Management and Organisations	21130 Organisational Behaviour 21101 Organisational Psychology 21115 Administrative Behaviour 51101 Administrative Psychology 51405 Administrative Psychology 21242 Administrative Psychology 21142 Administrative Psychology 36202 Organisational Behaviour
21125 International Business Environment	21125 Australian Business Environment 35103 Work Organisation and Society 21105 Introduction to Business 21112 Management of Organisations
21440 Management Skills	21215 Management and Communication Skills 51105 Communication 21406 Management Skills 11111 Communication 1
26122 Quantitative Methods	26122 Business Statistics 21241 Business Statistics 21141 Business Statistics 21120 Quantitative Methods 33185 Statistics 63185 Statistics 37101 Quantitative Methods
21430 Enterprise Bargaining and Workplace Relations	21430 Advanced Industrial Relations 21303 Industrial Relations and Practices Disputation 21305 Industrial Relations Patterns
21210 Business, Government and Society	21210 Business and Government 36302 Government and Business 21361 Government A 21361 Australian Government Organisation 21361 Government Organisation in Australia
21221 Organisational Structure and Change	21221 Organisation Design and Change 21402 Organisation Theory 21111 Organisation Theory 36802 Organisation Design
21306 International Employment Relations	21306 Employment Relations 36406 Employee Relations 1 21421 Australian Industrial Relations

Current subject	Equivalent subject offered previously
21131 Business Process Management	21131 Operations Management 21447 Operations Management
21365 Analysing Management Thinking	21321 Organisational Diagnosis and Evaluation 36507 Structural Adaptation and Change in Organisations 21109 Business Policy Seminars 21118 Business Policy Seminar 2 21592 New Horizons in Business 21696 Contemporary Issues in Management
21609 Business Strategy	21609 Corporate Strategy 36611 Strategic Management  21691 Business Policy and 21693 Managerial Simulation (Business) 21697 Business Policy and Simulation
22105 Accounting A	31105 Accounting 1 22101 Financial Accounting 1 22183 Financial Methods 1 22111 Financial Accounting 22112 Financial Accounting 1 22001 Principles of Accounting 31108 Accounting 1
21630 Management of the Strategy Process	21630 Managing Strategic Change
22226 Business Information Systems Design	22115 Business Information Systems 22220 Business Information Systems 1 38101 Computing 1
79202 Business Law	79101 Law for Business 22160 Commercial Law 1 9001B Business Law 21112 Business Law 22211 Business Law A 21160 Commercial Law 1 31405 Law and the Legal Process
22205 Accounting B	31205 Accounting 2 22202 Financial Accounting 2 22113 Financial Accounting 3 22306 Managerial Cost Accounting
79659 Advanced Commercial Law	79267 Commercial Law 22261 Commercial Law 2 22212 Business Law B 22214 Commercial Law 2 34201 Commercial Law

Current subject	Equivalent subject offered previously
22321 Cost Management Systems	22321 Management Accounting 1 22308 Management Accounting 1 22303 Cost Accounting 22305 Cost Accounting 22121 Management Accounting 1 22305 Management Accounting A 31405 Accounting 4
22306 Managerial Cost Accounting	22184 Financial Methods 2 22305 Management Accounting A
79365 Company Law	22361 Company Law Administration 22362 Company Law 22221 Company Law & Procedures 34301 Company Law
79468 Equity and Trusts	79467 Law of Trusts
79606 Advanced Revenue Law	79564 Taxation 2
79666 International Aspects of Australian Taxation	79666 Advanced Income Tax Law 79663 Advanced Income Tax 22663 Advanced Income Tax
79667 Indirect Taxation	79664 Indirect Taxes
21311 Strategic Supply Chain Management	21311 Management of Service Operations
22522 Auditing	22401 Auditing 22506 Auditing 1 22401 Auditing 1 22143 Auditing & Internal Control 1 31406 Auditing
22320 Accounting for Business Combinations	22320 Financial Accounting 1 31305 Accounting 3 22301 Financial Accounting 3 22405 Financial Accounting 4
22421 Management Decisions and Control	22421 Management Accounting 2 31505 Financial Accounting 5  22406 Management Accounting B and 22501 Management Accounting C 32408 Management Accounting 2
79462 Revenue Law	22463 Taxation 1 22231 Taxation 22232 Taxation 1 34401 Revenue Law 22564 Taxation 2 22233 Taxation 2
79466 Trade Law	22466 Trade Practices Law

Current subject	Equivalent subject offered previously
79270 Industrial and Labour Law	22468 Labour Law 1 79268 Labour Law
79411 Advanced Companies and Securities Law	22150 Company Law 2 22510 Advanced Companies and Securities Law
22512 Advanced Auditing Techniques	22730 EDP Control & Audit
22318 Contemporary Issues in Management Accounting	22521 Management Accounting 3 22601 Controllership 22155 Controllership 22508 Controllership
22520 Corporate Reporting: Professional and Conceptual Issues	22520 Financial Accounting 3 22608 Corporate Reporting: Professional and Conceptual Issues  22508 Issues in Corporate Reporting and 22613 Corporate Reporting and Auditing 31605 Accounting 6
22420 Accounting Standards and Regulations	22420 Financial Accounting 2
22319 Issues in Financial Statement Analysis	22319 Financial Accounting 3
22610 Accounting for Insolvency	22610 Termination Accounting 22610 Termination Accounting & Executorship
79260 Property Law 1	22600 Commercial Law 3 22660 Property Law 1
25110 Microeconomics	23105 Microeconomics 23207 Microeconomics 23207 Microeconomic Theory 23102 Economics 2 32201 Economics 2
25209 Macroeconomics	23106 Macroeconomics 23101 Economics 1 23204 Macroeconomics 32301 Economics 3
25309 Macroeconomic Theory and Policy	25309 Macroeconomic Policy 23308 Macroeconomic Policy 23308 Advanced Macroeconomic Policy 23103 Economics 3
25210 Microeconomic Theory and Policy	25210 Microeconomic Policy 23310 Microeconomic Policy 21114 Economics 4 23104 Economics 4 23309 Advanced Microeconomics 23104 Economics 4

