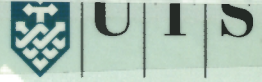


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# Faculty of Business

Handbook



University of Technology, Sydney

1997

UTS Faculty of Business Handbook

Year  
1997

***Faculty of  
Business  
Handbook  
1997***

The University attempts to ensure that the information contained in this handbook is correct as at 2 December 1996. The University reserves the right to vary any matter described in the handbook at any time without notice.



**University of Technology, Sydney**

**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:**

Publications Branch,  
Corporate Responsibilities Unit

**Cover design:**

External Relations Unit

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*Accounting and Finance*

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*Banking*

Graduate Certificate in Banking 81

*Business Operations Management*

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Graduate Diploma in Employment Relations (Industrial Law) 84

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*Finance*

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# **General University information**

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## **PREFACE**

Welcome to the University of Technology, Sydney (UTS), the fourth largest university in New South Wales. UTS has a reputation for delivering quality higher education that meets the needs of the professions, the technologies and the community. It is a multicampus university operating at three major locations in the Sydney metropolitan area – Broadway, Kuring-gai and St Leonards – and offering over 80 undergraduate and 200 postgraduate courses to nearly 22,000 students.

The main work of course development and delivery at UTS is carried out by the Faculties of Business; Design, Architecture and Building; Education; Engineering; Humanities and Social Sciences; Law; Mathematical and Computing Sciences; Nursing; and Science; and the Institute for International Studies. Each of these is responsible for a range of programs across a number of key disciplines.

Every year UTS produces 10 faculty/institute handbooks containing information about all the courses and subjects offered at UTS, and including details of course content, attendance patterns, credit point requirements and combined degrees, plus important faculty and student information.

These handbooks are part of a suite of publications which includes the *UTS Calendar* and the postgraduate and undergraduate student handbooks. The *UTS Calendar* contains the University Act, By-law and Rules, a list of courses offered at the University, and other useful University information. Copies are held in the University's libraries and faculty offices, and may be purchased at the Co-op Bookshop. The student handbooks contain general information about application procedures, academic progression, assistance schemes, and services and facilities offered to students. You will be given a free copy of one of these when you enrol.

If you need more information about the University or its courses, you can contact the UTS Information Service or your faculty office. The University provides a whole range of services for students, and there are plenty of qualified people here to give you help and advice.

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

## ADDRESSES AND TELEPHONE NUMBERS

### University of Technology, Sydney

#### Postal address

PO Box 123  
Broadway  
NSW 2007 Australia

#### Telephone

(02) 9514 2000  
International: +61 2 9514 2000  
Fax: (02) 9514 1551

#### World Wide Web

<http://www.uts.edu.au>

### City campus

#### Broadway

- Building 1 (Tower Building)  
1 Broadway, Ultimo
- Building 2  
1 Broadway, Ultimo
- Building 3 (Bon Marche Building)  
Cnr Harris St and Broadway, Ultimo
- Building 4  
Cnr Thomas St and Harris St, Ultimo
- Building 6  
702–730 Harris St, Ultimo
- Broadway Terraces  
9, 11 and 13 Broadway, Ultimo
- Magic Pudding Childcare Centre  
Thomas St, Ultimo

#### Haymarket

- Building 5  
Cnr Quay St and Ultimo Rd, Ultimo

#### Blackfriars

- Cnr Blackfriars St and Buckland St,  
Chippendale
- Blackfriars Childrens Centre  
Buckland St, Chippendale

#### Smail Street

- 3 Smail St, Ultimo

#### Wembley House

- 839–847 George St, Sydney

#### Harris Street

- 645 Harris St, Ultimo

#### Student housing

- Bulga Ngurra  
23–27 Mountain St, Ultimo
- Geegal  
82–84 Ivy St, Ultimo

### Kuring-gai campus

- Eton Rd, Lindfield  
(PO Box 222, Lindfield NSW 2070)

### St Leonards campus

- Dunbar Building  
Cnr Pacific Highway and  
Westbourne St, Gore Hill
- Clinical Studies, Centenary Lecture  
Theatre and West Wing  
Reserve Rd, Royal North Shore Hospital
- Gore Hill Research Laboratories  
Royal North Shore Hospital

### Yarrawood conference and research centre

- Hawkesbury Rd  
Yarramundi NSW 2753

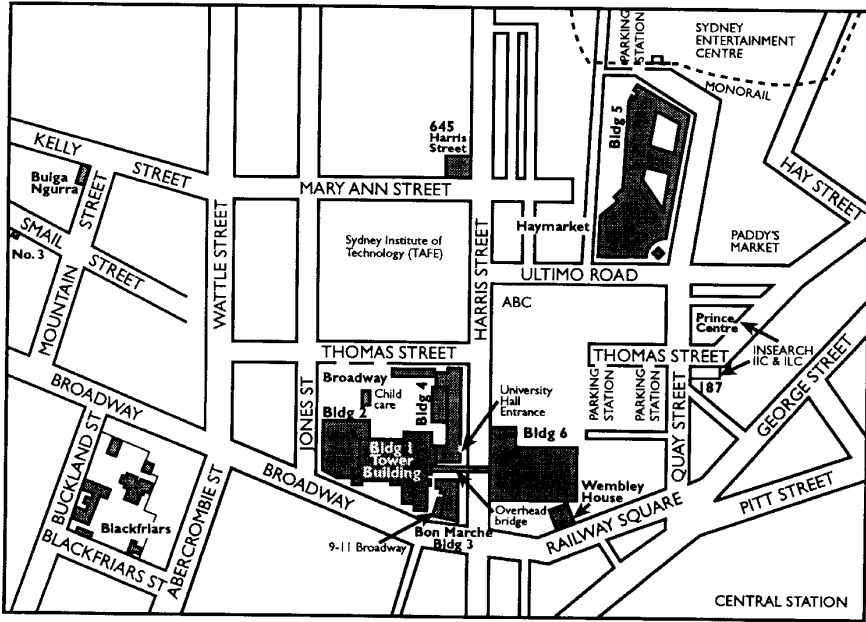
### Stroud Field Station

- Lot AFP 161894  
The Bucketts Way  
Booral NSW 2425

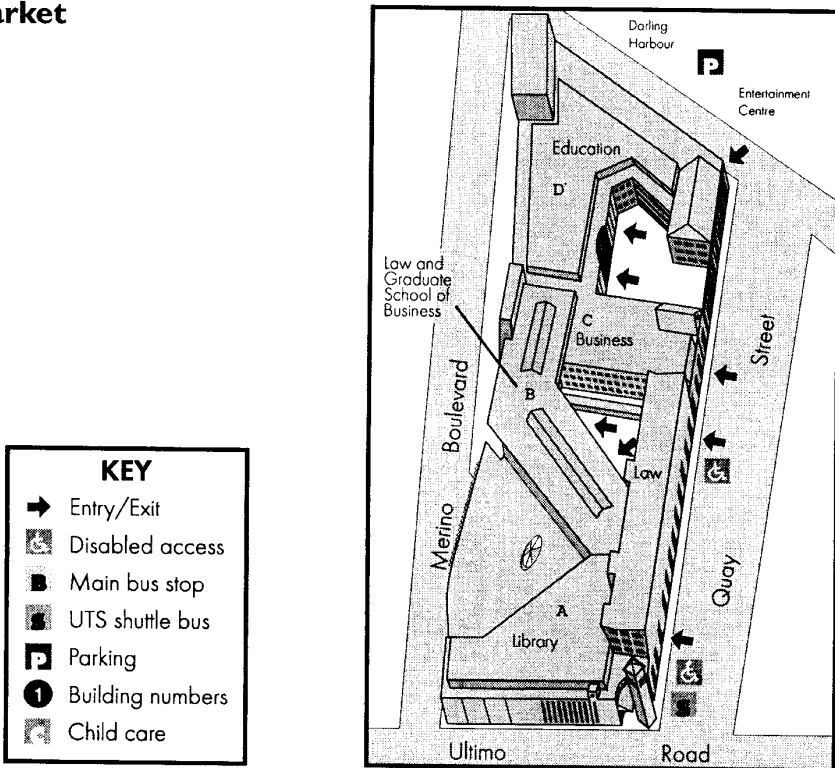


# CAMPUS MAPS

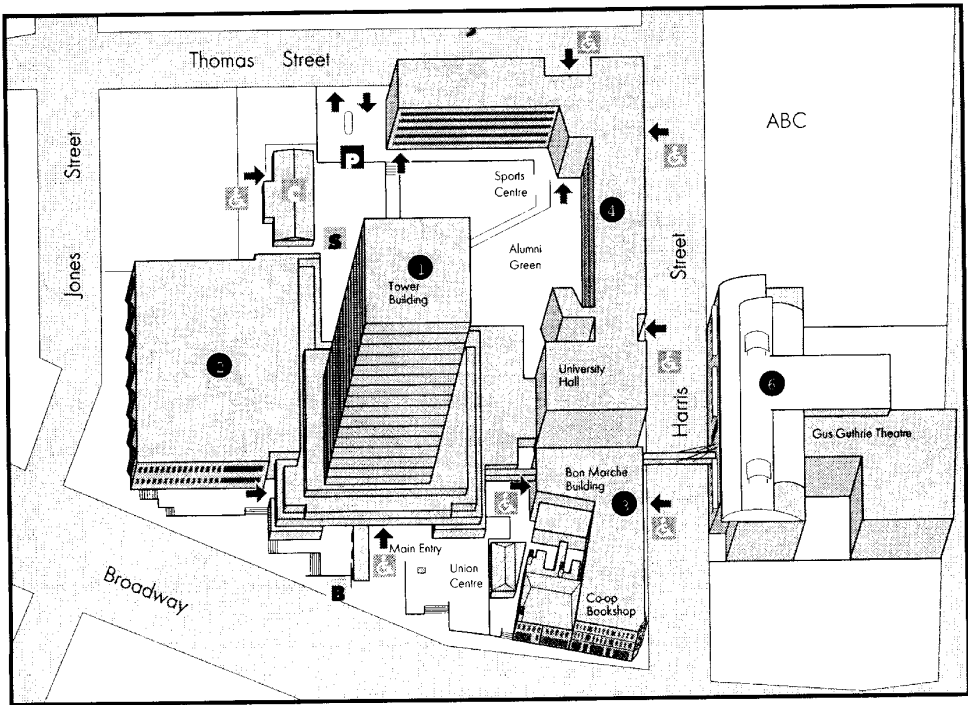
## City campus



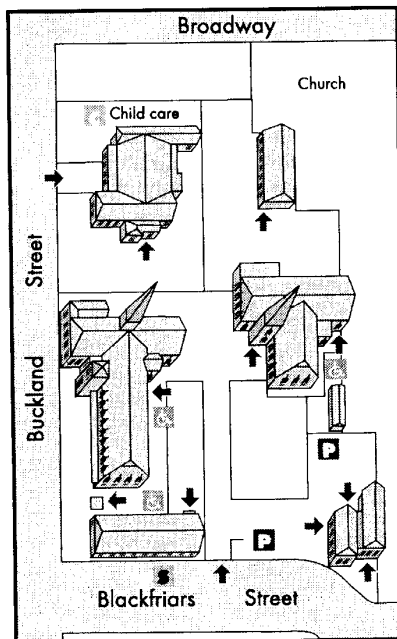
## Haymarket



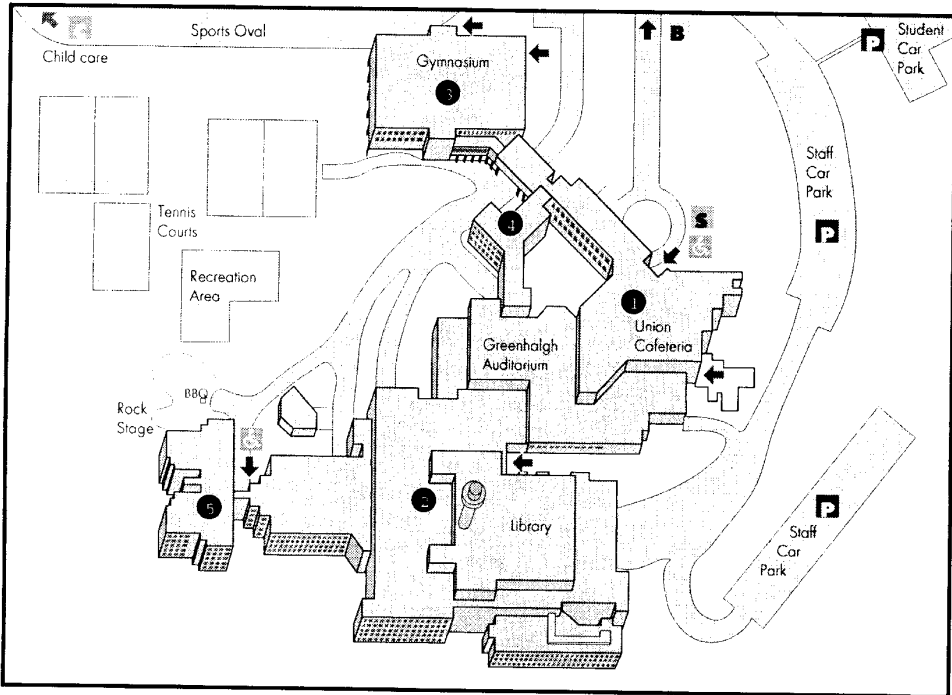
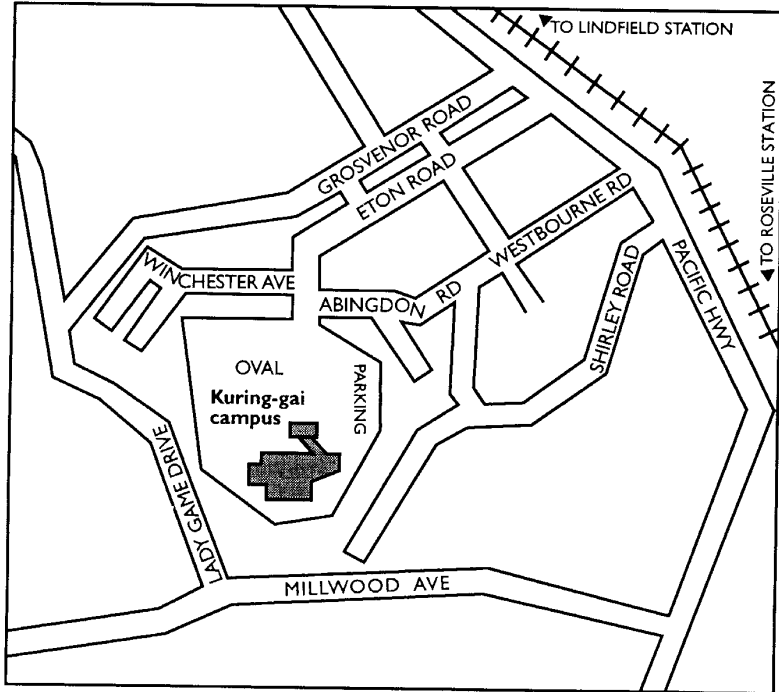
### Broadway



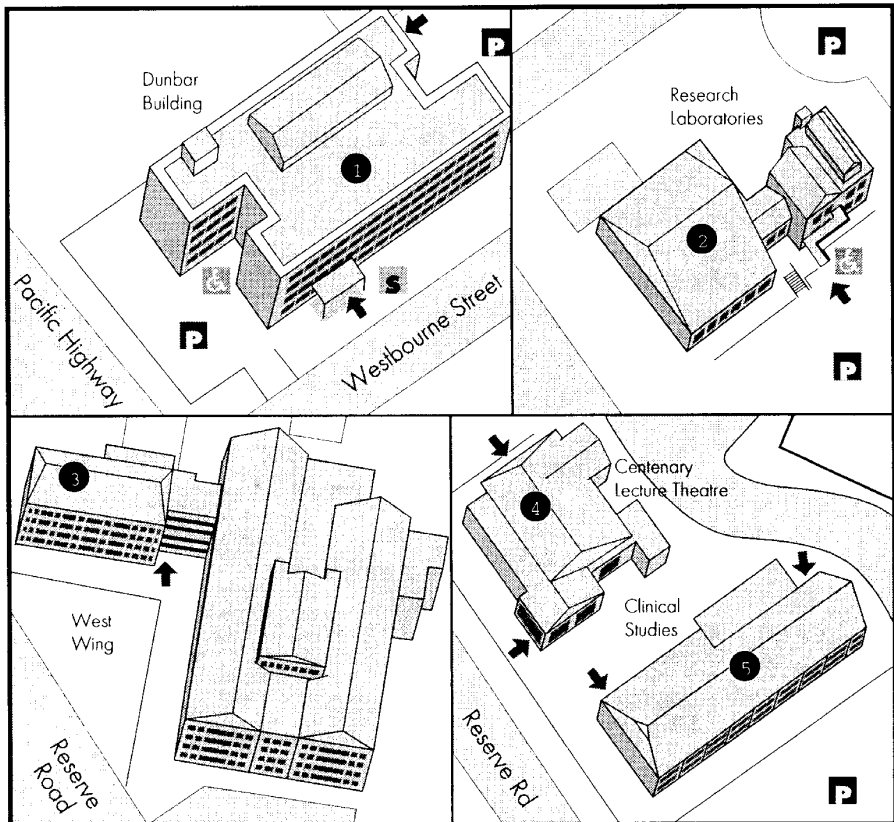
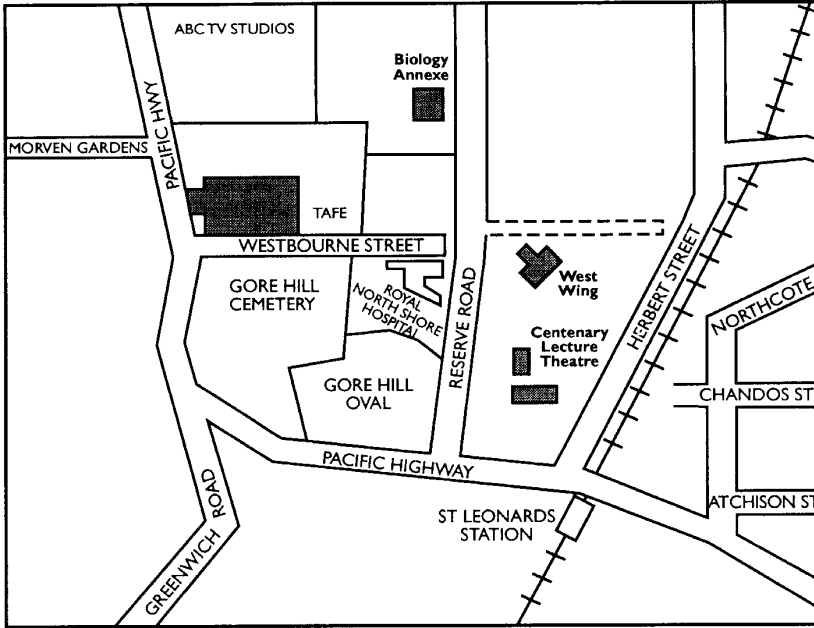
### Blackfriars



### Kuring-gai campus



### St Leonards campus



## APPLYING FOR UTS COURSES

### Undergraduate

Applications for the majority of those undergraduate courses which start at the beginning of each year must be lodged through the NSW and ACT Universities Admissions Centre (UAC) between August and October. Please check the application requirements in the *UAC Guide*, as some of these courses close for applications at the end of September. Some courses are also available by direct application to UTS. These are usually courses that are not available to school leavers.

A small number of UTS courses also start in the middle of the year. Applications for these should be made direct to UTS in May.

Contact the UTS Information Centres for more information.

### Postgraduate

Applications for postgraduate courses should be made direct to UTS. For courses starting at the beginning of the year, most applications are open from August to October, but some may have earlier closing dates. For courses

starting in the middle of the year, applications close in May.

Contact the UTS Information Centres for more information.

### Non-award and External Award study

Non-award and External Award study allows individuals and students from other universities to study single subjects at UTS. There are four application periods, and closing dates are different for each of the semesters. Some faculties may have special application procedures which will vary depending on the subjects chosen.

Contact the UTS Information Centres for more information.

### International students

International students need to satisfy the normal UTS entry requirements and be proficient in English. For details on courses, fees and application procedures, contact International Programs.