**230 SUBJECT EQUIVALENTS**

<b>Current subject</b>	<b>Equivalent subject offered previously</b>
25303 Industry Economics	23402 Industry Economics
25322 Comparative Economic Systems	23401 Comparative Economic Systems
25305 Labour Market Economics	23403 Theory & Application of Labour Economics 32302 Labour Market Economics
25315 International Economics	23406 International Economics 32601 International Business Economics
24105 Marketing Principles	24105 Principles of Marketing 24201 Principles of Marketing 21107 Principles of Marketing 24301 Principles of Marketing 36403 Marketing for Managers
24202 Consumer Behaviour	24202 Buyer Behaviour 24302 Consumer Behaviour 36605 Consumer Behaviour
24203 Quantitative Marketing Analysis	24203 Quantitative Analysis in Marketing 24305 Quantitative Analysis in Marketing
24205 Business Marketing	24205 Business to Business Marketing 24205 Sales Management 24410 Industrial Marketing
24309 Introductory Marketing Research	24309 Fundamentals of Marketing Research 24403 Marketing Research 24403 Fundamentals of Marketing Research 36504 Research for Marketing Problems
24331 Decision Models in Marketing	24331 Marketing Decision Models 24512 Marketing Decision Models
24430 Applications of Marketing Research	24430 Applied Marketing Research 24503 Applied Marketing Research
24220 International Marketing	36505 International Marketing 24507 International Marketing 24407 International Marketing
24210 Advertising and Promotions Management	24210 Advertising Management 24411 Advertising Management 24508 Promotional Management 24406 Promotional Management 11604 Advertising & Media Management

Current subject	Equivalent subject offered previously
24415 Marketing Planning and Strategy	24415 Marketing Strategy 24506 Marketing Management/Strategy 36612 Marketing Planning & Implementation
25314 Business Finance	25314 Business Finance 1 21102 Finance 1 25141 Financial Management 1 31504 Corporate Finance 25301 Financial Management
25420 Applied Financial Management	25414 Business Finance 2 25401 Financial Management & Policy 22141 Financial Management 25142 Financial Management 2 31604 Advanced Corporate Finance
25621 Financing Decisions and Capital Market Theory	25621 Financing Decisions
25503 Investment Analysis	25503 Investment Analysis and Portfolio Management 25521 Investment Analysis and Portfolio Management 31502 Security Analysis and Portfolio Management
25421 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 Markets	25308 Financial Inst & Markets 32402 Financial Inst & Markets 25541 Financial Inst & Markets
25320 Underdeveloped Economy	32404 Underdeveloped Economy
25321 Socialist Systems	32405 Social Economic Systems
25330 Applied Business Economics	23602 Current Issues in Business Economics 25408 Current Issues in Business Economics
25409 Commercial Bank Management	25409 Commercial Banking and Finance 25412 Commercial Banking and Finance
25415 Personal Investment	25201 Personal Investment

**232 SUBJECT EQUIVALENTS**

<b>Current subject</b>	<b>Equivalent subject offered previously</b>
25522 Bank Lending Practice	25522 Bank Lending 25601 Banking and Lending Practice
25606 Financial Time Series Analysis	25610 Financial Time Series
25506 Capital Budgeting and Valuation	25506 Asset Pricing and Capital Market Studies
25410 Corporate Financial Analysis	25410 Corporate Financial Statement Analysis
25620 Derivative Securities	25620 Advanced Financial Instruments
25421 International Financial Management	25422 International Banking



## SUBJECT NAMES IN ALPHABETICAL ORDER

Aboriginal Cultures and Philosophies	015110	Action Learning Program	21757
Aboriginal Forms of Discourse	54331	Administration of Australian Sport, The	27307
Aboriginal Initiatives in Education: Towards Community Control	015112	Administrative Law	70617
Aboriginal People and the Media	54231	Adult Learning in Social Context	015007
Aboriginal Social and Political History	54230	Adult Teaching and Learning	015002
Accounting A	22105	Advanced Auditing Techniques	22572
Accounting B	22205	Advanced Business Forecasting	25911
Accounting and Finance for the Arts	27759	Advanced Commercial Law	79659
Accounting and Financial Administration	22726	Advanced Companies and Securities Law	79411
Accounting and Financial Management	22116	Advanced Corporate Finance	25902
Accounting Experience	22126	Advanced Industrial Law	79711
Accounting, Finance and Management	27751	Advanced Macroeconomics	25912
Accounting for Business Combinations	22320	Advanced Marketing	24106
Accounting for Insolvency	22610	Advanced Marketing Management	24730
Accounting for Managerial Decisions	22747	Advanced Public Sector Management	21753
Accounting for Marketing	22740	Advanced Research Methods for Leisure and Tourism	27941
Accounting for Overseas Transactions	22309	Advanced Resource Management	21782
Accounting for Service Industries 1	22217	Advanced Revenue Law	79606
Accounting for Service Industries 2	22218	Advanced Taxation	79718
Accounting for Small Business 1	22566	Advanced Theory in Employment Relations	21750
Accounting for Small Business 2	22567	Advanced Theory in Financial Accounting	22902
Accounting for Superannuation	22312	Advanced Theory in Management (F/T)	21902
Accounting for Valuation	22311	Advanced Theory in Management (P/T)	21906
Accounting Implications of Structures and Taxation	22313	Advanced Theory in Management Accounting	22903
Accounting Information Systems	22605	Advanced Theory in Marketing	24901
Accounting Module 1	22810	Advanced Theory in Taxation	79668
Accounting Module 2	22812	Advertising and Promotions Management	24210
Accounting Practice for Management	27787	Advertising Management	24731
Accounting Practices	22028	Advertising Practice	59330
Accounting Standards and Regulations	22420	Advertising Strategies	59333
		Ageing and Leisure	27169

**234 SUBJECT NAMES IN ALPHABETICAL ORDER**

Analysing Current Issues in Australian Education	015009	Business and the Changing Environment	28701
Analysing Management Thinking	21365	Business and the Media	59635
Analytical Procedures in Human Movement	27170	Business Consultative Project	28790
Applications of Marketing Research	24430	Business Development	21173
Applied Financial Management	25420	Business Economics	25112
Applied International Business	21532	Business Finance	25314
Applied International Marketing Research	24755	Business, Government and Society	21210
Applied Kinesiology	27171	Business Information	55060
Applied Leisure Theory	27702	Business Information Systems Design	22226
Applied Research Skills	22760	Business Information Systems Implementation	22568
Applied Sport Psychology	27172	Business Information Systems Management	22216
Applied Studies A	27915	Business Information Systems Project	22606
Applied Studies B	27925	Business Law	79202
Applied Studies C	27935	Business Marketing	24205
Arts and Entertainment Management	27115	Business Marketing Project	24555
Arts Environment in Australia, The	27753	Business Process Management	21131
Arts Management Research Project	27754	Business Process Transformation	31737
Arts Organisations and Management	27755	Business Project in Accounting	22739
Asian Capital Markets	25815	Business Project in Accounting and Finance	22749
Asian–Australian Economic Relations	25304	Business Project—Law	79791
Asian–Australian Economic Relations	25736	Business Project—Marketing	24790
Assessing Learning and Evaluating Programs	015008	Business Project—Operations Management	21748
Audiovisual Media Production	54116	Business Project—Strategic Management	21756
Auditing	22522	Business Strategy	21609
Auditing Project	22532	Buyer Behaviour	24710
Australian Corporate Environment (Project)	22153	Capital Budgeting and Valuation	25506
Australian Management	21755	Capital Budgeting and Valuation (Honours)	25905
Australian Manufacturing in Perspective	21168	Capital Markets	25741
Bank Lending Practice	25522	Capstone Project: Financial Strategy and Leadership	22677
Banking and Business Ethics	25814	Channels of Distribution	24333
Banking Law	79366	Chemistry 1M	65101
Bankruptcy Administration and Company Liquidation	79162	Chemistry 2M	65201
Business Analysis	28702	Chemistry (Human Movement)	65014
		Chinese East Asia	976061

Clients and Markets	21762	Current Issues in Finance	25744
Commercial Bank Management	25409	Current Issues in Industrial Law	79753
Community Arts	27131	Customs Duties/Levies	79706
Community Practice and Practitioners	21152	Data Communications	31561
Community Research 1	21153	Database	31551
Companies and Securities Law	79733	Database Design	31434
Company Law	79365	Decision Models in Marketing	24331
Comparative International Employment Relations	21775	Derivative Securities	25620
Competitive International Marketing Strategy	24744	Derivative Security Pricing	25709
Computational Finance	25816	Derivative Security Pricing	25908
Computer-based Accounting	22515	Development Management	16453
Computer-based Information Systems for Managers	21749	Differential Equations	35231
Consumer Behaviour	24202	Distributed Databases	31854
Contemporary Business Law	79708	Economics for Management	25706
Contemporary China	976011	Economics for Public and Community Managers	21764
Contemporary International Marketing Issues	24517	Economics of Leisure and Tourism	25111
Contemporary Issues in International Marketing	24743	Economics of Leisure and Tourism	27704
Contemporary Issues in Leisure	27606	Economics of Money and Finance	25416
Contemporary Issues in Management Accounting	22318	Ecotourism	27649
Contemporary Issues in Taxation	79763	EDP Control and Audit	22730
Contemporary Japan	976021	Psychology of Secondary Students	023001
Contemporary Latin America	976041	Social Bases of Education	023502
Contemporary South-East Asia	976031	Efficiency of Human Movement 1	27173
Contemporary West Europe	976051	Efficiency of Human Movement 2	27174
Corporate Accounting Issues	22751	Elements of Financial Management	25761
Corporate Finance	25765	Employment Conditions	21760
Corporate Financial Analysis	25410	Employment Legislation	79752
Corporate Financial Analysis	25743	Employment Relations	21720
Corporate Law	70417	Employment Relations Research Project	21716
Corporate Reporting: Professional and Conceptual Issues	22520	Employment Relations Research Proposal	21752
Corporate Treasury Management	25763	Energetics of Human Movement	27175
Cost Management Systems	22321	Engineering and Chemical Processes	46601
Criminal Law	70217	Enterprise Bargaining and Workplace Relations	21430
Cultural Tourism	27811	Entrepreneurship and Innovation	21409
Culture, Business and Language in the Asia-Pacific Region	28703	Environment and Waste Management	47712