## UTS INFORMATION CENTRES

Street address	Postal address	Telephone/Fax
<i>City campus</i>		
Foyer, Tower Building 1 Broadway	UTS Information Service PO Box 123 Broadway NSW 2007	Telephone: (02) 9514 1222 Fax: (02) 9514 1200
<i>Kuring-gai campus</i>		
Level 5 or 6, Main Building Eton Road Lindfield	Kuring-gai Student Centre PO Box 222 Lindfield NSW 2070	Telephone: (02) 9514 5555 Fax: (02) 9514 5032
<i>International Programs</i>		
Level 5, Tower Building 1 Broadway	International Programs PO Box 123 Broadway NSW 2007	Telephone: (02) 9514 1531 Fax: (02) 9514 1530

### E-mail inquiries

Within Australia – [info.office@uts.edu.au](mailto:info.office@uts.edu.au)

International – [intlprograms@uts.edu.au](mailto:intlprograms@uts.edu.au)

## PRINCIPAL DATES FOR 1997

### Autumn semester

#### January

- 7 Release of HSC results
- 10 Formal supplementary examinations for 1996 Spring semester students
- 10 Closing date for changes of preference to the Universities Admissions Centre (UAC) from 1996 NSW and ACT HSC applicants
- 21–28 Enrolment of students at City campus
- 24 Main Round of offers to UAC applicants
- 27 Australia Day – public holiday
- 29–31 Enrolment of new undergraduate students at City campus (and 3 February till noon)
- 31 Public school holidays end

#### February

- 3 Enrolment of new undergraduate students at City campus till noon (and 29–31 January)
- 3–26 Enrolment of students at City campus

#### March

- 3 Classes begin
- 14 Last day to enrol in a course or add subjects
- 27 Last day to apply for leave of absence without incurring student fees/charges<sup>1</sup>
- 27 Last day to withdraw from a subject without financial penalty<sup>1</sup>
- 28 Public school holidays begin
- 28 Good Friday – public holiday
- 31 HECS census date
- 31 Easter Monday – public holiday
- 31 Vice-Chancellors' Week (non-teaching) begins

#### April

- 1 Graduation period begins
- 4 Public school holidays end
- 4 Vice-Chancellors' Week (non-teaching) ends
- 11 Last day to withdraw from a course or subject without academic penalty<sup>1</sup>
- 24 Provisional examination timetable available

- 25 Anzac Day – public holiday
- 30 Last day to apply to graduate in Spring semester 1997

#### May

- 1 Applications available for undergraduate courses
- 6 Applications available for postgraduate courses
- 9 Graduation period ends
- 16 Examination Masters due
- 30 Final examination timetable available
- 30 Closing date for undergraduate and postgraduate applications for Spring semester

#### June

- 9 Queen's Birthday – public holiday
- 13 Last teaching day of Autumn semester
- 14–30 Formal examination period (and 1–4 July)
- 30 Public school holidays begin

#### July

- 1–4 Formal examination period (and 14–30 June)
- 4 Autumn semester ends
- 7–11 Vice-Chancellors' Week (non-teaching)
- 11 Public school holidays end
- 14–18 Formal alternative examination period for Autumn semester students
- 25 Release of Autumn semester examination results
- 28 Formal supplementary examinations for Autumn semester students
- 30–31 Enrolment of new and readmitted students and students returning from leave/concurrent study (and 1 August)

#### August

- 1 Enrolment of new and readmitted students and students returning from leave/concurrent study (and 30–31 July)
- 1 Applications available for undergraduate and postgraduate courses for Autumn semester 1998

## Spring semester

### August

- 4 Classes begin
- 8 Last day to withdraw from full year subjects without academic penalty<sup>1</sup>
- 15 Last day to enrol in a course or add subjects
- 29 Last day to apply for leave of absence without incurring student fees/charges (Spring enrolments only)<sup>1</sup>
- 29 Last day to withdraw from a subject without financial penalty<sup>1</sup>
- 29 Last day to apply to graduate in Autumn semester 1998
- 31 HECS census date

### September

- 12 Last day to withdraw from a course or subject without academic penalty<sup>1</sup>
- 26 Provisional examination timetable available
- 29 Public school holidays begin
- 29 Graduation period begins
- 29 Vice-Chancellors' Week (non-teaching) begins
- 30 Closing date for undergraduate applications via UAC (without late fee)
- 30 Closing date for postgraduate applications (some courses may have a later closing date)
- 30 Closing date for inpUTS Special Admission Scheme applications

### October

- 3 Graduation period ends
- 3 Vice-Chancellors' Week (non-teaching) ends
- 6 Labour Day – public holiday
- 10 Public school holidays end
- 17 Examination Masters due
- 31 Final examination timetable available
- 31 Closing date for undergraduate applications via UAC (with late fee)
- 31 Closing date for undergraduate applications direct to UTS (without late fee)

- 31 Closing date for Australian Postgraduate Award (research & coursework), the R L Werner and University Doctoral Research Scholarships

### November

- 14 Last teaching day of Spring semester
- 15–28 Formal examination period (and 1–5 December)

### December

- 1–5 Formal examination period (and 15–28 November)
- 5 Spring semester ends
- 15–19 Formal alternative examination period for Spring semester students
- 19 Release of Spring semester examination results
- 22 Public school holidays begin

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<sup>1</sup> HECS/postgraduate course fees will apply after the HECS census dates (31 March and 31 August or last working day before).

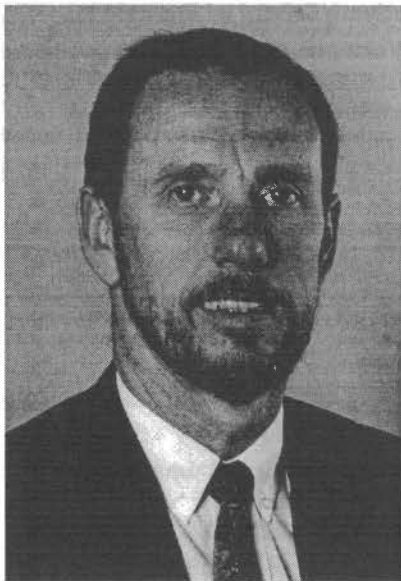
**Note:** Information is correct as at 28 October 1996. The University reserves the right to vary any information described in Principal Dates for 1997 without notice.

# Faculty information

## 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.



**Professor Bob Robertson**  
Dean

## 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 6,500 students, the Faculty of Business accounts for approximately 30 per cent of the entire UTS student population.

The Faculty of Business had its beginnings 30 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 levels.

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 130 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.



## INFORMATION FOR STUDENTS

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

#### Student Liaison Unit

The Student Liaison Unit manages the student administration activities of the Faculty and is responsible for a broad range of activities including: admission; enrolment; graduation; timetabling; course information and promotion; and student progression matters. The Unit is committed to providing a high standard of service to students and faculty staff.

#### Faculty of Business Information Offices

Inquiries regarding student administration matters (including admission, enrolment, progression, graduation, timetabling, course information and promotional material) should be directed to the Faculty of Business Information Offices which are located on both campuses.

#### City campus (Haymarket)

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

Telephone: 9514 3500

Fax: 9514 3659

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,  
Eton Road, Lindfield

Telephone: 9514 5355

Fax: 9514 5398

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

Address: PO Box 222  
Lindfield, NSW 2070

#### World Wide Web address

<http://www.uts.edu.au/fac/business/faculty.html>

#### School offices

The Graduate School of Business 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.

All teaching School offices are open between the hours of 9.00 a.m. to 5.00 p.m. Monday to Friday.

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

#### Graduate School of Business

##### City campus

Level 5, Building 5B  
Quay Street, Haymarket

Telephone: 9514 3660

Fax: 9514 3554

##### School of Accounting

##### City campus

Level 3, Building 5C  
Quay Street, Haymarket

Telephone: 9514 3560

Fax: 9514 3669

##### Kuring-gai campus

Level 6, Building 4, Room 4.601  
Eton Road, Lindfield

Telephone: 9514 5585

Fax: 9514 5515

**School of Finance and Economics****City campus**

Level 4, Building 5C  
Quay Street, Haymarket

Telephone: 9514 3633

Fax: 9514 3636

**Kuring-gai campus**

Level 6, Building 4, Room 4.601  
Eton Road, Lindfield

Telephone: 9514 5460

Fax: 9514 5515

**School of Leisure and Tourism Studies****Kuring-gai campus**

Level 6, Building 1, Room 1.684  
Eton Road, Lindfield

Telephone: 9514 5497

Fax: 9514 5195

**School of Management****City campus**

Level 4, Building 5C  
Quay Street, Haymarket

Telephone: 9514 3600

Fax: 9514 3602

**Kuring-gai campus**

Level 5, Building 4, Room 4.502A  
Eton Road, Lindfield

Telephone: 9514 5311

Fax: 9514 5583

**School of Marketing****City campus**

Level 2, Building 5C  
Quay Street, Haymarket

Telephone: 9514 3522

Fax: 9514 3535

**Kuring-gai campus**

Level 5, Building 4, Room 4.502A  
Eton Road, Lindfield

Telephone: 9514 5311

Fax: 9514 5583

**UTS Information Service**

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

Telephone: 9514 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: 9514 5555

Hours: 8.30 a.m. – 4.30 p.m.

Monday – Friday

**Inquiries counter**

Level 5, Building 1, Kuring-gai campus

Telephone: 9514 5320

Hours: 9.00 a.m. – 7.00 p.m.

Monday – Thursday

9.00 a.m. – 5.00 p.m.

Friday

**Important student information on rules and procedures**

The University's Rules are published in the *UTS Calendar* and the Undergraduate and Postgraduate Student Handbooks. If you require advice about any of the following rules and procedures, please contact the Faculty Information Offices on either campus.

The following information is an extract of some key rules and Faculty policies relating to students:

**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).

Part-time students should be aware that part-time attendance may require one afternoon class during each teaching week.

**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. Students will not normally be granted more than four semesters of leave (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 fee for the subject.

Changes to your program after the deadline will be considered, but only in exceptional circumstances and with supporting documentation.

### **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 immediately after the examination (see Rule 2.18 for important details). All submissions should be supported by documentary evidence.

### **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.

Students seeking special examination conditions should contact the Faculty Liaison Officer.

### **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, 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 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.

University medals may be awarded to undergraduate students who have obtained outstanding academic results and who are considered to be of exceptional merit. To be awarded the University medal, a student must achieve a level of award of 85 or greater. The University medal is presented to one student only per course, and in the case of the Bachelor of Business, to one student only per major.

Students wanting information on their level (or expected level) of award should contact the Faculty's Graduation Coordinator.

### **Concurrent study**

Students may undertake one or more subjects at another tertiary institution and have these counted towards their UTS degree. Students wishing to undertake concurrent study should contact the Faculty's Student Liaison Officer.

### **Recognition of prior learning**

It is possible for students to seek an exemption in a subject through recognition of prior learning. To assist with this process, the Faculty has a formal 'challenge' policy. The Faculty also accepts recommendations on prior learning from the Australian Credit Transfer Authority.

### **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 timetables.

### **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 that 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.

### **International exchange programs**

The Faculty of Business offers exchange programs with nine overseas universities. These include the following: 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; Universiti Sains, Malaysia; Yonsei University, Korea; Linköpings Universitet, Sweden; 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 Office 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 is then 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 from 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.

**Universiti Sains, Malaysia**

Universiti Sains Malaysia offers second-year business students the opportunity to study for one semester. Students complete introductory courses in the Malay language and culture

while undertaking other subjects offered in English.

**Yonsei University, Korea**

Yonsei University in Korea offers undergraduate and graduate students the opportunity to study from a range of subjects taught in English. Students can study for one semester or one year.

**Linkopings Universitet, Sweden**

Linkopings Universitet offers a range of subjects in English to undergraduate and postgraduate exchange students. Students have the opportunity to study for up to one year.

**Reims Business School, France**

At Reims Business School in France, MBA students can undertake intensive winter school (June/July) 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, Malaysian, Modern Standard Chinese and Spanish. Arrangements are also available for students to study Croatian, French, German, Greek, Hindi, Italian, Korean, Polish, Russian, Slovenian, Serbian, Thai and Ukrainian.

For further information, contact the Institute for International Studies, located at Broadway, telephone 9514 1574.

**Insearch Institute of Commerce**

Insearch Institute of Commerce, which is wholly owned by Insearch Limited, the commercial arm of UTS, offers diploma programs in Business Studies, 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, telephone 9281 8188, fax 9281 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 Executive Development Unit. Further information is available from the Executive Development Unit on telephone 9514 3504, 9514 3515, 9514 3529, 9514 3542, or fax 9514 3510.

### **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 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 Institute is the professional association for 9,500 company secretaries and other corporate managers in Australia. It is also the Australian Division of the international Institute of

Chartered Secretaries and Administrators, to which its Australian members also belong.

Special arrangements exist between the University and the Institute under which Bachelor of Business students who have passed the University's examinations in four prescribed subjects can satisfy the Institute's full-academic membership requirements without the need to sit the Institute's two qualifying examinations.

During the course of their studies, students are encouraged to become Student Members of the Institute.

For details of the prescribed subjects and student membership, contact Michael Adams on 9514 5418. Alternatively, contact Dr John Nelson, National Education Manager, Chartered Institute of Company Secretaries, GPO Box 1594, Sydney, NSW 2001, or telephone toll-free on 1 800 251 849.

#### **The Australian Institute of Banking and Finance**

Associateship or Senior Associateship status may be offered by the Australian Institute of Banking and Finance (AIBF) 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**

*AIESEC* is the world's largest student-run organisation, existing in 85 countries around the world with over 70,000 members. *AIESEC* 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.

This is achieved primarily through the operation of an International Graduate Exchange Program, whereby students have the opportunity to work overseas and immerse themselves in another culture for up to 18 months.

As an active member of *AIESEC*, the opportunities are endless, from international leadership conferences to networking evenings, and many chances to gain practical

business skills, contacts and meet lots of friends.

To find out more about AIESEC, telephone AIESEC on 9514 3534, or visit the AIESEC office in Room B112 (Haymarket).

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 perspective 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 9867 1980.

## PRIZES AND SCHOLARSHIPS<sup>1</sup>

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.

<sup>1</sup> Prizes and scholarships in the Faculty of Business are currently under review. Some of the prizes listed below may be withdrawn or offered under changed conditions.

### 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 who 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 Human Resources Institute Prize

This 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 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, the Graduate Diploma in Marketing, the Master of Business in Marketing or the 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 Management,

Human Movement Studies, or Tourism Management) who obtains the highest aggregate mark in 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.

#### **Bowl Australia Graduate Prize in Leisure Management**

This prize was established in 1996. It is awarded to the student enrolled in the Graduate Diploma in Leisure Management who obtains the highest aggregate mark in the subject Leisure Management. The prize is a cash award of \$500.

#### **Bowl Australia Prize in Leisure Management**

This prize was established in 1996. It is awarded to the student enrolled in the Bachelor of Arts in Leisure Management who obtains the highest aggregate mark in the subject Leisure Services Management. The prize is a cash award of \$500.

#### **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 Ltd. 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**

This 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 Auditing. The prize is a cash award of \$400.



**Coopers & Lybrand Prize for Revenue Law**

This 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 Revenue Law. The prize is a cash award of \$400.

**Dow Corning Master of Business in Marketing Prize**

This 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.

**Ernst and Young Prize in Accounting B**

This 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 Accounting B. The prize is a cash award of \$500.

**Ernst and Young Prize in Managerial Decisions and Control**

This 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 in 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 \$100.

**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 \$100.

**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 in 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 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 in the subject Computer-based Accounting. The prize is a cash award of \$400.

### **KPMG 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 in 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 Bachelor of Arts in Leisure Management or the Bachelor of Arts in Tourism Management who achieves the highest aggregate mark in 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 in 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 in 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 in 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 consists of a book voucher to the value of \$75.

### **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 in Leisure Management who obtains the highest aggregate mark in the subject Park and Natural Area Management 2. The prize is a cash award of \$250.

### **Royal Institute of Public Administration Australia Graduate Prize**

This prize was established in 1985. It is awarded to the most successful student completing graduate studies in Public Sector

Management. The prize is a cash award of \$200.

#### **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**

This 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**

This 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**

This 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 in 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 from the Master of Business Administration. The prize is a cash award of \$300.

### **Scholarships**

#### **Accounting Honours Scholarships**

The School of Accounting offers five scholarships to students for study in the Honours sequence within the School of Accounting. Each scholarship is tenable for one year and has a cash value of \$5,000.

#### **Bowl Australia Honours Scholarship in Leisure Management**

This scholarship was established in 1996. It is awarded to the best graduating student entering the Honours program in Leisure Management. It is a cash award of \$1,500.

#### **Commonwealth Bank Scholarship**

This scholarship was established in 1988. It is awarded to a full-time, second-year student in the Bachelor of Business who intends majoring in banking, finance, accounting or marketing. 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 \$6,000.

#### **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 sequence 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 may award up to 10 scholarships to students (either undergraduate or postgraduate) to assist with costs incurred while on a Faculty-approved exchange program. The scholarships are only available

to students who completed their undergraduate degree at UTS. 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 may award up to four scholarships to students studying full-time in the Honours program within the Faculty. The scholarships are only available to students who completed their undergraduate degree at UTS. Each scholarship is tenable for one year and has a cash value of \$4,000.

### **Insearch Institute of Commerce PhD Scholarship**

As a result of the generous support of the Insearch Institute of Commerce, the Faculty of Business is able to offer a full-time PhD scholarship for study in any one of the Faculty's five discipline-based Schools of Accounting, Finance and Economics, Leisure and Tourism Studies, Management, or Marketing. The scholarship has a cash value of \$18,000 per year, tax free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

### **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.

### **PhD Scholarships in Accounting**

The School of Accounting offers two PhD Scholarships to candidates to work in the areas of market-based accounting research and/or positive accounting theory. The scholarship has a cash value of \$18,000 per year, tax free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

# Undergraduate courses

## Bachelor of Business

**Course codes: B01C (City campus)  
B01K (Kuring-gai campus)**

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 9514 3500 (City campus) or 9514 5355 (Kuring-gai campus).

### Admission requirements

#### Assumed knowledge/HSC subject selection

For the Bachelor of Business, an assumed knowledge of 2-unit Mathematics is required. An adequate background in English is also necessary; 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 Universities Admission Centre (UAC). The UTS Information Service can provide advice in this regard.

Applicants should obtain a copy of 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 1997 must have completed their TAFE courses in 1993 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.

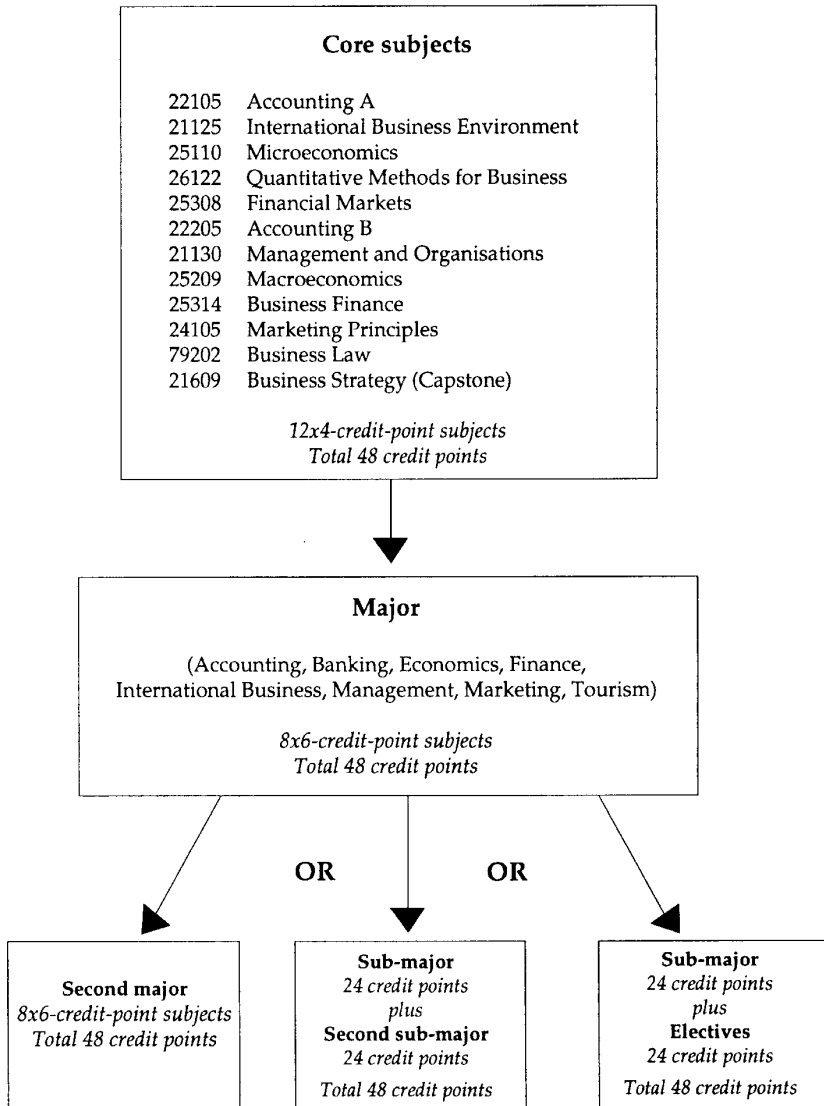
Students who have completed courses through Insearch Institute of Commerce, if admitted, may be given up to one year's advanced standing in the Bachelor of Business.

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 section in this handbook.)
- Complete all details on the Application for Subject Exemption form which is available from the UTS Information Service on 9514 1222 or from the Faculty Information Offices on 9514 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 9514 3501 (City campus) or 9514 5355 (Kuring-gai campus).

**Bachelor of Business  
Course Structure**



## 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 Subject equivalents for Bachelor of Business table at the back of this handbook.

## Attendance patterns

The Bachelor of Business course may be completed through either a full-time or 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 between four and six subjects per semester.
- Part time is six years (12 semesters), usually undertaken at the rate of two subjects per 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), two sub-majors (24 credit points each), a single sub-major (24 credit points) in conjunction with elective subjects (24 credit points). See Bachelor of Business Course Structure on previous page.

## Course programs

### Foundation core

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

### Capstone

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21609	Business Strategy
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## Typical full-time program

### Semester 1

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

### Semester 2

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

### Semester 3

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First major
First major
Elective (or second major)
Elective (or second major)

### Semester 4

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First major
First major
Elective (or second major)
Elective (or second major)

### Semester 5

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First major
First major
Elective (or second major)
Elective (or second major)

### Semester 6

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First major	
First major	
Elective (or second major)	
Elective (or second major)	
21609	Business Strategy (Capstone)

**Typical part-time program**

**Semester 1**

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- 22105 Accounting A
- 21125 International Business Environment

**Semester 2**

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- 22205 Accounting B
- 21130 Management and Organisations
- 24105 Marketing Principles

**Semester 3**

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- 25110 Microeconomics
- 26122 Quantitative Methods for Business
- 25308 Financial Markets

**Semester 4**

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- 25209 Macroeconomics
- 25314 Business Finance
- 79202 Business Law

**Semester 5**

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- First major
- Elective (or second major)

**Semester 6**

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- First major
- Elective (or second major)

**Semester 7**

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- First major
- Elective (or second major)

**Semester 8**

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- First major
- Elective (or second major)

**Semester 9**

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- First major
- Elective (or second major)

**Semester 10**

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- First major
- Elective (or second major)

**Semester 11**

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- First major
- Elective (or second major)

**Semester 12**

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- First major
- Elective (or second major)
- 21609 Business Strategy (Capstone)

**Bachelor of Business majors**

Students must undertake a major which consists of 48 credit points (eight six-credit-point 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**

The Accounting major builds upon the core subjects to develop the knowledge, skills, values and other intellectual attributes needed by contemporary and future accountants. The major satisfies the entry requirements of the Australian Society of Certified Practising Accountants and The Institute of Chartered Accountants in Australia.

- 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**

- 22522 Auditing
- 79365 Company Law
- 79462 Revenue Law

**Stream 2**

- 31504 Business Information Systems Design
- 31505 Business Information Systems Management
- 31506 Business Information Systems Implementation

**Notes:**

*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

The Banking major provides students with a rigorous introduction to banking and an understanding of the current practices and developments taking place within the industry. Senior Associateship status is offered by the Australian Institute of Banking and Finance (AIBF) for students completing the major and who have appropriate work experience. The Banking major is offered at the City campus only.

- 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.

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

### Economics major

The Economics major provides students with the disciplinary and vocational skills needed to pursue a career as an economist. The major will develop techniques of critical analysis and acquaint students with the evolving domestic and international economic environments. The Economics major is offered at the City campus only.

- 25406 Quantitative Techniques for Finance and Economics
- 25210 Microeconomic Theory and Policy
- 25309 Macroeconomic Theory and Policy
- 25303 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

The Finance major provides students with strong intellectual training in the foundation techniques and issues of the finance discipline, enabling them to understand finance, to think critically and creatively about financial problems, and to adapt to the rapidly changing financial environment.

- 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

The International Business major reflects the growing importance of the global economy in contemporary business activity. The major provides students with a foundation of core studies in international business, a range of international electives, and a capstone subject providing practical experiences in the international business arena.

- 21591 International Management
- 24220 International Marketing
- 25304 Asian–Australian Economic Relations
- 22240 International Accounting  
*plus three of the following international elective subjects*
- 21593 International Business and Government
- 25315 International Economics
- 25421 International Financial Management
- 24517 Contemporary International Marketing Issues
- 24607 International Marketing Management Project
- 24xxx International Promotion and Advertising
- 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

any other international subject, with approval of the Director of the International Business major  
*plus one of the following Capstone subjects*

- 21532 Applied International Business
- 24518 International Marketing Country Study
- 21595 International Management Field Study

**Notes:**

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

The Management major provides knowledge of the theoretical basis of management and develops understandings and competencies associated with the practice of management generally: in particular in the specific areas of employment relations, business process management and change management.

- 21440 Management Skills
- 21365 Analysing Management Thinking
- 21221 Organisational Structure and Change
- 21210 Business, Government and Society
- 21306 International Employment Relations
- 21131 Business Process Management
- 21591 International Management
- 21630 Managing the Strategy Process

### Marketing major

The Marketing major develops an understanding of the fundamental role of marketing and its specific nature in different types of domestic and international markets. The major examines marketing in the macro environment and develops essential skills to effectively participate in the marketplace.

- 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

The Tourism major develops an understanding of management, marketing and planning theories and practices within the context of the tourism industry. The major examines the two-way relationship that exists between tourism and its socio-cultural, economic, technological, political, legal and physical environments. The Tourism major is offered at the Kuring-gai campus only.

- 27184 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 cross-faculty electives 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 the availability of class places.

Students will normally be expected to take 18 credit points of their sub-majors outside the area of their major to fulfil the objectives of the Bachelor of Business degree in providing a broad business education.

### Students from other faculties applying to undertake Business electives

Students from other faculties may undertake any subject offered by the Faculty of Business as an elective if they have met all the prerequisites. Students will be accommodated in the subjects depending on the 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**

This sub-major introduces students to a range of contemporary accounting issues including valuation, superannuation, and other specialised accounting and regulatory areas. This sub-major is offered at the City campus only.

- 22311 Accounting for Valuation
- 22312 Accounting for Superannuation  
*plus two of the following*
- 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**

This sub-major is designed for students in Bachelor of Business majors other than Accounting who wish to gain a detailed working knowledge of financial reporting issues such as financial statement preparation and its regulatory framework, and international reporting.

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

##### **Sub-major in International Accounting**

This sub-major introduces students to a range of issues, with special reference to the comparative development of national accounting systems, international accounting standards and transnational reporting issues.

This sub-major is offered at the City campus only.

- 22240 International Accounting
- 22309 Accounting for Overseas Transactions  
*plus two of the following*
- 79603 International Business Law and Regulation
- 25421 International Financial Management
- 21591 International Management
- 24220 International Marketing
- 22219 Social and Environmental Accounting

##### **Sub-major in Management Reporting**

This sub-major is designed for students in Bachelor of Business majors other than Accounting who wish to gain a detailed working knowledge of management reporting issues such as the preparation and management of costs, financial and operational control, performance evaluation, and information systems design and management.

- 22321 Cost Management Systems
- 22421 Management Decisions and Control  
*plus two of the following*
- 22318 Contemporary Issues in Management Accounting
- 31504 Business Information Systems Design
- 31505 Business Information Systems Management
- 31506 Business Information Systems Implementation

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

This sub-major provides Accounting major students with further knowledge and competencies in areas of professional accounting practice. This sub-major is offered at the City campus and, subject to demand, at the Kuring-gai campus.

- 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
- 22610 Accounting for Insolvency

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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 for 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**

This sub-major is designed to provide all majors within the Bachelor of Business with knowledge of financial reporting issues, legal frameworks and reporting on environmental problems and solutions faced by modern corporate enterprises. This sub-major is offered at the City campus and, subject to demand, at the Kuring-gai campus.

- 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**

This sub-major is designed to provide all majors within the Bachelor of Business with an introduction to business planning, financial and managerial reporting, and other relevant legal, marketing and accounting issues for small- and medium-sized enterprises. This sub-major is offered at the City campus only.

- 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
- 22610 Accounting for Insolvency
- 22319 Issues in Financial Statement Analysis

## **School of Finance and Economics**

### **Sub-major in Banking**

This sub-major enables students to acquire knowledge and skills that will develop a better understanding of intricate issues and risks facing banks and financial institutions. Senior Associateship status is offered by the Australian Institute of Banking and Finance (AIBF) for students completing the banking sub-major and who have appropriate work experience. This sub-major is offered at the City campus only.

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

### **Sub-major in Economics**

This sub-major provides further studies in microeconomic and macroeconomic theory and business policy, and in the key areas of industry and labour market economics. This sub-major is offered at the City campus only.

- 25210 Microeconomic Theory and Policy
- 25309 Macroeconomic Theory and Policy
- 25303 Industry Economics
- 25305 Labour Market Economics

### **Sub-major in Finance**

This sub-major provides the opportunity for Bachelor of Business students from any major to strengthen their skills in key areas of financial analysis, corporate finance, capital budgeting and investment analysis.

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

### **Sub-major in Insurance**

This sub-major provides in-depth studies in insurance for business students intending to work in that industry. The Australian Insurance Institute accepts this sub-major, together with requisite professional experience in the insurance industry, for membership. This sub-major is offered at the City campus only.

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

## **School of Management**

### **Sub-major in Employment Relations**

This sub-major provides a broad understanding of employment relations frameworks and practices and is designed for those considering a career in either human resources management or industrial relations. This sub-major is offered at the City campus and, subject to demand, at the Kuring-gai campus.

- 21306 International Employment Relations
- 21407 Strategic Human Resource Management
- 21430 Enterprise Bargaining and Workplace Relations

<sup>1</sup> Students undertaking a Finance major or Finance sub-major will be required to substitute 25416 Economics of Money and Finance.

- 79270 Industrial and Labour Law
- 21058 Management Project  
(Management majors only)

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

**Sub-major in International Management**

This sub-major provides participants with the opportunity to enhance their management competencies in this area through the development of an international specialisation in management. This sub-major is offered at the City campus and, subject to demand, at the Kuring-gai campus.

- 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)

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

**Sub-major in Management Practice**

This sub-major is designed for students in Bachelor of Business majors other than Management who wish to gain knowledge of the management process, including management and communication skills, employment relations practice, management of business processes and managing the strategy process.

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

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

This sub-major prepares students for a management role in the small and medium enterprise business sector by providing an understanding of the peculiarities of small and new businesses which differentiate them from large corporations and government enterprises. This sub-major is offered at the City campus on demand and partially at the Kuring-gai campus on demand.

- 21131 Business Process Management
- 21409 Entrepreneurship and Innovation

- 21082 Small and Medium Enterprise Management
- 22566 Accounting for Small Business 1

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

**Sub-major in Strategic Management**

This sub-major provides students with the opportunity to enhance their management competencies in processes that will position an organisation optimally in its competitive environment. This sub-major is offered at the City campus and, subject to demand, at the Kuring-gai campus.

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

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

**School of Marketing**

**Sub-major in Advanced Advertising**

This sub-major provides specialised study in the area of advertising and promotions management, developing 'hands-on' experience in applying the major principles and current practices underlying contemporary advertising. This sub-major is offered at the City campus only.

- 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

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**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**

This sub-major allows students the opportunity to develop comprehensive skills in and an understanding of the marketing research process and the information technology that supports it. This sub-major is offered at the City campus only.

- 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>

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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.

**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.

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

This sub-major provides advanced study in the area of business marketing and focuses on the importance of quality service and communication in different organisational and cross-organisational settings. This sub-major is offered at the City campus only.

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

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**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**

This sub-major is designed for students in Bachelor of Business majors other than Marketing and provides the opportunity to develop basic skills in and an understanding of the marketing research process and the information technology that supports it. This sub-major is offered at the City campus and partially at the Kuring-gai campus.

- 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**

This sub-major allows in-depth study of how and why firms choose to conduct business in international markets. Provides experience of Australian firms' marketing efforts in international markets and also provides the option of experiencing international marketing first-hand overseas. This sub-major is offered at the City campus only.

**Option 1**

(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
- 24xxx International Promotion and Advertising
- or*
- any other approved international subject including a language subject offered by the Institute for International Studies.

**Option 2**

(for students electing to do International Marketing Country Study)

- 24517 Contemporary International Marketing Issues
- 24518 International Marketing Country Study<sup>1</sup>
- plus one of the following*
- 21591 International Management
- 22240 International Accounting
- 25315 International Economics
- 25304 Asian–Australian Economic Relations
- 25421 International Financial Management
- 24xxx International Promotion and Advertising
- or*
- any other approved international subject including a language subject offered by the Institute for International Studies.

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<sup>1</sup> 24518 International Marketing Country Study is a 12-credit-point subject taken over two semesters.

**Sub-major in Introductory Advertising**

This sub-major is designed for students in Bachelor of Business majors other than Marketing and provides an introduction to the area of advertising and promotions management, focusing on consumer behaviour and management of promotional activities. This

sub-major is offered at the City campus and partially at the Kuring-gai campus.

- 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**

This sub-major is designed for students in Bachelor of Business majors other than Marketing and provides the opportunity to develop basic skills in and an understanding of the marketing process and marketing management.

- 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**

This sub-major provides an understanding of the role of leisure in contemporary society, focusing on the management and marketing of leisure services. This sub-major is offered at the Kuring-gai campus only.

- 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**

This sub-major introduces students to the increasingly dynamic and specialist context in which sport is played, organised and managed. This sub-major is offered at the Kuring-gai campus only.

- 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
- 27103 The Olympic Games
- 27316 Leisure and Fitness Centre Operations
- 27172 Applied Sport Psychology

### **Sub-major in Tourism Management**

This sub-major provides students with a systematic framework for understanding the tourism phenomenon in Australia. This sub-major is offered at the Kuring-gai campus only.

- 27184 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**

This sub-major covers the study of the real estate market, examining property investment analysis, development and valuation. This sub-major is offered at the City campus on demand.

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

## **Faculty of Education**

### **Sub-major in Human Resource Development**

This sub-major fosters both formal and informal learning opportunities in the workplace, and provides a basic understanding of HRD issues and practices. This sub-major is offered at the City campus on demand.

- 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**

This sub-major fosters student awareness of the role of communication in effective business practice and develops student communication competencies. This sub-major is offered at the City campus on demand.

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

### **Sub-major in Information in Business**

This sub-major introduces students to key concepts in information use, retrieval and organisation, and allows students to enhance their expertise in the location, evaluation, use and presentation of information. This sub-major is offered at the City campus on demand.

- 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 Public Relations**

This sub-major develops expertise in public relations, both for public relations practitioners and for managers who need to know how to help their organisation communicate. This sub-major is offered at the City campus on demand.

- 56013 Public Relations Principles and Process
- 56011 Public Relations Strategies and Management
- 56012 Public Relations Contexts and Applications
- 56014 Public Relations Professional Practice

### **Sub-major in Women and Business**

This sub-major takes an interdisciplinary approach, drawing together theories, research, concepts and insights derived from sociology and administrative, organisational and management studies. This sub-major is offered at the City campus on demand.

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

## Faculty of Law

### **Sub-major in Business Law**

This sub-major provides students with a comprehensive understanding of current legal developments as they affect business and develops a better understanding of intricate legal issues, facilitating the planning of current and future commercial strategies.

Choose any **four** of the following:

- 79659 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. This sub-major provides students with the key legal knowledge of a lawyer and has universal recognition as substantive law subjects in any law degree. This sub-major is offered at the City campus on demand.

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

### **Sub-major in Insolvency Law**

This sub-major provides students with the opportunity to specialise in the law of insolvency, covering both personal bankruptcy and corporate external administration. This sub-major is offered at both the City and Kuring-gai campuses on demand.

- 79161 Introduction to Bankruptcy Law
- 79662 Business Bankruptcy
- 79162 Corporate Insolvency and Administration
- 22610 Accounting for Insolvency



**Sub-major in Taxation Law**

This sub-major offers an integrated sequence of subjects focusing on taxation as the ultimate interface of law, accounting and business enterprises. This sub-major is offered at the City campus only.

- 79666 International Aspects of Australian Taxation Law
- 79606 Advanced Revenue Law
- 79667 Indirect Taxation  
*plus one of the following*
- 79411 Advanced Companies and Securities Law
- 79264 Securities Market Regulations

**Faculty of Mathematical and Computing Sciences****Sub-major in Mathematics**

This sub-major provides students with an interest in the applications of mathematics with the opportunity to apply this to a business setting. This sub-major is offered at the City campus only.

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

**Sub-major in Operations Research**

This sub-major is concerned with the application of mathematical techniques to provide decision support for industry and commerce. This sub-major is offered at the City campus only.

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

**Sub-major in Statistics**

This sub-major focuses on statistical techniques for the analysis of data used in industry and commerce. This sub-major is offered at the City campus only.

- 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**

This sub-major provides students with a knowledge of current state-of-the-art databases – relational, object-oriented and distributed – and analysis and design

applications. This sub-major is offered at the City campus only.

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

**Sub-major in Business Information Technology**

This sub-major provides a broad overview of the basics of computer hardware, software and major applications. This sub-major is offered at the City campus only.

- 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**

This sub-major gives insight into the effects of computers and information technology on staff and the workplace. This sub-major is offered at the City campus only.

- 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**

This sub-major provides skills in systems modelling and design, databases, and object-oriented and procedural programming. This sub-major is offered at the City campus only.

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

**Faculty of Nursing****Sub-major in Health Services Management**

This sub-major is designed to provide skills, knowledge and understanding of management as it relates to health services and settings. This sub-major is offered at the Kuring-gai campus only.

- 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

This sub-major provides an appropriate knowledge base for business students who aim to enter chemical or related industries. This sub-major is offered at the City campus only.

- 65101 Chemistry 1M
- 65201 Chemistry 2M
- 65202 Organic Chemistry  
*plus one of the following*
- 65301 Spectroscopy and Structure
- 65302 Inorganic Chemistry

### Sub-major in Health Science

This sub-major provides an appropriate knowledge base for business students who wish to enter the health industry. This sub-major is offered at the City campus only.

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

## Institute for International Studies<sup>1</sup>

### Sub-major in International Studies

This sub-major uses a focus on society, politics, economics and culture as an introduction to three countries or parts of the world that play a crucial role in Australia's business environment. This sub-major is offered at both the City and Kuring-gai campuses on demand.

Choose any **three** of the following

- 976111 Contemporary China
- 976211 Contemporary Japan
- 976301 Contemporary South-East Asia
- 976501 Contemporary Latin America
- 976401 Contemporary Europe
- 976101 Chinese East Asia

### Sub-major in Specialist Country Studies

This sub-major offers the opportunity to obtain an introduction to the language and culture of one of Australia's major international economic partners. This sub-major is offered at both the City and Kuring-gai campuses on demand.

Choose any **one** of the following<sup>2</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 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

<sup>1</sup> All inquires regarding sub-majors offered by the Institute for International Studies should be directed to the Faculty of Business Information Offices at the City campus (Haymarket) 9514 3500 or Kuring-gai campus 9514 5355.

<sup>2</sup> For detailed information about Language and Culture subjects, students should refer to the *Institute for International Studies Handbook*.

**Cross faculty****Sub-major in Aboriginal Studies**

This sub-major presents a view of Australian social, political and economic life from the perspective of its indigenous people. This sub-major is offered at the City campus on demand.