**236 SUBJECT NAMES IN ALPHABETICAL ORDER**

Environment of Community Organisations	21767	Fundraising in International Markets	25812
Environment of Health Management	21738	Futures and Options	25901
Environment of Public Management	21711	Gender at Work	52221
Environmental Influences in Sport and Exercise Performance	27176	Gender, Culture and Power	52306
Environmental Law in Business	79660	Global Business Competitive Intelligence	21784
Equity and Trusts	70516	Global Materials Management	21796
Ergonomics	21746	Global Operations Management	21812
Ethics and Accountants	22026	Global Strategic Management	21811
Event and Facility Management	27177	Global Strategy	21530
Event and Facility Management	27717	Government Accounting	22206
Events Management	27703	Government and Political Processes	21158
Exercise Prescription	27222	Government–Business Relations	25707
Exercise Rehabilitation	27178	Group Communication	56002
Federal and Constitutional Law	70616	Group Processes	21160
Festivals and Special Events	27179	Health Care in Australia	92112
Finance for Manufacturing Management	25113	Health Planning and Evaluation	92115
Finance Law	79775	Health Services Management	92114
Financial Institution Lending	25752	Honours Seminar in Finance and Economics	25914
Financial Institution Management	25751	Honours Thesis	27690
Financial Management	25742	Hospitality Operations 1	27644
Financial Markets	25308	Hospitality Operations 2	27654
Financial Modelling and Forecasting	25705	Human Computer Interaction	31777
Financial Negotiation Skills	25813	Human Ecology	27313
Financial Reporting and Analysis	22748	Human Motor Development	27181
Financial Statement Analysis and Financial Modelling	22743	Human Resource Management	21555
Financial Time Series	25606	Human Resource Management	21724
Financial Time Series	25710	Human Resource Management (Community)	21769
Financing Decisions and Capital Market Theory	25621	Human Resource Management (Public)	21729
Fixed Income Securities Theory and Practice	25817	Indirect Taxation	79667
Foundations of Communication	56955	Indirect Taxation	79761
Foundations of Computing and Programming	31521	Industrial and Labour Law	79270
Functional Kinesiology	27180	Industrial Law	79731
Funding	21155	Industrial Relations	21702
		Industry Economics	25303
		Information Issues	55080
		Information Science 2:	
		Information User Behaviour	55041

Information Science 3: Organisation of Information	55042	Introduction to Developmental and Educational Psychology	E2105
Information Science 4: Information Retrieval	55043	Introduction to Human Movement Studies	27183
Information Technology and Decision Systems	31612	Introduction to Tourism Systems	27184
Inorganic Chemistry	65302	Introduction to Tourist Behaviour	27185
Insurance Contracts	79360	Introductory Marketing Research	24309
International Accounting	22240	Investment Analysis	25503
International Aspects of Australian Taxation Law	79666	Investment Analysis (Honours)	25906
International Business and Government	21593	Investment Management	25721
International Business Environment	21125	Issues in Aboriginal Education	015111
International Business Law	79742	Issues in Banking	25753
International Business Law and Regulation	79603	Issues in Community Management	21810
International Economics	25315	Issues in Financial Statement Analysis	22319
International Employment Relations	21306	Labour Market Economics	25305
International Financial Management	25421	Land Tax and Payroll Tax	79702
International Financial Management	25731	Language, Culture and Communication 1	015001
International Management	21591	Law and Computing	79503
International Management	21717	Law and Finance	79502
International Management Field Study	21595	Law and the Arts	27756
International Management Project	21056	Law and the Manager	79403
International Marketing	24220	Law for Administrators	79732
International Marketing Country Study	24518	Law for Leisure, Sport and Tourism	27628
International Marketing Management	24738	Law for Managers	79749
International Marketing Management Project	24607	Law for Marketing Management	79211
International Perspectives on Education	015012	Law of Contract	70211
International Real Estate	16751	Law of Corporate Receivership and Deeds of Arrangement	79662
International Taxation 1	79762	Law of Evidence	71216
International Taxation 2	79707	Law of Tort	70311
International Tourism	27182	Leadership and Management Action	21722
Introduction to Bankruptcy Law	79161	Learning in Personal Development, Health and Physical Education	027001
Introduction to CAD/CAM	46702	Legal Aspects of Contracts Administration	79703
		Legal Environment of Business	79729
		Legal Process and History	70113
		Legal Research	70105
		Leisure and Fitness Centre Operations	27316