- 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)**

**Course code: B003**

The Faculty of Business offers an Honours program that provides an opportunity for advanced study in subject areas corresponding to those offered within the current Bachelor of Business majors.

The minimum duration of the Bachelor of Business (Honours) course is one year (two semesters) full time or two years (four semesters) part time. The program consists of 48 credit points.

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 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**

To be eligible for admission students are expected to attain a credit average in a recognised degree in a similar discipline.

Applications must be made on the appropriate University admission form as well as the Faculty questionnaire (yellow form). Both forms are available from the Faculty of Business Information Offices.

**Accounting**

The Accounting sequence within the Honours program 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 groundings in research skills (Research Methods in Accounting) necessary for the critical evaluation of recent empirical studies in accounting (Advanced Theory in Financial Accounting/Management Accounting/Taxation) and for carrying out their own accounting research (Readings/Thesis in Accounting). The latter forms a major component of the program.

**Full-time program****Semester 1**

- 22901 Research Methods in Accounting  
 22905 Readings in Accounting  
*plus two of the following*  
 22902 Advanced Theory in Financial Accounting  
 22903 Advanced Theory in Management Accounting  
 79668 Advanced Theory in Taxation

**Semester 2**

- 22906 Thesis in Accounting

**Part-time program****Semester 1**

- 22901 Research Methods in Accounting  
*plus one of the following*  
 22902 Advanced Theory in Financial Accounting  
 22903 Advanced Theory in Management Accounting  
 79668 Advanced Theory in Taxation

**Semester 2**

- 22905 Readings in Accounting  
*plus one of the following*  
 22902 Advanced Theory in Financial Accounting (cont.)  
 22903 Advanced Theory in Management Accounting (cont.)  
 79668 Advanced Theory in Taxation (cont.)

**Semester 3**

- 22906 Thesis in Accounting

**Semester 4**

- 22906 Thesis in Accounting (cont.)

## Finance and Economics

The Finance and Economics sequence within the Honours program 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 sequence on a full-time basis.

### Full-time program

#### Semester 1

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

#### Semester 2

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

### Part-time program

#### Semester 1

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

#### Semester 2

---

- 25902 Advanced Corporate Finance  
 25901 Futures and Options

#### Semester 3

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

#### Semester 4

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- 25916 Thesis in Finance and Economics

<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 Management sequence within the Honours program 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 sequence is a thesis which is a report on a piece of original research carried out by the student that 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. The sequence provides an advanced qualification that will increase students' effectiveness in the workplace and in their competition for employment. It also gives the necessary preparation for students wishing to enrol in higher research programs.

### Full-time program

#### Semester 1

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- 21901 Research Methods in Management  
 21902 Advanced Theory in Management  
 21903 Readings for Thesis in Management

#### Semester 2

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- 21904 Thesis in Management

### Part-time program

#### Semester 1

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- 21901 Research Methods in Management  
 21906 Advanced Theory in Management

#### Semester 2

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- 21903 Readings for Thesis in Management  
 21906 Advanced Theory in Management (cont.)

#### Semester 3

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- 21905 Thesis in Management

#### Semester 4

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- 21905 Thesis in Management (cont.)

## Marketing

The Marketing sequence within the Honours program 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 sequence 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 the practical application of models and theories.

### **Full-time program**

#### **Semester 1**

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

#### **Semester 2**

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- 24904 Thesis in Marketing

### **Part-time program**

#### **Semester 1**

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- 24901 Advanced Theory in Marketing
- 24902 Research Methods in Marketing

#### **Semester 2**

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- 24902 Research Methods in Marketing (cont.)
- 24903 Readings for Thesis in Marketing

#### **Semester 3**

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- 24905 Thesis in Marketing

#### **Semester 4**

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- 24905 Thesis in Marketing (cont.)

## **Bachelor of Business/ Bachelor of Arts in International Studies**

**Course code: B006**

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The Bachelor of Business/Bachelor of Arts in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies at 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 for entry to the International Studies program, however, some

majors within the program do have specific admission requirements. The France, Germany and Italy majors are restricted to students who have a minimum of HSC level of proficiency in the language of their selected major. The Greece, Poland, Russia, Serbia, Slovenia and Ukraine majors are restricted to students with a sound working knowledge of the language of their selected major. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made to meet students' preferences.

### **Arrangements for In-country Study**

All students are required to complete four consecutive semesters of the 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 where the cost of living is high – notably Argentina, 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: Argentina, Chile, China, Croatia, France, Germany, Greece, Indonesia, Italy, Japan, Latin America, Malaysia, Poland, Russia, Serbia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand and Ukraine. Each specialisation includes 32 credit points (four eight-credit-point subjects) of instruction in Language and Culture; 16 credit points (two eight-credit-point subjects) of the study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the country or region 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

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

### Semester 2

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

### Semester 3

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

### Semester 4

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

### Semester 5

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

### Semester 6

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

### 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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	Bachelor of Business first major
	Bachelor of Business first major
	Bachelor of Business second major, sub-major or elective
	Bachelor of Business second major, sub-major or elective

### Semester 10

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

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<sup>1</sup> The 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, Malaysia or South-East Asia*

Modernisation and Globalisation  
Contemporary South-East Asia

*Japan*

Modernisation and Globalisation  
Contemporary Japan

*Argentina, Chile or 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

*France, Germany or Italy*

Modernisation and Globalisation  
Contemporary Europe

*Croatia, Greece, Poland, Russia, Serbia, Slovenia or Ukraine*

Modernisation and Globalisation  
Contemporary Europe or

Modern Greek History and Society

## **Bachelor of Business/ Bachelor of Laws**

**Course code: B004**

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 NSW for admission as a legal practitioner, and seeking a business qualification at the same time.

The Law component allows students the option of undertaking a Practical Legal Training (legal practice) major as part of their undergraduate studies. Subsequently, graduates will be able to proceed, subject to the availability of places, into the Graduate Certificate in Continuing Legal Practice to complete the remaining component of the Practical Legal Training (PLT) requirements.

Alternatively, students may choose to complete their undergraduate degree from the choice of electives and delay PLT studies for up to two years, or even forego such studies completely. Applicants and students who decide on this latter course must realise that, under the current rules of the Legal Practitioners Admission (LPA) Board, upon graduation they will not be able to practise as a solicitor or barrister in NSW unless they are able to demonstrate substantial legal experience to the satisfaction of the LPA Board.

In the Business component, students have the option to major in one of the specialisations of Accounting, Banking, Economics, Finance, International Business, Management, Marketing or Tourism.

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.

Inquiries about the program, general student matters and the Business component should be directed to the Faculty of Business, telephone 9514 3500. Further information on the Bachelor of Laws component is available from the Faculty of Law, telephone 9281 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.

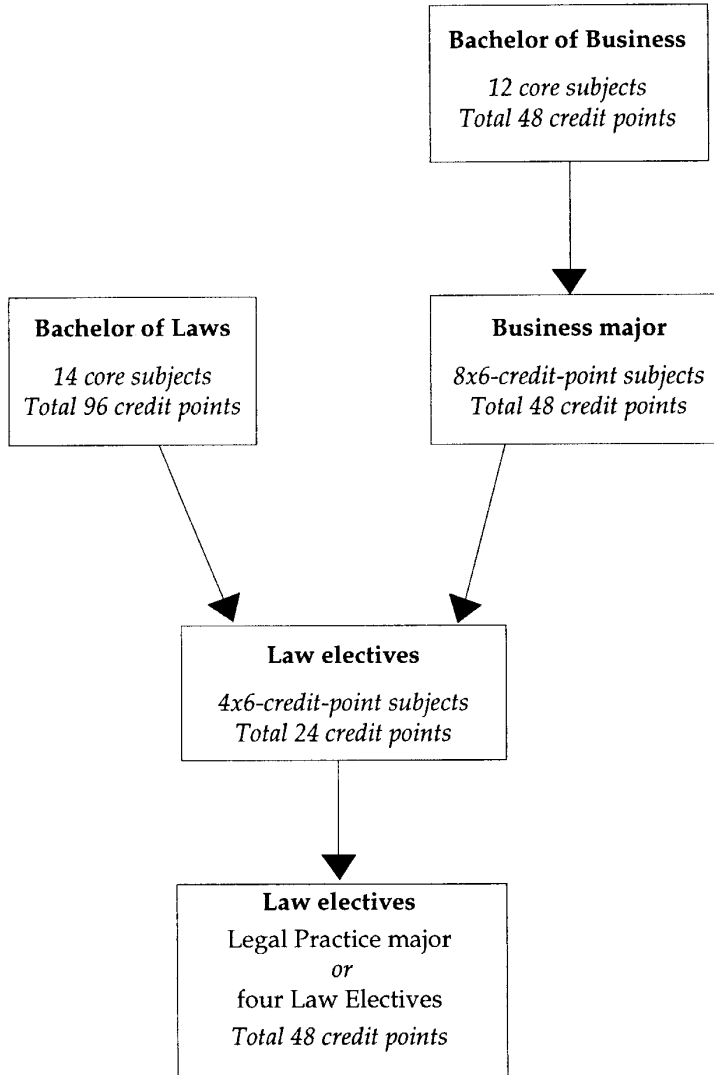
### **Attendance pattern**

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

### **Course structure**

The Bachelor of Business/Bachelor of Laws program comprises 240 credit points. All students must complete 14 core law subjects and 12 core business subjects, plus a business major, four law elective subjects, and either the legal practice major or additional law electives. See Bachelor of Business/Bachelor of Laws Course Structure on next page.

**Bachelor of Business/Bachelor of Laws  
Course Structure**





## Course program

### Stage 1

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- 79202 Business Law
- 70105 Legal Research
- 22105 Accounting A
- 21125 International Business Environment
- 25110 Microeconomics
- 26122 Quantitative Methods for Business

### Stage 2

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- 70113 Legal Process and History
- 70211 Law of Contract
- 70217 Criminal Law

### Stage 3

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

### Stage 4

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- 70317 Real Property
- 70318 Personal Property  
Law elective 1
- 25314 Business Finance

### Stage 5

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

### Stage 6

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- 70516 Equity and Trusts  
Law elective 2
- 24105 Marketing Principles  
Bachelor of Business major subject

### Stage 7

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

### Stage 8

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- 71116 Remedies  
Law elective 3  
Bachelor of Business major subject  
Bachelor of Business major subject

### Stage 9

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- Law elective 4  
Bachelor of Business major subject  
Bachelor of Business major subject  
Bachelor of Business major subject
- 21609 Business Strategy

### Stage 10

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- Legal practice major (PLT)  
*or*  
Four Law electives
- 

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

## Double degree in Business and Computing Sciences

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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, students will receive exemptions for the computing core subjects they completed in the Programming and Design sub-major. They will also receive 24 credit points worth of exemptions for electives, the equivalent of a Business sub-major in the Computing Science degree.

Further information is available from the School of Computing Sciences Office, telephone 9514 1803.

## Bachelor of Mathematics and Finance

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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

**Course code: BA03**

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 9514 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. See Bachelor of Accounting Course Structure on next page.

## Course program

### Semester 1

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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
	Elective 2

### Semester 4

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22420	Accounting Standards and Regulations
22421	Management Decisions and Control
79462	Revenue Law
	Elective 3
	Elective 4

### Semester 5 – Industry Experience

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22677	Capstone Project: Financial Strategy and Leadership
22532	Auditing Project

### Semester 6

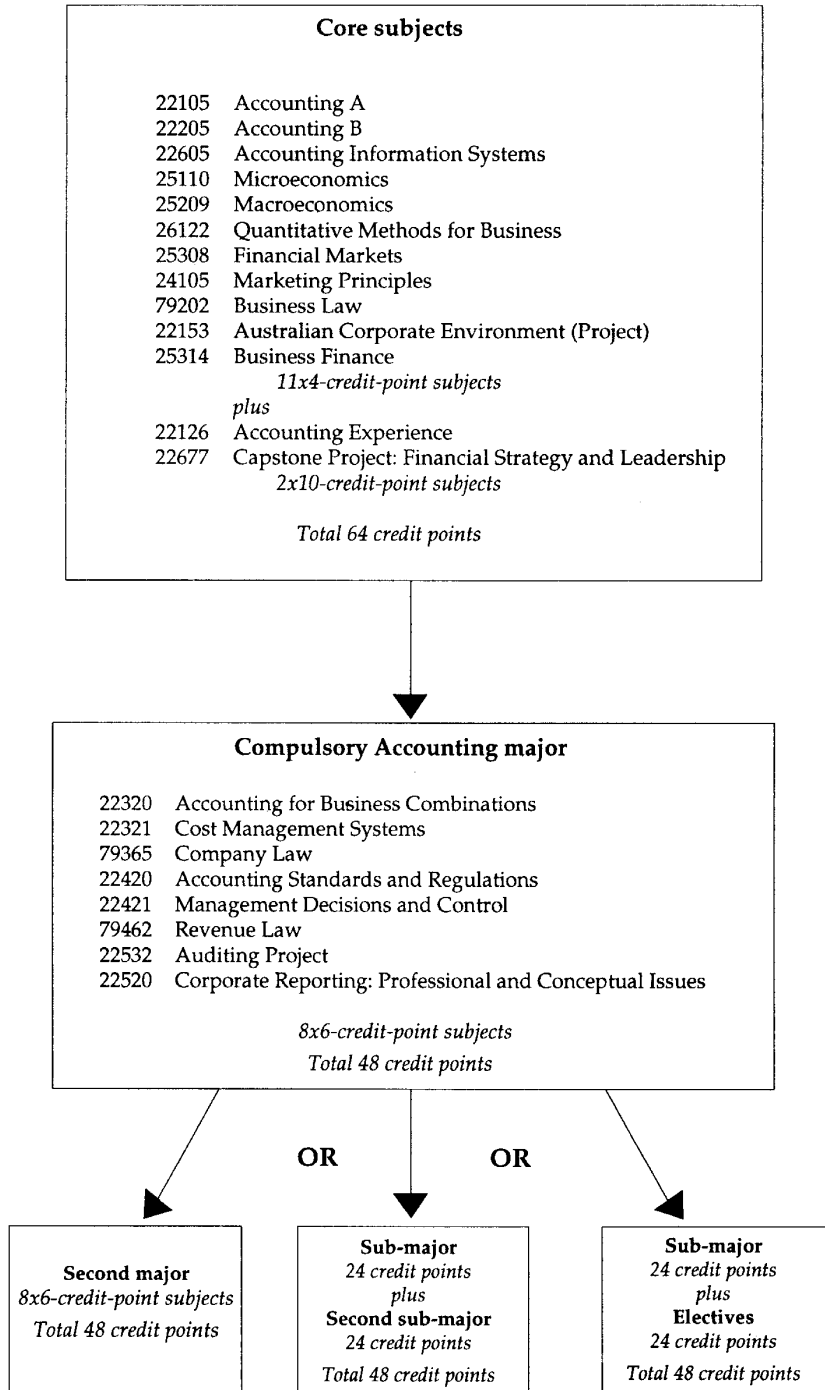
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22520	Corporate Reporting: Professional and Conceptual Issues
	Elective 5
	Elective 6
	Elective 7
	Elective 8

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<sup>1</sup> Fast-track studies undertaken during February.

## Bachelor of Accounting Course Structure



### **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). The majors are:

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**

Contemporary Issues in Accounting  
Financial Reporting  
International Accounting  
Management Reporting  
Professional Accounting and Auditing Practice  
Small Business Accounting  
Societal and Corporate 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

### **Faculty of Humanities and Social Sciences**

Women and Business

#### **Cross Faculty**

Aboriginal Studies

### **Professional recognition**

Students successfully completing the Bachelor of Accounting 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 (Honours) course is one year (two semesters) full time and two years (four semesters) part time.

# Bachelor of Arts in Leisure Management

**Course code:** BL10

The Bachelor of Arts in Leisure Management 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 9514 5497.

## Admission requirements

Admission to the Bachelor of Arts in Leisure Management is available to students who have completed their secondary education in NSW 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 UTS or at an interstate institution);
2. students who may have completed part of a 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 UTS 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 Management course may be completed on either a full-time or a part-time basis. 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 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 Management is offered at the Kuring-gai campus only.

## Typical full-time program

### Semester 1

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27126	Leisure in Australia
27187	Leisure Concepts
023504	Introduction to Developmental and Educational Psychology
27189	Professional Practice 1
25222	Applied Economics

### Semester 2

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27186	Leisure and Human Movement in Social Context
22028	Accounting for Managers
27106	Social Psychology of Leisure
27326	Leisure and Specific Populations
21130	Management and Organisations
27189	Professional Practice 1 (cont.)

### Semester 3

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

**Semester 4**

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

**Semester 5**

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

**Semester 6**

- 27628 Law for Leisure, Sport and Tourism
- 27606 Contemporary Issues in Leisure (cont.)
- 27190 Professional Practice 2 – Project (cont.)  
Elective 5  
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
- 25222 Applied Economics
- 023504 Introduction to Developmental and  
Educational Psychology

**Semester 4**

- 27323 Leisure and Public Policy
- 22028 Accounting for Managers
- 27189 Professional Practice 1 (cont.)

**Semester 5**

- 27156 Research Methods 1  
Elective 1

**Semester 6**

- 21130 Management and Organisations
- 24105 Marketing Principles
- 27157 Research Methods 2

**Semester 7**

- 27179 Festivals and Special Events  
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
- 27526 Leisure Theory

**Semester 10**

- Elective 3
- Elective 4

**Semester 11**

- 27606 Contemporary Issues in Leisure
- 27190 Professional Practice 2 – Project  
Elective 5

**Semester 12**

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

**Sub-majors**

Students may choose to use their six electives to undertake a sub-major or develop an individual area of study.

Specialist sub-majors offered by the School provide extended study in an aspect of professional and/or theoretical interest. These include Community Recreation, Leisure Management, Outdoor Education, Community Arts, Sports Management, Specific Populations, Human Movement, and Tourism.

Sub-majors offered outside of the School provide students with the opportunity to extend their knowledge and understanding in areas that are additional and complementary to their leisure studies. Examples of sub-majors include: Employment Relations, International Management, Management Practice, Small and Medium Enterprise Management, Introductory Marketing, Communication, Public Relations, International Studies, Women and Business, and Aboriginal Studies.

## Bachelor of Arts in Tourism Management

**Course code:** BL11

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 that 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. The course is available at the Kuring-gai campus only.

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 that 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. It 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 that includes a minimum of 10 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 9514 5497.

### Admission requirements

Admission to the Bachelor of Arts in Tourism Management is available to students who have completed their secondary education in NSW 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 the 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 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.

### 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
- 25222 Applied Economics

#### Semester 2

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- 27185 Introduction to Tourist Behaviour
- 21130 Management and Organisations
- 22205 Accounting B
- 27644 Hospitality Operations 1  
*and*
- 27654 Hospitality Operations 2  
*or*
- 27643 Travel and Tourism Operations 1  
*and*
- 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  
Elective 1

#### Semester 5

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- 27523 Leisure and Tourism Planning
- 27164 Tourism Services Management
- 27165 Tourism Studies Project 1  
Elective 2
- 27163 Tourism Industry Practicum (cont.)

#### Semester 6

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- 27167 Tourist Destination Marketing and  
Management
- 27166 Tourism Studies Project 2  
Elective 3  
Elective 4

## Sub-majors and electives

Students may choose to use their four electives to undertake a sub-major or develop an individual area of study. Sub-majors, while not available within the Bachelor of Arts, may be undertaken from those offered by the Bachelor of Arts in Leisure Management: Community Recreation, Leisure Management, Outdoor Education, Arts Management, Sports Management, Specific Populations, and Human Movement.

In addition, sub-majors can be taken from outside the School. These sub-majors include: Employment Relations, International Management, Management Practice, Small and Medium Enterprise Management, Introductory Marketing, Communications, Public Relations, International Studies, Women and Business, and Aboriginal Studies. However, it should be noted that, dependent on prerequisite structure, students may need to use more than four electives (24 credit points) to attain all subjects required for the sub-major.

It should be noted that sub-majors may be offered at the Kuring-gai and/or City campuses.

Students are given the opportunity to choose electives from the School, Faculty or wider University. In special circumstances, students may complete electives at a university other than UTS. This option must be approved by the Course Coordinator. The electives offered by the School with specific relevance to this course include: Transportation in Tourism; International Tourism; Tourism in Social Context; Literature of Travel and Tourism; Tourism Project Development; Community Arts; Ecotourism; Events Management; Outdoor Education 1 and 2; Park and Natural Area Management 1 and 2; and the Small Leisure/Tourism Business.

In addition, students may choose from the core within the Bachelor of Arts in Leisure Management and Bachelor of Arts in Human Movement Studies programs subject to meeting prerequisite requirements.

## Bachelor of Arts in Human Movement Studies

**Course code:** BL12

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 9514 5497.

### Admission requirements

Admission to the Bachelor of Arts in Human Movement Studies is available to students who have completed their secondary education in NSW 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 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 course is offered at the Kuring-gai campus only.

### Course structure

Students must complete at least 144 credit points over 28 subjects, consisting of 24 core subjects and four elective subjects.

### Typical full-time program

#### Semester 1

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

#### Semester 2

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91429	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

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27152	Measurement and Development of Physical Capacity
27171	Applied Kinesiology
27175	Energetics of Human Movement
27155	Research Design and Statistics for Human Movement
27249	Performance Studies 2 (cont.)
27307	Administration of Australian Sport

#### Semester 4

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27173	Efficiency of Human Movement 1
27160	Sport and Exercise Behaviour
27174	Efficiency of Human Movement 2
27349	Performance Studies 3
27186	Leisure and Human Movement in Social Context

### 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.)
	Elective 1
	Elective 2

**Semester 6**

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- 27222 Exercise Prescription  
 27190 Professional Practice 2 – Project (cont.)  
 27449 Performance Studies 4 (cont.)  
     Elective 3  
     Elective 4  
 27159 Social Issues in Sport and Exercise

**Sports Management major****Semester 5**

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- 21130 Management and Organisations  
 22028 Accounting for Managers  
 27190 Professional Practice 2 – Project  
 27349 Performance Studies 3 (cont.)  
     Elective 1  
     Elective 2

**Semester 6**

- 
- 24105 Marketing Principles  
 27628 Law for Leisure, Sport and Tourism  
 27190 Professional Practice 2 – Project (cont.)  
     Elective 3  
     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  
 27135 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  
 25222 Applied Economics  
 25110 Microeconomics  
 22105 Accounting A  
 22205 Accounting B  
 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  
 56013 Public Relations Principles and Process  
 27161 Sports Marketing

## **Bachelor of Arts in Human Movement Studies/Graduate Diploma in Education**

**Course code: BLI4**


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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 a quota and therefore offered on merit.

**Typical full-time program****Semester 1**

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- 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 1

**Semester 2**

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- 027001 Learning in Personal Development, Health and Physical Education (cont.)  
 023192 Secondary Practicum 2  
 023003 The Secondary Schools Social Bases and Critical Issues

## Bachelor of Arts (Honours)

### Leisure Management

Course code: BL13

### Tourism Management

Course code: BL19

### Human Movement Studies

Course code: BL18

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 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 on 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 Management, 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 Management, 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 have fully met the 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 that will facilitate completion of the Honours Research Thesis.

### Typical full-time program

#### Semester 1

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

#### Semester 2

27690	Honours Thesis (cont.)
	Elective 2

### Typical part-time program

#### Semester 1

27941	Advanced Research Methods for Leisure and Tourism Studies
27154	Readings for Thesis
	<i>or</i>
	Elective 1

#### Semester 2

27690	Honours Thesis
	Elective 2

#### Semester 3

27690	Honours Thesis (cont.)
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#### Semester 4

27690	Honours Thesis (cont.)
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## Electives

1. 27154 Readings for Thesis may be substituted for an elective with the 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 the 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 Management and in International Studies

**Course code: BL17**

The Bachelor of Arts in Leisure Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies at UTS. The five-year, full-time degree integrates Leisure 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 Leisure Management. There are no prior language requirements.

### Arrangements for In-country Study

All students are required to complete four consecutive semesters of the 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 Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Leisure Management component of the combined degree, please refer to the Bachelor of Arts in Leisure 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 eight-credit-point subjects) of instruction in Language and Culture; 16 credit points (two eight-credit-point subjects) of the study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the country or region 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

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27126	Leisure in Australia
27189	Professional Practice 1
27187	Leisure Concepts
023504	Introduction to Developmental and Educational Psychology
25222	Applied Economics

### Semester 2

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21130	Management and Organisations
22028	Accounting for Managers
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

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27179	Festivals and Special Events
27156	Research Methods 1
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation <sup>2</sup>

### Semester 4

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27323	Leisure and Public Policy
27157	Research Methods 2
972xxx	Language and Culture 2 <sup>1</sup>
27216	Leisure Services Management

**Semester 5**

- 24105 Marketing Principles  
 973xxx Language and Culture 3<sup>1</sup>  
 BA in Leisure Management elective  
 21555 Human Resource Management

**Semester 6**

- 974xxx Language and Culture 4<sup>1</sup>  
 976xxx Contemporary Society<sup>2</sup>  
 BA in Leisure Management elective  
 BA in Leisure Management 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  
 BA in Leisure Management elective

**Semester 10**

- 27628 Law for Leisure, Sport and Tourism  
 27606 Contemporary Issues in Leisure (cont.)  
 27190 Professional Practice 2 – Project (cont.)  
 BA in Leisure Management elective  
 BA in Leisure Management elective

<sup>1</sup> The 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, Malaysia or South-East Asia*

Modernisation and Globalisation  
 Contemporary South-East Asia

*Japan*

Modernisation and Globalisation  
 Contemporary Japan

*Argentina, Chile or 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

*France, Germany or Italy*

Modernisation and Globalisation  
 Contemporary Europe

*Croatia, Greece, Poland, Russia, Serbia, Slovenia or Ukraine*  
 Modernisation and Globalisation  
 Contemporary Europe or  
 Modern Greek History and Society

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

**Course code: BL16**

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 at 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 the 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 eight-credit-point subjects) of instruction in Language and Culture; 16 credit points (two eight-credit-point subjects) of the study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the country or region 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

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27184	Introduction to Tourism Systems
27648	The Tourism Industry
27187	Leisure Concepts
22105	Accounting A
25222	Applied Economics

### Semester 2

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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

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27327	Tourism's Environmental Interactions
27156	Research Methods 1
971xxx	Language and Culture 1 <sup>1</sup>
59341	Modernisation and Globalisation <sup>2</sup>
27163	Tourism Industry Practicum

### Semester 4

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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

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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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974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society <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 Bachelor of Arts in Tourism Management elective
	Bachelor of Arts in Tourism Management elective
	Bachelor of Arts in Tourism Management elective

### Semester 10

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27167	Tourist Destination Marketing and Management
27166	Tourism Studies Project 2 Bachelor of Arts in Tourism Management elective
27628	Law for Leisure, Sport and Tourism

<sup>1</sup> The 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, Malaysia or South-East Asia*

Modernisation and Globalisation  
Contemporary South-East Asia

*Japan*

Modernisation and Globalisation  
Contemporary Japan

*Argentina, Chile or 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

*France, Germany or Italy*

Modernisation and Globalisation  
Contemporary Europe

*Croatia, Greece, Poland, Russia, Serbia, Slovenia or Ukraine*

Modernisation and Globalisation  
Contemporary Europe *or*  
Modern Greek History and Society

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

**Course code: BL15**

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 at 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 the 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 point 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 eight-credit-

point subjects) of instruction in Language and Culture; 16 credit points (two eight-credit-point subjects) of the study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the country or region 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

91429	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
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>
27249	Performance Studies 2 (cont.)

### 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 <sup>2</sup>

### Semester 7

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

978xxx In-country Study 2

**Semester 9**

**Kinesiology major**

- 27449 Performance Studies 4
- 27331 Motor Learning and Control
- 27190 Professional Practice 2 – Project  
Bachelor of Arts in Human Movement  
Studies elective  
Bachelor of Arts in Human Movement  
Studies elective

**Sports Management major**

- 21130 Management and Organisations
- 22028 Accounting for Managers
- 27190 Professional Practice 2 – Project  
Bachelor of Arts in Human Movement  
Studies elective  
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.)  
Bachelor of Arts in Human Movement  
Studies elective  
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.)  
Bachelor of Arts in Human Movement  
Studies elective  
Bachelor of Arts in Human Movement  
Studies elective

<sup>1</sup> The 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, Malaysia or South-East Asia*  
Modernisation and Globalisation  
Contemporary South-East Asia
- Japan*  
Modernisation and Globalisation  
Contemporary Japan
- Argentina, Chile or 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
- France, Germany or Italy*  
Modernisation and Globalisation  
Contemporary Europe
- Croatia, Greece, Poland, Russia, Serbia, Slovenia or Ukraine*  
Modernisation and Globalisation  
Contemporary Europe or  
Modern Greek History and Society

# Bachelor of Manufacturing Management

**Course code: BB06**

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 student 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 Associate Professor Graeme Sheather, Director, Manufacturing Management Program, School of Management, telephone 9514 5262 or 9514 5442.

## Course structure

The degree involves 30 subjects with a total load of 160 credit points and elective specialisation available through the industry-based training periods. See Bachelor of Manufacturing Management Course Structure on next page.

## Course program

### Semester 1

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21125	International Business Environment <sup>1</sup>
21169	Reasoning, Judgment and Ethics
21130	Management and Organisations <sup>1</sup>
25222	Applied Economics
26122	Quantitative Methods for Business <sup>1</sup>
31618	Manufacturing Management Information Systems

### Semester 2

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22028	Accounting for Managers
24105	Marketing Principles <sup>1</sup>
25314	Business Finance <sup>1</sup>
79202	Business Law <sup>1</sup>
21170	Workshop Technologies (TAFE)

### Summer course

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21171	Supervised Industry Practicum 1
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### Semester 3

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

### Semester 4

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46301	Product and Process Development Sub-major/Elective
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### Summer course

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

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21176	Quality Management Systems <sup>2</sup>
21177	Performance Management Systems <sup>2</sup>
21178	Logistics and Distribution Resources Planning <sup>2</sup>
21175	Manufacturing Facilities Design <sup>2</sup>

### Semester 5

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21175	Manufacturing Strategy Sub-major/Elective
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### Semester 6

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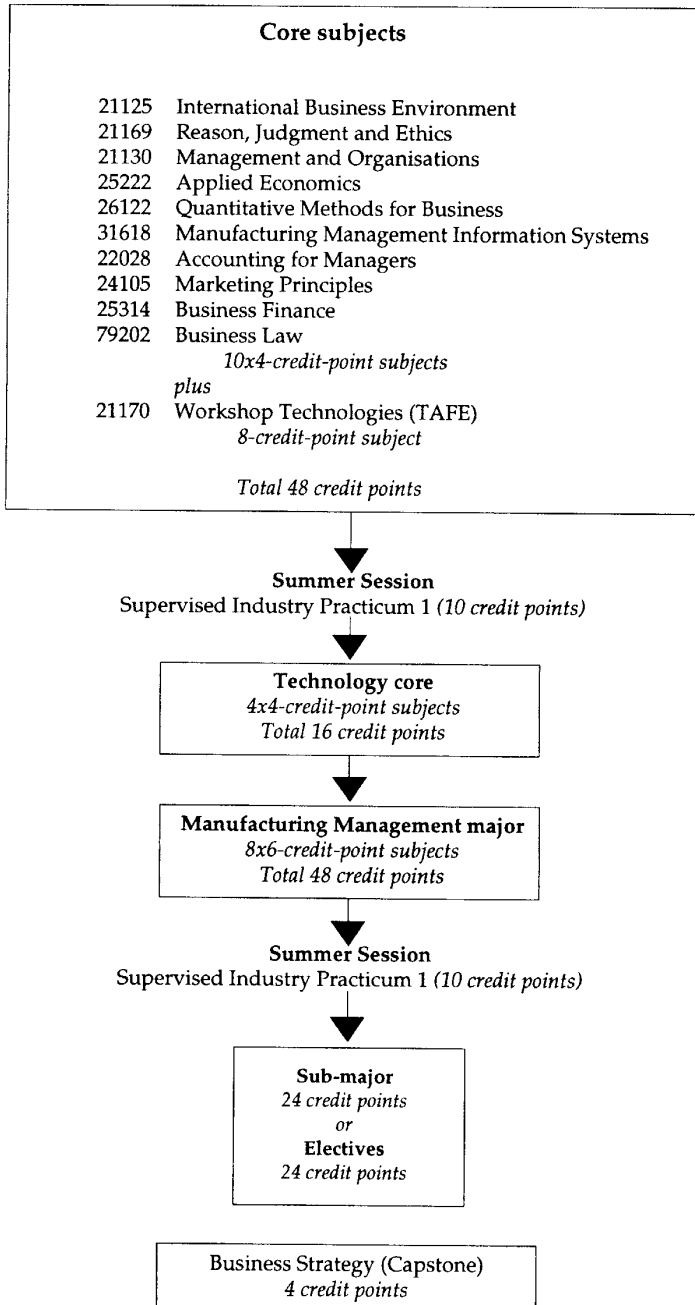
21173	Business Development
21609	Business Strategy <sup>1</sup>
21181	Policy Issues in Manufacturing Management Sub-major/Elective

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<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 are year-long subjects offered over two semesters.

## Bachelor of Manufacturing Management Course Structure



## Bachelor of Arts in Community Management

**Course code: BB07**

The Bachelor of Arts in Community Management is a specialised course for people already working in nonprofit organisations. The course provides students with a broad understanding of the context of nonprofits and the industries in which they operate, a working knowledge of nonprofit organisations, and a comprehensive foundation in management skills applicable to nonprofit management.

### Course structure

The Bachelor of Arts in Community Management comprises 144 credit points and is completed in six years part time.<sup>1</sup>

All students must complete 10 core subjects that provide introductory level coverage of basic contextual issues (including the nonprofit sector, social policy and theory, economics and marketing), key features of nonprofit organisations, and basic management skills (such as financial and human resource management). A final major project-based subject in the strategic management of nonprofit organisations will assist students to integrate theory and practice across a range of skills and knowledge areas.

A Community Management major extends these areas in several ways. Contextual understanding is extended through exploration of recent nonprofit theory, and of the particular relationship between the nonprofit sector and government. Students' understanding of nonprofit organisations is further developed through exploration of theory and practice with regard to the activities and organisational performance aspects of nonprofit management. Specific management skills in the areas of law and resource management are extended.

Students may then complete their program by taking an industry program of four work-based community management projects and an industry training program, a major from another degree, or combinations of sub-majors and electives.

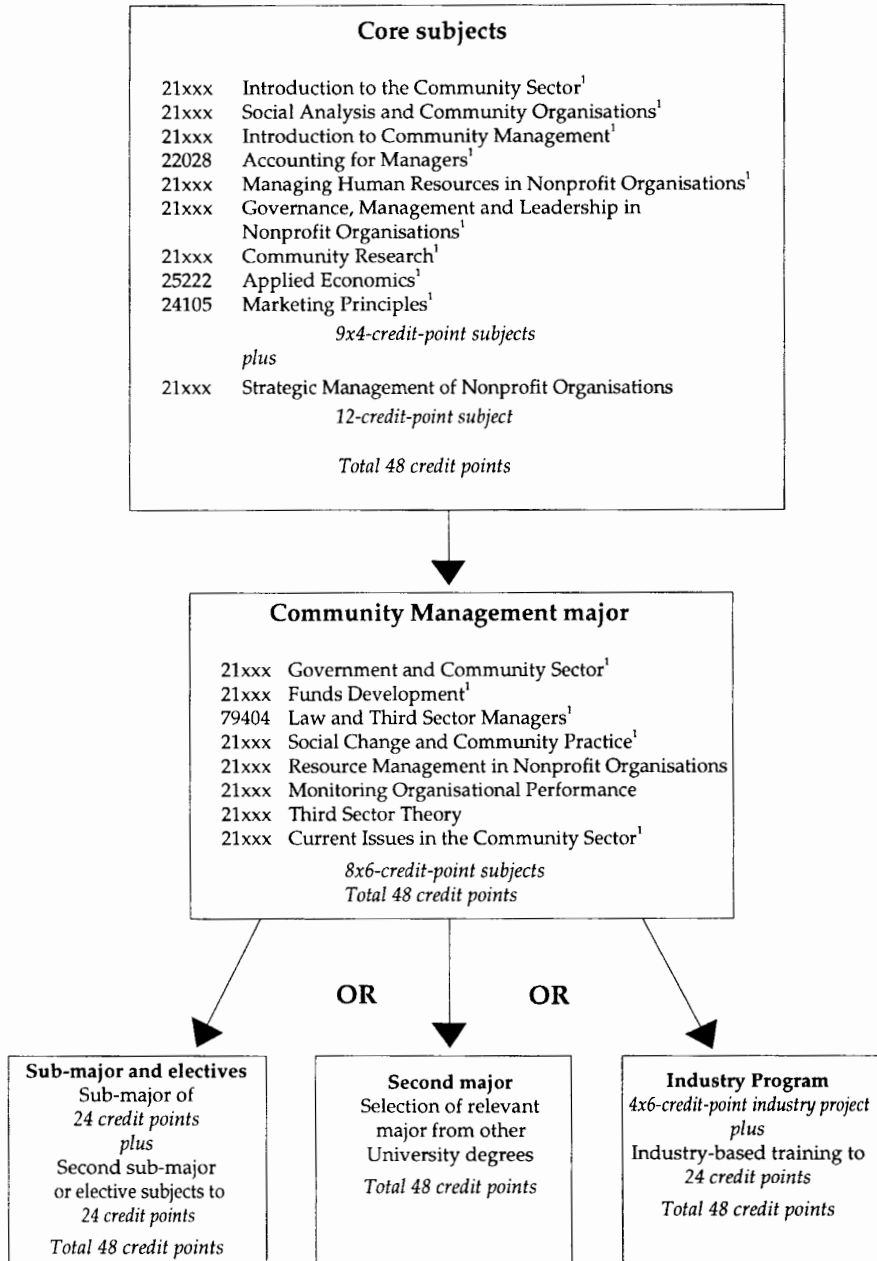
See Bachelor of Arts in Community Management Course Structure on next page.

Further details are available from Julie Nyland, Lecturer in Community Management, telephone 9514 5311.

<sup>1</sup> A Diploma in Community Management is available to students who choose to leave at the completion of a four-year program.

The Diploma in Community Management (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 9514 1905.

## Bachelor of Arts in Community Management Course Structure



<sup>1</sup> Subjects included in the Diploma of Community Management.

# Postgraduate courses

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The Graduate School of Business offers a range of courses including the MBA and a number of Master's degrees, Graduate Diplomas and Graduate Certificates. In addition to coursework programs, PhD programs and a Master's by thesis are also offered.

## Rules of the University

The University's Rules are published in full in the *UTS Calendar*. A summary of some key rules and Faculty policies relating to students can be found in the front section of this handbook.

## Additional rules of importance to postgraduate coursework students

### Exemptions

Exemptions are granted on the basis of the successful completion of equivalent subjects from either recent undergraduate, or recent postgraduate, studies. Students should lodge an Application for Subject Exemption form if they wish to apply for exemptions from subjects within their enrolled course.

The number of exemptions allowed in each course under the Faculty of Business policy are:

#### Graduate Certificates

Maximum of two subjects for postgraduate level study only.

#### Graduate Diplomas

Maximum of five exemptions, of which up to two may be for undergraduate study.

#### Master's degrees (excluding MBA)

Maximum of eight exemptions, of which up to four may be for undergraduate study.

#### MBA

Maximum of 10 exemptions, of which up to four may be for undergraduate study.

Note that exemptions from elective subjects are not available for prior undergraduate study.

### Show cause

The University Rules have provision for the registration of a student in their course to be discontinued if the Faculty Board is dissatisfied with their progress (Rule 3.3.7.2 and Rule 3.2.6.2).

To implement these rules, the Faculty of Business has determined that any student who records two failures in a graduate program will be advised in writing of their requirement to show cause as to why their enrolment should not be discontinued. Students are required to respond in writing.

## RESEARCH PROGRAM

### Doctor of Philosophy

#### Accounting

Course code: BA54

#### Finance and Economics

Course code: BF52

#### Leisure and Tourism Studies

Course code: BL80

#### Management

Course code: BB56

#### Marketing

Course code: BM52

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The PhD is a University-wide degree that 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 should: 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 *1997 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 for completion is six semesters, and a part-time student may expect to complete their thesis 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 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 experts 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 the use of student facilities.