238 SUBJECT NAMES IN ALPHABETICAL ORDER

Leisure and Human Movement in Social Context	27186	Management Project Design	21814
Leisure and Public Policy	27323	Management Research Methods	21751
Leisure and Specific Populations	27326	Management Skills	21440
Leisure and Tourism Futures	27945	Management Skills	21779
Leisure and Tourism Planning	27523	Managerial Accounting	22746
Leisure and Tourism Planning	27711	Managerial Marketing	24734
Leisure and Tourism Research	27707	Managerial Skills Workshop	21730
Leisure Concepts	27187	Managing Community Organisations	21766
Leisure Facility Design	27315	Managing People	21813
Leisure in Australia	27126	Managing the International Organisation	21531
Leisure Industry Organisation and Policy	27701	Managing Transportation for Tourism	27766
Leisure Management	27713	Managing Women	59340
Leisure Policy	27944	Manufacturing Facilities Design	21175
Leisure Services Management	27216	Manufacturing Management Information Systems	31618
Leisure Studies Project	27809	Manufacturing Strategy	21173
Leisure Studies Special Project	27620	Marketing and International Trade Relations	24703
Leisure Theory	27526	Marketing Communication	24736
Lifestyle Analysis	27108	Marketing Decision Analysis	24750
Linear Algebra	35212	Marketing for the Arts	27752
Literature of Travel and Tourism	27151	Marketing Information Management	24737
Local Processes	21161	Marketing Legislation in Australia	79741
Logistics and Distribution Resources Planning	21178	Marketing of Leisure Services	27306
MA Project	27946	Marketing of Services	24306
MA Thesis	27947	Marketing Planning and Strategy	24415
Macroeconomic Theory and Policy	25309	Marketing Principles	24105
Macroeconomics	25209	Marketing Products and Services Overseas	24705
Management and Organisations	21130	Marketing Research	24720
Management Decisions and Control	22421	Marketing Research Project	24546
Management Development Outdoors	26702	Marketing Theory and Practice	24702
Management Information Systems	21763	Materials Management	21797
Management Information Systems	22708	Mathematical Programming 1	35241
Management of Australian Sport	27715	Mathematics 1	35101
Management of the Strategy Process	21630	Mathematics 2	35102
Management Planning and Control	22705	Mathematics (Computing Science)	33401
Management Project	21058	Measurement and Development of Physical Capacity	27152
Management Project	21815	Mechanics of Human Motion	27223

Mergers and Acquisitions	25807	Physiological Bases of Human Movement	27153
Microeconomic Theory and Policy	25210	Physiological Foundations of Health 1	91518
Microeconomics	25110	Physiological Foundations of Health 2	91519
Modernisation and Globalisation	59341	Policy Issues in Manufacturing Management	21181
Money Management 1 (Basic Accounting)	21156	Policy Studies	21768
Money Management 2 (Budgeting)	21157	Politics of Aboriginal History, The	54330
Motor Learning and Control	27331	Popular Culture	27710
Multinational Marketing	24712	Practice and Procedure	71005
Network Optimisation	35344	Prevention and Care of Athletic Injuries	27608
New Product Management	24742	Principles and Practices of Sports Coaching	27221
Nutrition for Physical Activity	27105	Principles of Risk and Insurance	25350
Objectbases	31921	Principles of Software Development A	31415
Object-oriented Methodologies	31922	Probability and Stochastic Processes	35361
Office and Group Support	31923	Procedural Programming	31429
Olympic Games, The	27103	Product and Process Development	46301
Operations Management	21741	Production Planning and Control	21744
Operations Management Policy	21747	Productivity and Quality Management	21743
Operations Research Practice	35340	Professional Practice 1	27189
Organic Chemistry 1	65202	Professional Practice 2—Project	27190
Organisation Analysis and Design	21718	Program Development and Needs Analysis	015006
Organisational Behaviour	21719	Program Evaluation	21732
Organisational Change and Adaptation	21725	Project in Advertising	24604
Organisational Communication	56003	Project Management	43833
Organisational Structure and Change	21221	Promotion for Community Organisations	21163
Outdoor Education 1	27134	Psychological Perspectives on Adult Learning	015005
Outdoor Education 2	27234	Public Communication	56004
Park and Natural Area Management 1	25701	Public Relations Contexts and Applications	56012
Park and Natural Area Management 2	27601	Public Relations Management	56744
Pathophysiology 1	91520	Public Relations Principles and Process	56013
Pathophysiology 2	91521	Public Relations Professional Practice	56xxx
Performance Management Systems	21177		
Performance Studies 1	27149		
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Performance Studies 3	27349		
Performance Studies 4	27449		
Personal Property	70318		
Personnel Practices	21162		

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Public Relations Strategies and Management	56011	Research Project—Operations Management	21795
Public Sector Management	21728	Research Project (Public/Community)	21792
Quality Management	21410	Research Proposal—Operations Management	21794
Quality Management Systems	21176	Research Proposal (Public/Community)	21754
Quality Strategy	21787	Research Seminars in Accounting	22786
Quantitative Management	21742	Research Seminars in Finance and Economics	25786
Quantitative Marketing Analysis	24203	Research Seminars in Management	21786
Quantitative Methods	21710	Research Seminars in Marketing	24786
Quantitative Methods for Business	26122	Research Techniques in Accounting	22785
Quantitative Techniques for Finance and Economics	25406	Research Techniques in Finance and Economics	25785
Raising and Managing Funds	21778	Research Techniques in Management	21785
Readings for Thesis	27154	Research Techniques in Marketing	24785
Readings for Thesis in Management	21903	Resource Management (Health)	21739
Readings for Thesis in Marketing	24903	Resources Management	21731
Readings in Accounting	22780	Revenue Law	79462
Readings in Accounting	22905	Risk Management	25553
Readings in Administration	21780	Sales Management	24713
Readings in Economics	25781	Secondary Practicum 1	023191
Readings in Finance	25780	Secondary Practicum 2	023192
Readings in International Business Law	79781	Securities Market Regulations	25711
Readings in Marketing	24780	Securities Market Regulations	79264
Real Estate Finance and Investment	25818	Service Operations Management	21745
Real Property	70317	Setting Up a Community Organisation	21165
Reasoning, Judgement and Ethics	21169	Share Market Analysis	25819
Recreation Leadership	27104	Small and Medium Enterprise Management	21082
Regression Analysis and Experimental Design	35353	Small Leisure/Tourism Business, The	27158
Reinsurance	25552	Social and Community Research	21781
Remedies	71116	Social and Environmental Accounting	22219
Research Design and Statistics for Human Movement	27155	Social Inequalities	21166
Research Methods 1	27156	Social Issues in Sport and Exercise	27159
Research Methods 2	27157	Social Psychology of Leisure	27106
Research Methods in Accounting	22901	Socially and Ecologically Responsible Business	21083
Research Methods in Advertising	24510		
Research Methods in Management	21901		
Research Methods in Marketing	24666		
Research Methods in Marketing	24902		