## Master of Business (by thesis)

### Accounting

*Course code: BA70*

### Finance and Economics

*Course code: BF70*

### Management

*Course code: BB70*

### Marketing

*Course code: BM70*

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 University's 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 should: hold a Bachelor of Business degree from the University of Technology, Sydney, or hold an equivalent qualification, or submit other evidence of general and professional qualifications which will satisfy the Academic Board that the applicant possesses the educational preparation and capacity to pursue graduate studies; and 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 into the program. Proposed topics will be raised in the first instance with the School Course Director 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 involves formal seminar presentations giving an update of thesis research. Each of the four 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 Economics
- 25786 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 Research Techniques in Accounting and 22786 Research Seminars in Accounting.

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 Director. The seminars will be held in the evening 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 towards satisfactory progress in the program.

The main 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. 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 usually covered by a HECS scholarship and are currently under review. Contact the Graduate School of Business for details, telephone 9514 3660.

## Master of Arts (by thesis)

### Arts Management

Course code: BL76

### Leisure Studies

Course code: BL70

### Sports Studies

Course code: BL74

### Tourism Studies

Course code: BL72

The Master of Arts (by thesis) program has been designed for people 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 the four areas of: Arts Management; Leisure Studies; Sports Studies; and 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 will be between 20,000 and 30,000 words, and 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.

### Part-time program

#### Semester 1

27941 Advanced Research Methods for Leisure and Tourism

*and one of the following*

27760 Leisure Studies Seminar

27761 Tourism Studies Seminar

27762 Sports Studies Seminar

27763 Arts and Cultural Policy Seminar

#### Semester 2

27947 MA Thesis

#### Semester 3

27947 MA Thesis

## MBA PROGRAM

### Master of Business Administration

Course code: B056

The Master of Business Administration (MBA) provides the knowledge and skills that are essential for superior management performance.

*General management skills* develop expertise in strategic thinking; critical analysis; developing and implementing plans; decision making under uncertainty; understanding organisational dynamics; motivating others; effective communication; leadership; effectiveness in dynamic environments; and promoting change.

*Functional skills* develop competency in a number of key disciplines, including economics; accounting; finance; marketing; and human resource management.

*Specialist skills* are introduced in areas such as international business; finance; banking; corporate accounting; marketing; operations management; employment relations; management in the public, private and international spheres; and tourism, sports, arts and leisure management.

Core subjects integrate disciplinary knowledge. A wide range of education approaches ensures a challenging, exciting learning experience.

#### 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

Transfer to the MBA may be granted to students completing one of the Faculty of Business's Graduate Diploma or Graduate Certificate 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.

#### Course fees

The current fee is \$1,300 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 (Capstone)

#### MBA options

Four subjects to be chosen from the following:

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

#### Electives

Four subjects to be chosen from the suggested list below or from the MBA options. If four subjects are chosen from one area of specialisation, this will be recorded on the student's academic transcript upon graduation. Any other subject choices, including those from other faculties or universities, will need prior approval from the Director of the MBA program.

#### Arts Management

- 27753 The Arts Environment of Australia
- 27755 Arts Organisations and Management
- 27756 Law and the Arts
- 27710 Popular Culture

#### Banking

- 25741 Capital Markets
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25711 Security Market Regulation

#### Corporate Accounting

- 22751 Corporate Accounting Issues
- 79733 Companies and Securities Law
- 22730 EDP Control and Audit
- 22743 Financial Statement Analysis and Financial Modelling
- 22705 Management Planning and Control

- 22748 Financial Reporting and Analysis  
 28702 Business Analysis  
 227xx International Accounting

#### Employment Relations

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- 21702 Industrial Relations  
 21724 Human Resource Management  
 79731 Industrial Law  
 21775 Comparative International Employment Relations

#### Finance

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- 25741 Capital Markets  
 25721 Investment Management  
 25731 International Financial Management  
 25743 Corporate Financial Analysis  
 25762 Synthetic Financial Products  
 25765 Corporate Finance  
 25763 Corporate Treasury Management

#### International Business

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- 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  
 28703 Culture, Business and Language in the Asia-Pacific Region

#### Leisure Management

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- 27701 Leisure and Tourism Organisation and Policy  
 27702 Applied Leisure Theory  
 27711 Leisure and Tourism Planning  
 27713 Leisure Management

#### Management

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- 21722 Leadership and Management Action  
 21725 Organisational Change and Adaptation  
 21717 International Management  
 26702 Management Development Outdoors  
 21811 Global Strategic Management

#### Marketing

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- 24737 Marketing Information Management  
 24730 Advanced Marketing Management  
 24736 Marketing Communication  
 24738 International Marketing Management  
 24742 New Product Management  
 24703 Marketing and International Trade Relations  
 24706 Services Marketing  
 24707 Business to Business Marketing

#### Operations Management

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- 21743 Productivity and Quality Management  
 21744 Production Planning and Control  
 21745 The Management of Service Operations  
 21812 Global Operations Management

- 49002 Project Management  
 21787 Quality Strategy  
 21747 Operations Management Policy

#### Public and Community Sector Management

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- 21728 Public Sector Management  
 21711 Environment of Public Management  
 21766 Managing Community Organisations  
 21767 Environment of Community Organisations  
 21732 Program Evaluation  
 21768 Policy Analysis and Practice

#### Sports Management

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- 27715 Management of Australian Sport  
 27717 Event and Facility Management  
 27718 Sport and the Law  
 27716 Sports Marketing

#### Tourism Management

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- 27705 Tourism Systems  
 27708 The Travel and Tourism Industry  
 27711 Leisure and Tourism Planning  
 27808 Travel and Tourism Law

#### Free electives

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- 28790 Business Consultative Project  
 79771 Dispute Resolution  
 any other subject with approval of the Course Director

In addition to the above areas of specialisation, the following areas are currently under consideration for introduction in 1997: Adult Communications Management; Applied Information Technology; Business Economics; Business Law; Community Management; Dispute Resolution; Engineering Management; Health Management; Managing Information Technology; International Marketing; Project Management; Professional Accounting; Strategic Supply; Taxation Law; and Strategic Management Accounting.

## Graduate Diploma in Business Administration

**Course code: B055**

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This course is designed to provide a basis for the development of careers in management for graduates who have not previously undertaken an administrative studies degree course. It is a short course for students who require a foundation in business administration skills.

### 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 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 \$1,300 per subject.

### Course program

The Graduate Diploma in Business Administration is made up of eight subjects – seven of the core MBA subjects plus one of the MBA options.

### Core subjects

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

### MBA options

One subject to be chosen from the following:

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

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

## Graduate Certificate in Business Administration

**Course code:** B054

The Graduate Certificate in Business Administration provides foundation skills used in the general management of a business enterprise for non-graduates who have extensive business experience. The program serves as a mechanism for provisional entry of suitably qualified non-graduates into the MBA.

### Admission requirements

The admission requirements for 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 \$1,300 per subject.

### Course program

The program is made up of four subjects – three core MBA subjects plus one elective chosen from selected MBA core subjects.

### Core subjects

- 21813 Managing People
- 25706 Economics for Management
- 22747 Accounting for Managerial Decisions

### Elective

One subject to be chosen from the following:

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

# MASTER OF BUSINESS PROGRAM

## Accounting

### Master of Business in Accounting

Course code: BA56

### Graduate Certificate in Accounting

Course code: BA62

The Graduate Certificate in Accounting provides a general understanding of the basic elements of accounting and related areas of study. It is designed for students without a strong undergraduate background in accounting who need to acquire or update some of the key basic building blocks before proceeding to advanced level subjects in a Master's program. The Graduate Certificate is also appropriate for students who have no undergraduate degree but extensive practical experience, and who can use the program to prove their ability to undertake postgraduate study.

The Master of Business in Accounting provides advanced level study in a range of contemporary accounting issues. The combination of core subjects and electives is designed to offer the student the flexibility of specialising in either financial or management accounting, or a combination of both. In addition, the business project offers students the option to apply their

learning to a real-world problem for their employer or another organisation.

The Master of Business in Accounting may also be taken concurrently with study in the ICAA Professional Year (PY) program<sup>1</sup>. Three of the PY modules can be taken as electives within the Master's program (see Electives list). Students who have successfully completed either the ICAA PY program or the ASCPA CPA program may be granted up to three exemptions for electives within the course upon application to the Course Director.

<sup>1</sup> Classes for the PY modules normally start approximately 16 weeks prior to the examination dates set by the ICAA. These classes do not coincide with the normal semester periods. Students enrolling in these classes should contact the Course Director for information about classes in early March for the Taxation Module, early July for the Accounting 1 Module, and early November for the Accounting 2 Module.

## Course program

		Graduate Certificate in Accounting	Master of Business in Accounting
25742	Financial Management	●	●
22748	Financial Reporting and Analysis	●	●
79733	Companies and Securities Law	●	●
22746	Managerial Accounting	●	●
22705	Management Planning and Control		●
—	Elective		●
22751	Corporate Accounting Issues		●
—	Electives		5

## Electives

- 22810 Accounting Module 1<sup>1</sup>
- 22812 Accounting Module 2<sup>1</sup>
- 79811 Taxation Module<sup>1</sup>
- 22730 EDP Control and Audit
- 22795 Strategic Management Accounting
- 22744 Strategic Cost Management
- 22743 Financial Statement Analysis and Financial Modelling
- 22708 Management Information Systems
- 22760 Applied Research Skills in Accounting
- 22739 Business Project – Accounting  
any one other elective approved by the  
Course Director.

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<sup>1</sup> These three subjects are the compulsory technical modules that are required by The Institute of Chartered Accountants in Australia for its Professional Year program.

## Admission requirements

### Master of Business

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. Usually, these would be the first four subjects.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

The current fee is \$1,300 per subject.

## Accounting and Finance

### Master of Business in Accounting and Finance

Course code: BA57

### Graduate Diploma in Accounting and Finance

Course code: BA53

### Graduate Certificate in Accounting and Finance

Course code: BA60

The Graduate Certificate in Accounting and Finance provides a general understanding of the basic elements of accounting and finance. It is designed for students without a strong undergraduate background in accounting and/or finance who need to acquire or update some of the key basic building blocks before proceeding to advanced level subjects in a Master's program. It is also appropriate for students who have no undergraduate degree but extensive practical experience, and who can use the program to prove their ability to undertake postgraduate study.

The Graduate Diploma in Accounting and Finance extends the graduate certification to provide advanced level material in core contemporary accounting and finance issues.

The Master of Business in Accounting and Finance provides advanced level study in a range of contemporary accounting and finance issues. The combination of core subjects and electives equally chosen from both accounting and finance subjects is designed to offer a balanced coverage of both disciplines. Within the electives structure, students have scope for some specialisation in both accounting and finance areas.

## Course program

		Graduate Certificate in Accounting and Finance	Graduate Diploma in Accounting and Finance	Master of Business in Accounting and Finance
25742	Financial Management	•	•	•
22748	Financial Reporting and Analysis	•	•	•
25705	Financial Modelling and Forecasting	•	•	•
22746	Managerial Accounting	•	•	•
22705	Management Planning and Control		•	•
25765	Corporate Finance		•	•
25741	Capital Markets		•	•
22751	Corporate Accounting Issues		•	•
—	Electives			4



## Electives

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

### Accounting

- 22743 Financial Statement Analysis and Financial Modelling
- 22795 Strategic Management Accounting
- 22730 EDP Control and Audit
- 22708 Management Information Systems
- 22744 Strategic Cost Management
- 22760 Applied Research Skills in Accounting
- 22749 Business Project – Accounting and Finance

### Finance

- 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 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

## Admission requirements

### Master of Business

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. Usually, these would be the first four subjects.

### Graduate Diploma

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 relevant Graduate Certificate.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

The current fee is \$1,300 per subject.

# Banking

## Graduate Certificate in Banking

Course code: **BF56**

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 Banking and Finance.

### 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 \$1,300 per subject.

## Course program

		Graduate Certificate in Banking
25741	Capital Markets	●
25751	Financial Institution Management	●
25752	Financial Institution Lending	●
25751 79775	Investment Management or Finance Law <sup>1</sup>	●

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

## Business Operations Management

### Master of Business in Business Operations Management

Course code: BB64

### Graduate Diploma in Business Operations Management

Course code: BB55

### Graduate Certificate in Business Operations Management

Course code: BB71

New technology, 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).

The Graduate Certificate in Business Operations Management provides a solid introduction to business operations management for those wishing to gain some experience in this area. The Graduate Diploma in Business Operations extends the graduate certification and provides the opportunity for some specialisation. The Master of Business in Business Operations Management provides the opportunity for students to complete a significant project in an area of interest to them.

### Course program

		Graduate Certificate in Employment Relations	Graduate Diploma in Employment Relations	Graduate Diploma in Employment Relations (Industrial Law)	Master of Business in Employment Relations
21720	Employment Relations	•	•	•	•
79731	Industrial Law <sup>1</sup>	•	•	•	•
21719	Organisational Behavior	•	•		•
----	Elective	•	•		•
21724	Human Resource Management		•	•	•
21725	Organisational Change and Adaptation		•		•
21702	Industrial Relations		•	•	•
21760	Employment Conditions		•	•	•
79711	Advanced Industrial Law			•	
21752	Employment Legislation			•	
79753	Current Issues in Industrial Law			•	
21751	Management Research Methods				•
21752	Employment Relations Research Proposal				•
21775	Comparative International Employment Relations				•
21716	Employment Relations Research Project				•

<sup>1</sup> Graduate Certificate students choose either 22747 Accounting for Managerial Decisions or 21813 Managing People.

## Course program

### Electives

- 21717 International Management
  - 21720 Employment Relations
  - 21718 Organisation Analysis and Design
  - 21779 Management Skills
  - 21787 Quality Strategy
  - 24734 Managerial Marketing
  - 21812 Global Operations Management
  - 21710 Quantitative Methods
  - 21749 Computer-based Information Systems for Managers
- any one other elective approved by the Course Director

## Admission requirements

### Master of Business

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. Usually, these would be the first four subjects.

### Graduate Diploma

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 relevant Graduate Certificate.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

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

## Employment Relations

### Master of Business in Employment Relations

Course code: BB58

### Graduate Diploma in Employment Relations

Course code: BB52

### Graduate Diploma in Employment Relations (Industrial Law)

Course code: BB52

### Graduate Certificate in Employment Relations

Course code: BB69

The Employment Relations courses provide students with the in-depth knowledge and skills necessary to their contributing at a senior level to their organisation's human resources and industrial relations functions. The courses are designed primarily for individuals who are currently employed, or show the potential for employment, at senior policy-making levels in the field of employment relations, including the specific areas of personnel management, industrial relations, occupational health, affirmative action and training. The courses provide an opportunity to study in-depth, and at a professional level, those factors contributing to the complexity of decision making in Australian employment relations

and, as a result of this study, to improve the quality of their problem solving.

Industrial relations and human resource management are best taught, understood and practised as part of an integrated whole which sees the improvement of human relations at work as its key objective. While the personnel and industrial functions are sometimes separately exercised within Australian organisations, each has a pervasive impact upon the other.

Courses in employment relations are ideally suited to provide individuals who possess some experience in an area related to employment relations with the knowledge and skills to further develop their career.

## Course program

		Graduate Certificate in Employment Relations	Graduate Diploma in Employment Relations	Graduate Diploma in Employment Relations (Industrial Law)	Master of Business in Employment Relations
21720	Employment Relations	•	•	•	•
79731	Industrial Law <sup>1</sup>	•	•	•	•
21719	Organisational Behavior	•	•		•
—	Elective	•	•		•
21724	Human Resource Management		•	•	•
21725	Organisational Change and Adaptation		•		•
21702	Industrial Relations		•	•	•
21760	Employment Conditions		•	•	•
79711	Advanced Industrial Law			•	
21752	Employment Legislation			•	
79753	Current Issues in Industrial Law			•	
21751	Management Research Methods				•
21752	Employment Relations Research Proposal				•
21775	Comparative International Employment Relations				•
21716	Employment Relations Research Project				•

<sup>1</sup> Students may complete a graduate management subject in place of 79731 Industrial Law where this is more suitable to their professional needs, as approved by the Course Director. Students undertaking the Graduate Diploma in Employment Relations (Industrial Law) must take 79731 Industrial Law.

Students wishing to undertake the Graduate Diploma in Employment Relations (Industrial Law) will be credited with the relevant eight subjects towards the Master of Business in Employment Relations.

### **Electives**

Students may choose any subject conceptually related to the course and the student's area of interest and responsibility. The choice of elective must be approved by the Course Director.

## **Admission requirements**

### **Master of Business**

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. Usually, these would be the first four subjects.

### **Graduate Diploma**

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 relevant Graduate Certificate.

### **Graduate Certificate**

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 work experience and evidence of a general capacity to undertake tertiary education.

### **Course fees**

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

## Finance

### Master of Business in Finance

Course code: *BF58*

### Graduate Diploma in Finance

Course code: *BF51*

### Graduate Certificate in Finance

Course code: *BF54*

The Finance program provides participants with the opportunity to acquire knowledge of finance theory and techniques for leading-edge professional practice purposes.

The Graduate Certificate in Finance provides an introduction to finance theory and practice. It is of particular interest to those working in the various fields of finance and banking whose backgrounds are in a field other than business, finance, commerce or accounting. The Graduate Diploma in Finance builds on this to provide a core of financial institution knowledge and decision-making skills for executives in financial institutions, corporations and financial consultancies.

The Master of Business in Finance provides a comprehensive range of skills and expertise expected of leading practitioners in the banking and finance sectors. Participants have the opportunity to specialise in the areas of banking, funds management, corporate finance and quantitative finance through learning strategies that cover both contemporary finance theory and leading-edge techniques in the practice of finance and decision making. Participants may also select subjects to meet their own requirements, subject to the approval of the Course Director.

Completion of the Master's or Graduate Diploma programs meets the educational requirements for professional accreditation with the Australian Institute of Banking and Finance Inc.

## Course program

		Graduate Certificate in Finance	Graduate Diploma in Finance	Master of Business in Finance
25742	Financial Management	●	●	●
25706	Economics for Management	●	●	●
22747	Accounting for Managerial Decisions	●	●	●
25705	Financial Modelling and Forecasting	●	●	●
25765	Corporate Finance		●	●
25741	Capital Markets		●	●
25751	Financial Institution Management		●	
25721	Investment Management <sup>1</sup>		●	●
—	Electives			5

<sup>1</sup> Graduate Diploma students can choose 25607 Securities Market Regulations as an alternative to 25721 Investment Management.

## Electives

Elective subjects can be undertaken in the following sequences to make a specialised stream:

### Banking specialisation

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- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25711 Securities Market Regulations  
Electives

### Corporate Finance specialisation

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- 25731 International Financial Management
- 25743 Corporate Financial Analysis
- 25763 Corporate Treasury Management  
Electives

### Funds Management specialisation

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- 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  
Electives

### Quantitative Finance specialisation

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- 25712 Stochastic Methods in Finance
- 25709 Derivative Security Pricing
- 25710 Financial Time Series  
Electives

Other electives available include:

- 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 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

## Admission requirements

### Master of Business

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. Usually, these would be the first four subjects.

### Graduate Diploma

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 relevant Graduate Certificate.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

## Course fees

The current fee is \$1,300 per subject.



## Marketing

### Master of Business in Marketing

Course code: *BM53*

### Master of Business in International Marketing

Course code: *BM54*

### Graduate Diploma in Marketing

Course code: *BM51*

### Graduate Certificate in Marketing

Course code: *BM55*

A rewarding exchange between providers of goods and services and their clients or customers is essential for the viability of all providers. The Marketing courses provide the theoretical marketing knowledge and practical skills required to achieve this.

The Graduate Certificate in Marketing provides some of the key dimensions of marketing and is designed for those requiring a general understanding of marketing

principles. The Graduate Diploma in Marketing provides a thorough understanding of the basic principles of marketing, marketing research, the motivations of customers and marketing management. The course assists students in developing an ability to identify and analyse marketing management problems and fosters skills in generating marketing strategies to solve problems in the marketing domain.

### Course program

		Graduate Certificate in Marketing	Graduate Diploma in Marketing	Master of Business in Marketing	Master of Business in International Marketing
24702	Marketing Theory and Practice	•	•	•	•
22747	Accounting for Managerial Decisions	•	•	•	•
24710	Buyer Behavior	•	•	•	•
24737	Marketing Information Management	•	•	•	•
24738	International Marketing Management				•
—	Elective		•	•	•
—	Elective		•	•	
24730	Advanced Marketing Management		•	•	•
—	Elective		•	•	•
24743	Contemporary Issues in International Marketing				•
24755	Applied International Marketing Research <sup>1</sup>				•
24791	or Elective				
—	Elective			•	
—	Elective			•	
24790	Business Project – Marketing			•	
—	Elective			•	
24744	Competitive International Marketing Strategy				•
24755	Applied International Marketing Research <sup>1</sup>				•
24791	or Business Project – International Marketing <sup>1</sup>				•

<sup>1</sup> 24755 Applied International Marketing Research is a two-semester subject. Students enrolling for this subject must take it in both semesters. Alternatively, students may take 24791 Business Project – International Marketing plus one elective subject.

The Master of Business in Marketing provides the opportunity for students to further extend their knowledge in the areas of communications, sales management, the development and introduction of new products, business-to-business marketing, technology and marketing, as well as the legal constraints on and the ethical implications of marketing in Australia. The course also incorporates the study of computer programs specifically designed to aid the marketing decision process.

The Master of Business in International Marketing addresses the need to enhance Australia's international competitiveness in a rapidly changing global environment. The course provides a thorough grounding in the basic principles of marketing, marketing research, planning and strategy. Specific emphasis is placed on international marketing research, current issues impacting on organisations operating internationally and competitive international marketing strategies. The option exists for overseas market visits as part of the coursework.

### Electives

- 24706 Services Marketing
- 24707 Business to Business 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  
any one other elective approved by the  
Course Director

### Electives for Master of Business in International Marketing

- 24703 Marketing and International Trade Relations
- 24705 Marketing Projects and Services Overseas
- 247xx Promotion and Advertising Overseas
- 21784 Global Business Competitive Intelligence
- 21717 International Management
- 79742 International Business Law
- 25731 International Financial Management
- 25736 Asian–Australian Economic Relations  
Any one other elective approved by the  
Course Director

### Admission requirements

#### Master of Business

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. Usually, these would be the first four subjects.

#### Graduate Diploma

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 relevant Graduate Certificate.

#### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

The current fee is \$1,300 per subject.

# MASTER OF MANAGEMENT PROGRAM

## Arts Management

### Master of Management in Arts Management

Course code: BL77

### Graduate Diploma in Arts Management

Course code: BL52

### Graduate Certificate in Arts Management

Course code: BL54

The arts industry in Australia is a growing, dynamic industry that requires managers who have a comprehensive knowledge of all facets of arts management combined with the intellectual skills to develop innovative solutions to the day-to-day problems encountered in the industry.

The Arts Management courses offer a combination of core management subjects specifically designed for the arts environment, including accounting, law, marketing and organisational management, together with subjects that provide the theoretical and applied knowledge needed to enhance understanding of the arts environment in Australia.

The Graduate Certificate is a one-year, part-time course that provides a basic introduction

to the arts and cultural industries in Australia and some fundamental management skills. The Graduate Diploma builds on this to develop students' critical, interpretative and problem-solving capabilities. It provides a solid grounding in the fundamentals of arts management and cultural policy, while providing room for some specialisation and the development of specific interests. The Graduate Diploma is an extremely popular course and is held in high regard by the arts industry.

The Master of Management is an advanced, three-year, part-time course that provides students with the opportunity to further develop their specialist interests and to complete a significant project in any area of the arts.

## Course program

		Graduate Certificate in Arts Management	Graduate Diploma in Arts Management	Master of Management in Arts Management
27753	The Arts Environment in Australia	●	●	●
27759	Accounting and Finance for the Arts	●	●	●
27755	Arts Organisations and Management	●	●	●
27756	Law and the Arts	●	●	●
27752	Marketing for the Arts		●	●
—	Elective		●	●
27768	Arts Audience Research Methods		●	●
27xxx	Cultural Politics: The Arts and the City		●	●
27xxx	Project Preparation			●
27763	Arts and Cultural Policy Seminar			●
—	Elective			●
27754	Arts Management Research Project			●

Part-time enrolment normally involves class attendance for one afternoon and evening a week or two evenings a week.

The Arts Management program is offered mainly at the Kuring-gai campus, although some subjects are offered at the City campus (Haymarket).

### **Electives**

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure and Tourism Studies, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure and Tourism Studies should be sought from the Course Director.

## **Admission requirements**

### **Master of Management**

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. Usually, these would be the first four subjects.

### **Graduate Diploma**

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 relevant Graduate Certificate.

### **Graduate Certificate**

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 work experience and evidence of a general capacity to undertake tertiary education.

### **Course fees**

Current course fees are covered by HECS.

## Community Management

### Master of Management (Community)

**Course code: BG87**

### Graduate Diploma in Community Management

**Course code: BB73**

### Graduate Certificate in Community Management

**Course code: BB72**

UTS is Australia's premier centre for research and teaching in nonprofit or community organisations. The Community Management program forms the University's flagship teaching program for people working in these areas.

The Community Management program is designed for people who manage, or hope to manage, non-government, nonprofit organisations, and for those who wish to improve their qualifications and obtain appropriate management skills.

The courses provide an opportunity to study, at a professional level, those factors contributing to effective community management. Participants will develop an understanding of the Third Sector and its social and economic context, and will be introduced to ways of thinking systematically about community organisations and their management. Participants will gain knowledge of the range of community organisations, their structure and distinguishing features.

The Graduate Certificate is a one-year, part-time course that provides a basic introduction to the field and develops skills and knowledge in financial management and funding. The Graduate Diploma is a two-year, part-time course that builds on this and extends participants' skills and knowledge in human resource and legal aspects of nonprofit management. It also offers participants an opportunity to pursue areas of specialist interest.

The Master of Management is a three-year, part-time course that further develops critical and analytical skills in the area of community management. It develops research skills and the opportunity to apply these to a project focusing on a specific aspect of community management.

The Community Management program is offered mainly at the Kuring-gai campus, although some elective subjects are available at the City campus (Haymarket).

### Course program

		Graduate Certificate in Community Management	Graduate Diploma in Community Management	Master of Management (Community)
21766	Managing Community Organisations	●	●	●
21767	Third Sector: Theory and Context	●	●	●
21731	Resources Management (nonprofit)	●	●	●
21778	Developing Financial Resources	●	●	●
21769	Human Resources in the Third Sector		●	●
—	Elective		●	●
79749	Law for Managers - Community		●	●
—	Elective		●	●
21781	Social and Community Research			●
—	Elective			●
21759	Strategic Issues in Community Management			●
21792	Research Project (Public/Community)			●

## Electives

Electives are available in subject area concentrations that enable students to pursue an in-depth study of a particular area. Students may select free electives if they prefer.

### Accounting

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- 22748 Financial Reporting and Analysis
- 22746 Managerial Accounting
- 22705 Management Planning and Control

### Adult Education

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- 013332 Theory and Practice in Adult Education
- 013333 Adult Learning and Program Development
- 013352 Adult Education and Social Movements

### Employment Relations

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- 21769 Human Resources in the Third Sector
- 21702 Industrial Relations
- 21775 Comparative International Employment Relations

### International Nonprofit Management

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- 21xxx Managing in an Era of International Market Orthodoxy
- 21xxx Managing in the Global Public Interest
- 21xxx Grass Roots Organising for Global Change

### Leisure Management

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- 27702 Applied Leisure Theory
- 27701 Leisure Industry Organisation and Policy
- 27713 Leisure Management

### Marketing

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- 24701 Marketing Theory and Practice
- 24710 Buyer Behaviour
- 24720 Marketing Research

### People Management

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- 21730 Management Skills Workshop
- 21722 Leadership and Management Action
- 79771 Dispute Resolution

### Public Policy Management

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- 21711 Politics and Management
- 217xx State, Market and Civil Society
- 21768 Policy Analysis and Practice

### Volunteer Management

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(In association with the NSW School of Volunteer Management)

- 21xxx Volunteering: Social and Organisational Perspectives
- 21xxx Strategic Volunteer Development
- Free elective

## Admission requirements

### Master of Management

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent professional qualification, 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. Usually, these would be the first four subjects.

### Graduate Diploma

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification, and a minimum of normally at least two years' relevant work experience; or completion of the relevant Graduate Certificate.

### Graduate Certificate

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

## Course fees

Current course fees are covered by HECS.

## Health Management

### Master of Management in Health Management

Course code: **BB76**

### Graduate Diploma in Health Management

Course code: **BB75**

### Graduate Certificate in Health Management

Course code: **BB74**

The health industries of Australia are facing dramatic changes that call for an increasingly professional approach to management. The Health Management program is designed especially to meet the needs of managers, or potential managers, who have an interest in, are currently employed in, or intend to be employed in, the public or private sector of the health industry. Participants have the

opportunity to specialise in either the public or private sector area.

The Graduate Certificate is a one-year, part-time course that provides a solid understanding of structures and management in the health management industry, and a grounding in two generic management disciplines and skills. The Graduate Diploma is a two-year, part-time course that extends

### Course program

		Graduate Certificate in Health Management	Graduate Diploma in Health Management	Master of Management in Health Management
92775	Contemporary Issues in Health Care	•	•	•
21728 28701	Public Sector Management [Public] or Business and the Changing Environment [Private]	•	•	•
21724	Human Resource Management	•	•	•
21739	Health Funding Policy and Resource Management	•	•	•
92794	Politics, Power and Policies in Health Management		•	•
—	Elective		•	•
<b>either – Coursework stream</b>				
21718 21719	Organisation Analysis and Design or Organisational Behavior		•	•
—	Elective		•	•
24702	Marketing Theory and Practice			•
92xxx	International Health Management			•
21758 21715	Strategic Management (Public) [Public] or Strategic Management (Private)			•
—	Elective			•
<b>or – Management Research stream</b>				
21718 21719	Organisation Analysis and Design or Organisational Behavior		•	•
—	Health Research Methods Option <sup>1</sup>		•	•
21754	Research Proposal (Public/Community)			•
92xxx	International Health Management			•
21792	Research Project (Public/Community)			•
21758 —	Strategic Management (Public) [Public] or Elective [Private]			•

<sup>1</sup> Health Research Methods Option.

The Health Research Methods option in the research stream allows for a choice of one of the following:

92797 Research for Nursing Practice

92802 Qualitative Methods in Nursing Research

92803 Quantitative Methods in Nursing Research

this to cover the areas of politics, policy development and organisational analysis. It also offers participants an opportunity to pursue areas of specialist interest. In the fourth semester, participants choose to do either the Coursework stream or the Research Management stream.

The Master of Management is a three-year, part-time course that further develops critical and analytical skills in the area of health management. It develops research skills and provides the opportunity to apply these to a project focusing on a specific aspect of health management.

The Health Management program is offered mainly at the City campus (Haymarket), although subjects may also be selected from among those offered at the Kuring-gai campus.

### **Electives**

Electives available within the program may be chosen from a wide range of subjects offered by the School of Management, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives should be sought from the Course Director.

## **Admission requirements**

### **Master of Management**

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent professional qualification, 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. Usually, these would be the first four subjects.

### **Graduate Diploma**

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification, and a minimum of normally at least two years' relevant work experience; or completion of the relevant Graduate Certificate.

### **Graduate Certificate**

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

### **Course fees**

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



## Leisure Management

### Master of Management in Leisure Management

Course code: BL71

### Graduate Diploma in Leisure Management

Course code: BL50

### Graduate Certificate in Leisure Management

Course code: BLxx

Leisure time is utilised in a multitude of ways – including playing sport, visiting a community arts centre, travelling to exotic locations, or strolling on a beach or in a park. The Australian leisure industries – in the public, private and nonprofit sectors – provide facilities and services and manage resources to accommodate the increasing leisure demands of a growing population. As the leisure industries continue to enhance their already significant contribution to the Australian and international economies, managers within the industry will require a broader understanding of the leisure phenomenon and a wide variety of skills to ensure the satisfactory provision of facilities and services for their clients.

The Leisure Management program develops knowledge and professional management

skills that are relevant to the theory, organisation, planning, marketing and equitable distribution of leisure. Conceptual knowledge and vocational and research skills are developed in an educational climate that fosters personal and professional inquiry. Involvement with leisure industry practitioners is a significant feature of the courses.

The Graduate Certificate is a one-year, part-time course offering a basic introduction to management in the leisure industries. The Graduate Diploma is a two-year, part-time, or one-year, full-time course that extends the student's knowledge and management skills and offers the opportunity for some specialisation in an area of interest. The Master of Management is a three-year, part-time, or two-year, full-time course that offers the

## Course program

		Graduate Certificate in Leisure Management	Graduate Diploma in Leisure Management	Master of Management in Leisure Management
27702	Applied Leisure Theory	●	●	●
27701	Leisure Organisation and Policy	●	●	●
27707	Leisure and Tourism Research	●	●	●
27787	Accounting Practices for Management	●	●	●
27713	Leisure Management		●	●
—	Marketing Option <sup>1</sup>		●	●
27711	Leisure and Tourism Planning		●	●
—	Elective		●	●
27xxx	Project Preparation			●
27760	Leisure Management Seminar			●
27946	Master's Project			●
—	Elective			●

<sup>1</sup> Marketing Option – one subject to be chosen from:

- 27807 Tourism Marketing
- 27752 Marketing for the Arts
- 27716 Sports Marketing
- 24702 Marketing Theory and Practice

opportunity for further specialisation through the choice of electives and the undertaking of an investigatory project.

The Leisure Management program is offered at the Kuring-gai campus, although subjects may also be selected from among those offered at the City campus (Haymarket).

### **Electives**

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure and Tourism Studies, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure and Tourism Studies should be sought from the Course Director.

## **Admission requirements**

### **Master of Management**

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. Usually, these would be the first four subjects.

### **Graduate Diploma**

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 relevant Graduate Certificate.

### **Graduate Certificate**

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 work experience and evidence of a general capacity to undertake tertiary education.

### **Course fees**

Current course fees are covered by HECS.

## Management – General

### Master of Management

Course code: BG88

### Graduate Diploma in Management

Course code: BB68

### Graduate Certificate in Management

Course code: BB67

The Management program is designed to meet the needs of individuals, client organisations and professional bodies for management education. An innovative, flexible structure provides students with maximum choice in selecting subjects and programs of study tailored to meet their personal and professional needs.

The courses provide participants with knowledge and experiences that will enhance their professional skills and understanding of the management of people, resources and organisational processes. Participants acquire conceptual and analytical skills necessary for successful management performance in a range of contexts, including the business, public and not-for-profit sectors, and a variety of professional settings.

The Graduate Certificate provides a basic introduction to management skills. The Graduate Diploma extends these skills by providing the opportunity to explore them in greater breadth and depth. The Master of Management provides knowledge, skills and conceptual frameworks to enable participants to identify and resolve complex issues that will characterise the working environment of senior managers in the future. It is available as a flexible general problem with a wide range of choice. The first two years focus on coursework, while the third focuses on research and consulting skills through the completion of a project.

The Management program is offered mainly at the City campus (Haymarket), although subjects may also be selected from among those offered at the Kuring-gai campus.

## Course program

		Graduate Certificate in Management	Graduate Diploma in Management	Master of Management
—	Electives	4	8	8
<i>either – Applied Research Option</i>				
21751	Management Research Methods			●
21814	Management Project Design			●
21815	Management Project			●
—	Elective			●
<i>or – Action Learning Option<sup>1</sup></i>				
21756	Business Project – Strategic Management			●
21757	Action Learning Program			●

<sup>1</sup> Each subject in the Action Learning Option is taken over two semesters.

## Electives

Up to half the subjects can be drawn from disciplines other than management that are offered within the Faculty of Business – such as accounting, finance and economics, marketing, leisure, and tourism studies – or from other UTS faculties' disciplines, such as computing sciences.

Participants are encouraged to select combinations of subjects to suit their background, interests and career paths. Subject patterns can be chosen to focus on general management, employment relations, community management, business operations management, public sector management, and health sector management.

All subjects starting with the subject number 21 are offered by the School of Management and are available to students in these courses. Some management subjects available for selection as electives are:

- 21813 Managing People
  - 21720 Employment Relations
  - 21730 Managerial Skills Workshop
  - 21722 Leadership and Management Action
  - 21702 Industrial Relations
  - 21724 Human Resource Management
  - 21718 Organisation Analysis and Design
  - 21717 International Management
  - 21728 Public Sector Management
  - 21725 Organisational Change and Adaptation
  - 21784 Global Business Competitive Intelligence
  - 21715 Strategic Management
  - 21710 Quantitative Methods
  - 21742 Quantitative Management
  - 21741 Operations Management
  - 21744 Production Planning and Control
  - 21745 Service Operations Management
  - 21743 Productivity and Quality Management
- any other subject approved by the Course Director

## Admission requirements

### Master of Management

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent professional qualification, 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. Usually, these would be the first four subjects.

### Graduate Diploma

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification, and a minimum of normally at least two years' relevant work experience; or completion of the relevant Graduate Certificate.

### Graduate Certificate

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

### Course fees

The current fee is \$1,300 per subject.

## Public Sector Management

### Master of Management (Public)

Course code: **BG86**

### Graduate Diploma in Public Sector Management

Course code: **BB53**

### Graduate Certificate in Public Sector Management

Course code: **BB57**

The Public Sector Management program is designed for managers in public sector organisations, including ministerial departments, statutory agencies and government-owned trading enterprises. Participants come from a range of professional and general administrative backgrounds, and usually already hold a management position or can reasonably expect to do so in near future.

The Graduate Certificate is a one-year, part-time introduction to management in the public sector. The Graduate Diploma is a two-year, part-time course designed to develop critical, interpretive and problem-solving skills and provides an opportunity for the development of specific interests. The Master of Management is a three-year, part-time advanced

program of study, providing participants with the opportunity to further develop their special interests in the Coursework stream or to complete a significant project on a public sector management issue in the Management Research stream.

The courses cover not only essential practical skills and knowledge, but also provide a sound theoretical base and the critical skills necessary for the development of analytical and evaluation abilities. Some of the topics covered are relevant to any manager, while others are specific to the public sector context. The combination of theoretical and practical, and general management and specific public sector knowledge and skills leads to qualifications that are of continuing use to graduates as they

## Course program

		Graduate Certificate in Public Sector Management	Graduate Diploma in Public Sector Management	Master of Management (Public)
21711	Politics and Management	•	•	•
—	Optional subject	•	•	•
21728	Public Sector Management	•	•	•
—	Optional subject	•	•	•
21732	Program Evaluation		•	•
—	Optional subject		•	•
217xx	State, Market and Civil Society		•	•
21751	Management Research Methods			
21781	Social and Community Research		•	•
—	or Elective			
21711	Policy Analysis and Practice			•
21754	Research Proposal (Public/Community) <sup>1</sup>			•
—	or Elective			
21758	Strategic Management (Public)			•
21792	Research Project (Public/Community) <sup>1</sup>			•
—	or Elective			

<sup>1</sup> For entry to the subjects 21754 Research Proposal (Public/Community) and 21792 Research Project (Public/Community), students must have an acceptable research topic and have obtained at least a credit average in the five preceding set subjects (i.e. not the optional or elective subjects).

move through a range of management positions within and beyond the public sector.

The Public Sector Management program is offered at the City campus (Haymarket), although electives may also be selected from among those offered at the Kuring-gai campus.

### Electives

Electives are to be chosen from postgraduate subjects offered by the Faculty of Business and approved by the Course Director.

### Optional subjects

Students must complete at least one subject from each of the following groups of options. Graduate Certificate students complete one subject from any two of the groups.

#### Resource Management

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- 21731 Resources Management (nonprofit)
- 22747 Accounting for Managerial Decisions
- 22787 Accounting Practice for Management

#### Employment Relations

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- 21769 Human Resources in the Third Sector
- 21775 Comparative International Employment Relations

#### Organisation Studies

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- 21718 Organisation Analysis and Design
- 21719 Organisational Behaviour

## Admission requirements

### Master of Management

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent professional qualification, 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. Usually, these would be the first four subjects.

### Graduate Diploma

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification, and a minimum of normally at least two years' relevant work experience; or completion of the relevant Graduate Certificate.