Sociology of Leisure	27943	Thesis in Management (F/T)	21904
Sociology of Sport and Leisure	27311	Thesis in Management (P/T)	21905
Special Topics in Auditing	22531	Thesis in Marketing (F/T)	24904
Spectroscopy and Structure	65301	Thesis in Marketing (P/T)	24905
Sport and Exercise Behaviour	27160	Tourism and Leisure Marketing	27807
Sport and the Law	27718	Tourism in Social Context	27162
Sports Marketing	27161	Tourism Industry, The	27648
Sports Marketing	27716	Tourism Industry Practicum	27163
Stamp Duties	79701	Tourism Management	27631
Statistics 2	35252	Tourism Management	27706
Stochastic Methods in Finance	25712	Tourism Management Project	27806
Stochastic Numerical Methods in Finance	25820	Tourism Project Development	27645
Strategic Cost Management	22744	Tourism Services Management	27164
Strategic Financial Management	25708	Tourism Services Marketing	27642
Strategic Human Resource Management	21407	Tourism Studies Project 1	27165
Strategic Information Management	22796	Tourism Studies Project 2	27166
Strategic Management	21715	Tourism Systems	27705
Strategic Management Accounting	22795	Tourism's Environmental Interactions	27327
Strategic Management (Community)	21759	Tourist Attractions Management	27646
Strategic Management (Public)	21758	Tourist Attractions Management	27714
Strategic Supply Chain Management	21311	Tourist Destination Marketing and Management	27167
Strategic Supply Management	21798	Tourist Event Management	27765
Structures and Processes in Community Organisations	21167	Transportation in Tourism	27647
Supervised Industry Practicum 1	21171	Travel and Tourism Industry, The	27708
Supervised Industry Practicum 2	21179	Travel and Tourism Law	27808
Swaps	25811	Travel and Tourism Operations 1	27643
Synthetic Financial Products	25762	Travel and Tourism Operations 2	27653
Systems Analysis and Design	31531	Trends in Health Care	92113
Systems Modelling	31424	Urban Economics	16554
Taxation Module	79811	Valuation Methodology	16352
Technical Analysis	25809	Values, Ethics and Outcomes	21765
Theory of Financial Decision Making, The	25907	Venture Capital Finance	25764
Theory of General Insurance	25403	Water Based Recreation	27137
Thesis in Accounting	22906	Women and Leisure	27168
Thesis in Finance and Economics	25910	Working in the Community Sector	21150
Thesis in Finance and Economics	25916	Workshop Technologies: Skills Practice (Sydney Institute of Technology)	21170
		Yield Curve Analysis	25821
		Youth and Leisure	27188

## 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 Research Methods in Advertising and, in the year for which the award is made, the subject Project in Advertising 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 Design. The prize is a cash award of \$250.

#### **Amatek Prize for Graduate Diploma in Business Operations Management**

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

#### **Amatek Prize for Business 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 Business 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 in Business Operations Management. The prize is a cash award of \$500.

#### **Australian Council 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.

#### **Australian Human Resources Institute Prize (currently under review)**

The prize was established in 1995. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Strategic Human Resource Management. The prize is a cash award of \$250.

#### **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 sub-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 Cost Management Systems. 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 in Marketing or Master of Business in 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 Marketing**

This prize was established in 1984 by the Broken Hill Proprietary Company Limited. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject 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.

### **BOC 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.

### **BP Australia Ltd Prize in Marketing Planning and 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 Planning and 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.

**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.

**Deloitte Touche Tohmatsu 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.

**Dow Corning Master of Business in Marketing Prize**

The prize was established in 1994. It is awarded to the graduating student in the Master of Business in Marketing who obtains the highest aggregate score in all subjects. The prize is a cash award of \$600.

**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 Managerial Decisions and Control**

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 Managerial Decisions and Control. 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.

**GMAA Prize**

This prize was established in 1989 by the Graduate Management Association of Australia. 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

Enterprise Bargaining and Workplace 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 Decision Models in Marketing. The prize is a cash award of \$300.

#### **International Marketing Country Study Prize**

This prize was established in 1993 by the School of Marketing. It is awarded to the student enrolled in the Bachelor of Business who has obtained the highest aggregate mark in the subject International Marketing and who undertakes the subject International Marketing Country Study. The prize is a cash award of \$450.

#### **KPMG Peat Marwick Prize in Computer-Based Accounting**

This prize was established in 1982 by Peat Marwick Mitchell and Company. 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 Accounting for Business Combinations**

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 Accounting for Business Combinations. The prize is a cash award of \$500.

#### **Manidis Roberts Prize**

This prize was established in 1995. It is awarded to the student enrolled in the BA (Leisure Studies) or BA (Tourism Management) who achieves the highest aggregate mark for the subject Leisure and Tourism Planning. The prize is a cash award of \$250.

#### **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 \$500.

#### **Michael McGrath Prize for Finance and Economics**

This prize was established in 1995. It is awarded to a student who has completed two-thirds of the Bachelor of Business degree and who has achieved a minimum of credit average in at least four subjects offered by the School of Finance and Economics. The student must demonstrate a high degree of interpersonal skills and a strong concern for the welfare of other people. The prize is a cash award of \$750.

#### **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 Introductory 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 Accounting Standards and Regulations. 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 in 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 Marketing Principles. 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 Corporate Reporting: Professional and Conceptual Issues. 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 Australian College of General Practitioners' Prize**

This prize was established in 1994. It is awarded to the student enrolled in the Master of Business Administration who has obtained the highest aggregate mark in the subject Strategic Management. 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.

**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. The prize is a cash award of \$500.

**The Insurance Institute of NSW Prize**

The prize was established in 1989. It is awarded to the student who obtains the highest mark in the subject Risk Management. The prize is a cash award of \$250.

**The Insurance Institute of NSW - Reinsurance Discussion Group Prize**

The prize was established in 1989. It is awarded to the student who obtains the highest mark in the subject Reinsurance. The prize is a cash award of \$250.

**The Insurance Institute of NSW - Sydney Reinsurance Prize**

The prize was established in 1989. It 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.

**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 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 and Capital Market Theory. 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**

### **AMF (Australia) Leisure Management Scholarship**

This scholarship was established in 1994. It is awarded to a second-year student enrolled in the Bachelor of Arts in Leisure Studies. The scholarship will be awarded on the basis of academic merit and personal assessment by interview. The scholarship is tenable for two years and has a total value of \$5,000.

### **Commonwealth Bank Scholarship**

This scholarship was established in 1988. It is awarded to a full-time student for the second and third years of study in 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 two years and has a cash value of \$3,000 per annum.

### **Dow Corning Research Scholarships in Marketing**

These scholarships were established in 1994. Dow Corning Australia Pty Ltd offers four scholarships to students studying in the Honours program within the School of Marketing. Each scholarship is tenable for one year and has a total value of \$1,100.

### **Faculty of Business Exchange Program Scholarships**

The Faculty offers 10 scholarships to students (either undergraduate or post-graduate) to assist with costs incurred while on a Faculty-approved exchange program. Each scholarship is tenable for one semester and has a cash value of \$1,000.

### **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.

## FACULTY BOARD IN BUSINESS

### Ex officio members

*Dean of the Faculty*

R W Robertson (Chair)

*Associate Dean, Undergraduate Programs*

G W Ticehurst

*Associate Dean and Head, Graduate School of Business*

A J Veal

*Head, School of Accounting*

Z P Matolcsy

*Head, School of Finance and Economics*

C Chiarella

*Head, School of Leisure and Tourism Studies*

R Lynch

*Head, School of Management*

R L Kane

*Head, School of Marketing*

N Barrett

*Professors*

P Booth

K Miller

J Okunev

*Faculty Administrator*

T Seabrook

### Nominated members

P Warning, University Library

J McKenzie, Centre for Learning and Teaching

R M Spencer, Faculty of Engineering

M Adams, Faculty of Law

B Howarth, Faculty of Mathematical and Computing Sciences

A Knight, Faculty of Humanities and Social Sciences

### Faculty staff members

*School of Accounting*

A Chew

F Giacobbe

G Pazmandy

K Plummer

*School of Finance and Economics*

W Bui

E Hutson

M Stevenson

R Trayler

*School of Leisure and Tourism Studies*

B Hayllar

P Jonson

W Spinks

T Taylor

*School of Management*

J Crawford

J Onyx

I Palmer

A Ross-Smith

*School of Marketing*

R Fletcher

W Gwynne

R McGuiggan

L Young

*Graduate School of Business*

D Darby

G Callender

B F Hunt

P Emerson

*Support Staff*

K Larsen

S Weller

### Convocation members

C Grady

R Greenburg

### Student members

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P Tynan

*School of Finance and Economics*

S Walker

*School of Leisure and Tourism Studies*

S Spencer

*School of Management*

Y F Chien

*School of Marketing*

K Prior

*Graduate School of Business*

D Morton

### Secretary to Faculty Board

(for correspondence)

Ms T Seabrook

Faculty Board in Business

PO Box 123

Broadway NSW 2007



## SCHOOL ADVISORY COMMITTEES

### SCHOOL OF ACCOUNTING

#### Ex officio members

*Dean of the Faculty*

R W Robertson

*Head, School of Accounting*

Z P Matolcsy

*Professor of Accounting*

P Booth

#### Other members

L Purcell, Manager, Taxation, Price Waterhouse (Chair)

G Cappelletto, Director, Education, The Institute of Chartered Accountants in Australia

R Felton, General Manager, Finance, Ampol Australia

K Fennell, (former) Deputy Auditor General

W Lonergan, Partner, Coopers and Lybrand

R Philp, (former) Group Chief Accountant, CSR Ltd

M Powditch, Executive Vice-President, Bankers Trust Australia

G Robertson, Partner, Arthur Andersen and Co.

### SCHOOL OF FINANCE AND ECONOMICS

#### Ex officio members

*Dean of the Faculty*

R W Robertson

*Head, School of Finance and Economics*

C Chiarella

*Staff members of the School*

B Hunt

L Perry

M Stevenson

R Trayler

M Wallace

#### Other members

P Vann, Chairman, Q Group Australia (Chair)

J Adams, Portfolio Manager, Australian Gilt Securities

I Bell, Director, Financialware Pty Ltd

I Matherson, Executive Director, Australian Investment Managers Group

T Mellor, Acting Assistant Secretary, NSW State Treasury

G Smith, Research Analyst, Frank Russell Australia Co.

G Toomey, Finance Director, Qantas

### SCHOOL OF LEISURE AND TOURISM STUDIES

#### Ex officio members

*Dean of the Faculty*

R W Robertson

*Head, School of Leisure and Tourism Studies*

R Lynch

*Deputy Head, School of Leisure and Tourism Studies*

B Hayllar

*Staff members of the School*

T Griffin

L-A Hall

P Jonson

W Spinks

L Stear

T Taylor

S Thompson

A J Veal

#### Other members

R Elphinston, Chair, Sydney Organising Committee Olympic Games (Chair)

G Best, Executive Director, Olympic Coordinating Authority

E Butcher, Administrator, National Institute of Dramatic Art

L Douglas, Assistant Director, National Museum of Australia

G Jessop, Head Teacher, PD Health, Muirfield High School

M L Koloff, Executive Director, NSW Tourism Industry Association – ATIA Chapter

M Mannington, Director, ID Tours South Pacific Pty Ltd

## **SCHOOL OF MANAGEMENT**

### **Ex officio members**

*Dean of the Faculty*  
R W Robertson

*Head, School of Management*  
R L Kane

*Staff members of the School*  
J Onyx  
A Ross-Smith

### **Other members**

G Bawtree, Manager, Pricing and Revenue, The Water Board

A Fraser, Group Inventory Manager, J Blackwood and Sons Ltd

J Holden, Project Manager, Data Administration, Commonwealth Banking Corporation

D Morelli, Director, Australian Payroll Management

D Richmond, Director General, Olympics Coordinating Committee

M Sloane, Management Consultant (Chair to be appointed)

## **SCHOOL OF MARKETING**

### **Ex officio members**

*Dean of the Faculty*  
R W Robertson

*Head, School of Marketing*  
N Barrett

*Staff members of the School*  
D Darby  
P Emerson  
K Miller

### **Other members**

M Woodbridge, Executive Director, Radisson Hotels Pty Limited (Chair)

B Davy, Marketing Director, Procter and Gamble Australia Pty Ltd

E Foley, National Marketing Manager, Corporate Markets, Prudential Assurance

B Fine, Managing Director, AMR: Quantum

R Cameron, Head, School of Hospitality, Marketing and Management, University of Western Sydney

## **GRADUATE SCHOOL OF BUSINESS**

### **Ex officio members**

*Dean of the Faculty*  
R W Robertson

*Acting Head, Graduate School of Business and Acting Associate Dean of the Faculty*  
A J Veal

*Director, Master of Business Administration*  
D Darby

### **Other members**

P Holt, Director, Chamber of Manufactures of NSW (Chair)

The Hon. Mr Justice Fisher, President, Industrial Commission of NSW

P Fritz, Managing Director, Technical Computing and Graphics Pty Ltd

D M Leckie, Vice President, Bankers Trust Australia Ltd

N Lianos, Director, Grosvenor Engineering Group

K Newton, Partner, Andersen Consulting

## STAFF LIST

*Professor and Dean of Business*

R W Robertson, MA (UVic), FRAIPR,  
FATRI

### Dean's Unit

*Secretary to Dean*

S Johnston

*Associate Dean, Postgraduate Programs and  
Research*

*and Head, Graduate School of Business*

A J Veal, BA (Hons) (Econ Bristol)

*Personal Assistant to Associate Dean, Post-  
graduate Programs and Research*

T Tambiah, BA (Davidson Coll) (USA)

*Associate Dean, Undergraduate Programs*

G W Ticehurst, BSc (UNSW), DipEd, MEd  
(Syd), MSc, PhD (Macq)

*Secretary to Associate Dean, Undergraduate  
Programs*

Vacant

*Adjunct Professor*

P Fritz, DipAppSc, BAppSc, DipTech  
(Comm) (NSWIT), MORS, MACS, FCPA

*Director of Studies (Kuala Lumpur)*

P H R Meyer, MA, MEd (Syd), Cert A  
TESOL (ACL)

*Faculty Administrator*

T L Seabrook, BA (UNSW), MA (Syd),  
MEd (Admin) (Hons) (UNSW)

*Secretary to Faculty Administrator*

L Thorgood

*Committee Services Officer*

A Podzuns

*Management Information Officer*

A Nolan

*Public Relations Officer*

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

*Administrative Assistant*

Vacant

*Clerical Assistant*

E Dorrian

### Student Liaison Unit

*Student Liaison Manager*

S Weller, BA (Syd), MCom (WSyd)

*Student Liaison Officer*

B Andrews

*Faculty Timetable Officer*

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