### Graduate Certificate

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

### Course fees

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

## Purchasing and Supply Management

### Master of Management

Course code: BG88

### Graduate Diploma in Purchasing and Supply Management

Course code: BB66

### Graduate Certificate in Purchasing and Supply Management

Course code: BB65

Supply management includes the development of relationships between the purchasing organisation and suppliers of goods and services, where buyer and supplier participate in product design, develop products and services that more exactly suit end-user needs, and manage both the quality and cost components of products and services. Strategic supply management occurs when an organisation uses its approach to supply management to gain a competitive advantage in its markets – a major challenge for organisations wishing to secure a significant future in the global economy.

The Purchasing and Supply Management program offers a range of courses that explore the principles and practices required to make strategic supply management work both in the private sector and in government.

The Graduate Certificate is a one-year, part-time course that offers a basic introduction to the area. The Graduate Diploma is a two-year,

part-time course that is designed to develop further understanding of the strategic supply process and to offer an opportunity for the development of specific interests. The Master of Management program is a three-year, part-time advanced program of study providing students with the opportunity to further develop their special interests and to complete a significant project on a strategic supply management topic.

After completion of the eight subjects in the Purchasing and Supply Management program, students are eligible to apply for the Master of Management. Students doing so will receive exemptions for the eight subjects already completed.

The Purchasing and Supply Management program is offered at the City campus (Haymarket), although electives may also be selected from among those offered at the Kuring-gai campus.

### Course program

		Graduate Certificate in Purchasing and Supply Management	Graduate Diploma in Purchasing and Supply Management	Master of Management
21797	Managing the Supply Chain	•	•	•
21741	Operations Management	•	•	•
79703	Legal Aspects of Contracts Administration	•	•	•
21779	Management Skills	•	•	•
21796	Global Materials Management		•	•
—	Elective		•	•
21743	Productivity and Quality Management		•	•
21798	Strategic Supply Management		•	•
21751	Management Research Methods			•
21814	Management Project Design			•
21815	Management Project			•
—	Elective			•

## Electives

- 21718 Organisation Analysis and Design
- 21719 Organisational Behaviour
- 21720 Employment Relations
- 22747 Accounting for Managerial Decisions
- 21787 Quality Strategy
- 21747 Operations Management Policy
- 21745 Service Operations
- 21784 Global Business Competitive Intelligence  
any other elective approved by the Course  
Director

## Admission requirements

### Master of Management

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent professional qualification, 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. Usually, these would be the first four subjects.

### Graduate Diploma

The general admission requirements are a degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification, and a minimum of normally at least two years' relevant work experience; or completion of the relevant Graduate Certificate.

### Graduate Certificate

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

### Course fees

The current fee is \$1,300 per subject.



## Sports Management

### Master of Management in Sports Management

Course code: **BL75**

### Graduate Diploma in Sports Management

Course code: **BL53**

### Graduate Certificate in Sports Management

Course code: **BL60**

Due to the rapid expansion of the sports industry, there is an increasing demand for management professionals who can deliver sports services to all sectors of the community. There is a need for sports managers who have an understanding of the specialist context in which sport is played and organised, and the knowledge and skills necessary to effectively manage in a volatile economic, political, social and legal environment.

The Sports Management courses offer a combination of core and elective subjects designed to provide specific training in sports management, including: sports marketing, accounting practices, sports law, public relations management, event and facility management, and research methods. They also provide the theoretical knowledge needed to understand the changing nature of the Australian sports environment.

The Graduate Certificate is a one-year, part-time course that provides a basic introduction to the sports industry environment in Australia and an introduction to basic management skills. The Graduate Diploma is a two-year, part-time, or one-year, full-time course designed to develop critical, interpretive and problem-solving skills and to provide a broad coverage of the sports management field. It will also provide some opportunity for the development of specific interests. The Master of Management program is a three-year, part-time, or two-year, full-time, advanced program of study providing students with the opportunity to further develop their special interests and to complete a significant project in any area related to sports management.

The Sports Management program is offered at the Kuring-gai campus, although subjects may also be selected from among those offered at the City campus (Haymarket).

### Course program

		Graduate Certificate in Sports Management	Graduate Diploma in Sports Management	Master of Management in Sports Management
27715	Australian Sports Environment	●	●	●
27716	Sports Marketing	●	●	●
27787	Accounting Practices for Management	●	●	●
27718	Sport and the Law	●	●	●
---	Elective		●	●
56744	Public Relations Management		●	●
27717	Event and Facility Management		●	●
27708	Leisure and Tourism Research		●	●
27xxx	Project Preparation			●
27762	Sports Management Seminar			●
---	Elective			●
27946	Master's Project			●

## Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure and Tourism Studies, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure and Tourism Studies should be sought from the Course Director.

## Admission requirements

### Master of Management

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. Usually, these would be the first four subjects.

### Graduate Diploma

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 relevant Graduate Certificate.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

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

## Tourism Management

### Master of Management in Tourism Management

Course code: *BL73*

### Graduate Diploma in Tourism Management

Course code: *BL51*

### Graduate Certificate in Tourism Management

Course code: *BLxx*

Tourism in Australia is a complex, dynamic and rapidly growing industry. As the industry has grown, so has the demand for professionals with a high level of management expertise. The Tourism Management program has been developed to meet the demand for such professionals.

At UTS, our approach to tourism management studies is distinctive among tourism courses in Australia. Rather than focusing on a single industry sector, such as hospitality services, the courses cover an extensive range of elements associated with the tourism phenomenon and highlight how critically important it is for effective tourism managers in the tourism industry to understand the interrelationships between these elements.

Throughout the courses, heavy emphasis is placed on the acquisition of strategic planning skills for tourism development, management and marketing. These skills are seen as essential in order to survive in a dynamic industry operating in an often volatile environment.

The Graduate Certificate is a one-year, part-time course that provides a basic introduction to the tourism industry and to relevant basic management skills. The Graduate Diploma is a two-year, part-time, or one-year, full-time course designed to develop critical, interpretive and problem-solving skills, and to provide a broad coverage of the tourism management field and some opportunity for studying in areas of specific interests. The Master of Management is a three-year, part-time, or two-year, full-time advanced program of study, providing students with the opportunity to further develop their interests and to complete a significant project in any area related to tourism management.

The Tourism Management program is offered at the Kuring-gai campus, although subjects may also be selected from among those offered at the City campus (Haymarket).

### Course program

		Graduate Certificate in Tourism Management	Graduate Diploma in Tourism Management	Master of Management in Tourism Management
27705	Tourism Systems	•	•	•
27708	The Travel and Tourism Industry	•	•	•
27xxx	Tourism's Environments	•	•	•
27708	Leisure and Tourism Research	•	•	•
27706	Tourism Strategy and Operations		•	•
27xxx	Tourism Marketing		•	•
27767	Tourist Behaviour		•	•
—	Elective		•	•
27xxx	Project Preparation			•
27761	Tourism Management Seminar			•
—	Elective			•
27946	Master's Project			•

## Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure and Tourism Studies, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure and Tourism Studies should be sought from the Course Director.

## Admission requirements

### Master of Management

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. Usually, these would be the first four subjects.

### Graduate Diploma

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 relevant Graduate Certificate.

### Graduate Certificate

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 work experience and evidence of a general capacity to undertake tertiary education.

### Course fees

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

## **PROGRAMS OFFERED IN CONJUNCTION WITH OTHER FACULTIES**

### **Coastal Resource Management**

#### **Master of Science in Coastal Resource Management**

#### **Graduate Diploma in Coastal Resource Management**

#### **Graduate Certificate in Coastal Resource Management**

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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 an 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 9514 4042/4393.

## 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 the 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 9514 1925, or Jean Robb, Director of Graduate Education, on 9514 1836.

## 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 from 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 9514 2606.

# 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, the number of credit points for the subject (e.g. 3cp), and whether it is an undergraduate or a postgraduate subject. 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 that 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.

## 2xxxx

### Introduction to the Community Sector

*Undergraduate*

4cp

Provides a foundation for understanding the context of nonprofit organisations, and the theoretical frameworks for understanding their role and function in social and economic environments. Examines the construction of organisational 'sectors', the relationships between various sectors, and the role and construction of the community sector in particular.

## 2xxxx

### Social Analysis and Community Organisations

*Undergraduate*

4cp

Introduces a conceptual framework for making connections between the cause and manifestation of social inequalities in Australian society and the intervention of community organisations. Students will undertake individual and group projects involving biography, and research into the historical development of Australian social policy and community organisations.

## 2xxxx

### Introduction to Community Management

*Undergraduate*

4cp

Introduces the basic features of nonprofit organisations, and develops a foundation for students to develop skills in effectively organising aspects of a nonprofit organisation. Examines the requirements of establishing an organisation, the principles underlying the voluntary management structure of nonprofit organisations, the range of types of nonprofits, and their relationship to the community.

## 2xxxx

### Managing Human Resources in Nonprofit Organisations

*Undergraduate*

4cp

Introduces the basic principles of personnel management and industrial relations as they relate to the community organisations. Incorporates the unique features of volunteer management alongside the consideration of management of paid staff, and examines recruitment, selection and staff development principles, industrial conditions, and dealing with industrial disputes.

**2xxxx****Governance, Management and Leadership in Nonprofit Organisations***Undergraduate**4cp*

Assists students to manage more effectively the structural and operational aspects of their organisations, by extending their ability to develop suitable structures for organisations, to develop appropriate and effective organisational systems, and to carry out organisational reviews, problem-solving exercises and change strategies.

**2xxxx****Community Research***Undergraduate**4cp*

Provides a foundation in basic research and evaluation skills, as they are applied in community organisations. Introduces students to basic research skills that might be applied to a range of activities, including the following: developing community needs, analysis and profiles; assessing client response to services; evaluating other aspects of organisational performance; and undertaking research into social issues.

**2xxxx****Government and Community Sector***Undergraduate**6cp*

Familiarises students with the ways governments operate, and relations between community organisations and governments are constructed and conducted.

**2xxxx****Monitoring Organisational Performance***Undergraduate**6cp*

Assists students in developing competence in monitoring organisational performance on a number of levels. Incorporates a critical analysis of current theories of organisational performance, examining the difficulties of measuring the performance of organisations providing human services, the tools and technologies for evaluating and improving the performance of nonprofit organisations, and the use of evaluation data for performance improvement.

**2xxxx****Funds Development***Undergraduate**6cp*

Introduces students to the variety of revenue sources utilised by third sector organisations and the variety of methods that are used to tap these resources. Particular attention is given to fundraising from individuals and corporations, but the emphasis is on effectively managing a whole variety of funding resources.

**2xxxx****Resource Management in Nonprofit Organisations***Undergraduate**6cp*

Provides students with the opportunity to extend their understanding of and ability to apply concepts and techniques drawn from accounting and economics to peculiar problems confronted by nonprofit organisations.

**2xxxx****Social Change and Community Practice***Undergraduate**6cp*

Critically appraises the contributions community organisations and their programs and activities make to personal and societal transformation in the current social, political, and economic context. The connection of principles drawn from social and political theory to the practice of community organisations will be discussed. Students will explore these links, and develop specific skills in the organisational practice of strategic planning and program development as they undertake individual and group projects.

**2xxxx****Third Sector Theory***Undergraduate**6cp*

Introduces students to the growing body of theory about third sector organisations, giving and volunteering. Focuses particular attention on theories that seek to explain the development and change in the third sector, and the interaction of the third sector with business and government. Encourages



students to look at the third sector with a long-term perspective.

**2xxxx**

**Current Issues in the Community Sector**

*Undergraduate  
6cp*

Provides an opportunity for students to keep up to date with current issues, and to apply the theoretical frameworks already studied to systemic concerns. Through a weekly seminar, students will explore the social, political and economic issues affecting the operation of community organisations.

**2xxxx**

**Strategic Management of Nonprofit Organisations**

*Undergraduate  
12cp*

Provides an opportunity for students to explore in some depth a particular area of strategic community management that interests them. As students undertake individual research projects, they will explore links between principles of strategic management and practice issues which may arise in the context of their workplace.

**2xxxx**

**Community Management Project 1**

**2xxxx**

**Community Management Project 2**

*Undergraduate*

Enables students to undertake a practical project involving a specific management problem. Extends the students' capacity to apply skills to practical management problems in the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the identification and analysis of a management problem, the development and implementation of a strategy to address the problem, and an evaluation of the impact of the strategy. The projects will be designed and proposed by the student, and subject to negotiation with and approval by the subject coordinator. Each subject will require a different project proposal. Students will be required to demonstrate the relevance of the project to their own learning and to the workplace. In some circumstances,

students may gain approval to draw on major projects that they have already carried out.

**2xxxx**

**Community Sector Project 1**

**2xxxx**

**Community Sector Project 2**

*Undergraduate*

Enables students to undertake exploratory or applied projects focusing on particular industry problems or issues. Extends the students' capacity to apply their accumulated knowledge and skills to addressing industry issues that impact on the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the researching and analysis of an environmental factor that impacts on community organisations, the development and implementation of a strategy to address the issues, and an evaluation of the impact of the strategy. The projects will be designed and proposed by the student, and subject to negotiation with and approval by the subject coordinator. Each subject will require a different project proposal. Students will be required to demonstrate the relevance of the project to their own learning, to the workplace and to the industry generally. In some circumstances, students may gain approval to draw on major projects that they have already carried out.

**2xxxx**

**Volunteering in the Community Sector**

*Undergraduate*

Familiarises students with the importance of volunteers to nonprofit organisations, with the history and principles of organised volunteering, and with the motives and recruitment of volunteers.

**2xxxx**

**Managing Volunteer Programs**

*Undergraduate*

Introduces students to the main elements of planning and managing an effective volunteer program.

**21056****International Management Project***Undergraduate**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***Undergraduate**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, Strategic Management 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***Undergraduate**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 into 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***Undergraduate**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 that 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***Undergraduate**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***Undergraduate**4cp*

Introduces students to the concept of management 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

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structure and design. Develops skills in researching literature in the field of management and organisation studies.

### 21131

#### **Business Process Management**

*Undergraduate*

*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 organisations. 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.

### 21169

#### **Reasoning, Judgment and Ethics**

*Undergraduate*

*4cp; prerequisite: 21125 International Business Environment*

Introduces students to important varieties of reasoning, and enables them to develop skills 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 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 an understanding of a variety of methods of reasoning and argument, and of conditions under which it is appropriate to use them; gain skills 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 (TAFE)**

*Undergraduate*

*8cp*

Students who have completed Industrial Arts at HSC level, or who 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.

The 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; and 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 I**

*Undergraduate*

*10cp; 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.

The content covers the following: 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

*Undergraduate*

*6cp; prerequisites: Technology core; streamed subjects in Semester 4; corequisites: all streamed subjects in Semester 5*

This subject covers a general background to manufacturing strategy; industry, competition and the organisation; core concepts; product demand forecasting and master planning; principles of production; purchasing; physical distribution; maintenance and management; the role 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, because these choices impact upon key performance indicators. The interrelations

between demand forecasts and key stages of the 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

*Undergraduate*

*6cp; prerequisites: all streamed subjects in Semesters 4 and 5; corequisites: Semester 6 subjects*

This subject complements 21172 Manufacturing Strategy, and provides both the intellectual and applied framework for linking business strategy with manufacturing strategy. 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 determining strategic direction; value creation; enterprise focus; internationalisation; company performance; business planning; and project management.

## 21175

### Manufacturing Facilities Design

*Undergraduate*

*6cp; prerequisites: Technology core; corequisites: all streamed subjects in Semesters 4 and 5*

Introduces students to the design, operation and overhaul of manufacturing facilities. 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

*Undergraduate*

*6cp; prerequisites: Technology core; corequisites: all streamed subjects in Semesters 4 and 5*

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

*Undergraduate*

*6cp; prerequisites: Technology core; corequisites: all streamed subjects in Semesters 4 and 5*

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 – PRIMIS; production activity control systems; benchmarking; and validation of key performance indicators (KPI).

## 21178

### Logistics and Distribution Resources Planning

*Undergraduate*

*6cp; prerequisites: Technology core; corequisites: all streamed subjects in Semesters 4 and 5*

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; looks at the design and plan of 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; and 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

*Undergraduate*

*10cp; 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; 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 **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.

The 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

*Undergraduate*

*6cp; prerequisites: all streamed subjects in Semesters 4 and 5; corequisites: Semester 6 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; and preparation of students for employment (e.g. job applications, presentation skills, interview techniques and curriculum vitae).

## 21210

### Business, Government and Society

*Undergraduate*

*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 operate. 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

*Undergraduate*

*6cp; prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Considers the various structural forms that 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

*Undergraduate*

*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

*Undergraduate*

*6cp*

Introduces a dynamic, revitalised organisational 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**

*Undergraduate*

*6cp; prerequisites: 21130 Management and Organisations; 21125 International Business Environment*

Exposes students to the wide variety of frames of reference that underlie 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**

*Undergraduate*

*6cp*

Focuses on the strategic nature of human resource management (HRM) functions within various organisations and builds on general issues first raised in 21306 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**

*Undergraduate*

*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 that will enhance their prospects as employees or as entrepreneurs themselves.

### 21410

#### **Quality Management**

*Undergraduate*

*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. Topics covered include the following: 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; and performance measurement.

### 21430

#### **Enterprise Bargaining and Workplace Relations**

*Undergraduate*

*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 application of conflict resolution and consultative procedures, with particular reference to the enterprise bargaining process.

**21440****Management Skills***Undergraduate**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.

Topics covered include 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, negotiation and conflict resolution, interviewing, networking and leadership.

**21530****Global Strategy***Undergraduate**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***Undergraduate**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***Undergraduate**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 while 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; and prepare oral and written reports of findings in all relevant areas of international business operations.

**21555****Human Resource Management***Undergraduate**6cp*

Introduces students to the theory and practices 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***Undergraduate**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**

*Undergraduate*

*6cp; prerequisites: 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 relationships in a selection of industrialised and developing countries.

## 21595

### **International Management Field Study**

*Undergraduate*

*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 21532 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**

*Undergraduate*

*4cp; prerequisites: completion of at least 36cp of a major*

Offers ‘virtual experience’ in the creation and application of business strategy. It is the discipline that unites and gives purposeful expression to all the skills and knowledge previously acquired. A small number of lectures and video-tutorials give background to the subject, and prepare students for a business strategy simulation. The simulation is the major component of the subject and consumes the most student time. Students work in competing teams under time pressure and with imperfect knowledge to make

strategic business decisions. Important learning comes from both the need to make the team function well to achieve results which count for marks, and the requirement to bring together and integrate diverse disciplines.

## 21630

### **Managing the Strategy Process**

*Undergraduate*

*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 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.

## 217xx

### **Grassroots Organising for Global Change**

*Postgraduate*

*6cp*

Within a context of globalisation, this subject critically appraises the diverse contributions an emerging global civil society in general, and non-government organisations (NGOs) in particular, make towards personal and societal global transformation. The connection of principles drawn from social and political theory such as participatory decision making and empowerment to the practices of international NGOs, intermediate NGOs and Peoples’ Organisations towards a ‘grassroots’ or ‘bottom up’ transformation are discussed. Students will have an opportunity to explore these links and specialise in micro-skills development in specific areas such as program development and advocacy in assignment work.

**217xx****Managing in an Era of International Market Orthodoxy**

*Postgraduate*  
6cp

Seeks to provide participants with an opportunity to explore the link between government economic policies since World War II and the emergence of management responses to these policies across private, public and not-for-profit organisations. Takes a management approach to the problems and opportunities posed by contemporary economic policies that have seized the political agenda in more than one hundred countries. Taking a global perspective, provides an international comparison of management responses to current economic, political and social issues.

**217xx****Managing in the Global Public Interest**

*Postgraduate*  
6cp

Examines the prevailing paradigms of public sector governance which have emerged since the late 1970s in terms of their impact on managing in the public interest. Topics include defining the public interest; public choice theory, its origins and driving values versus more centralist governments' ideas; public choice, supra-national, national and third sector organisations; public choice, trading blocs, regionalism and the challenges for nation states; managerialism; concepts of public good, collective and individual responsibility; transferability of prevailing ideas in public sector governance; ethical dimensions of public management; service quality ideas and the post-bureaucratic paradigm; governments' strategic responsibilities; the importance of social, environmental and other policy arenas; global case studies; re-defining the public interest.

**217xx****State, Market and Civil Society**

*Postgraduate*  
6cp; prerequisites: completion of Stage I of the Master of Management (Public) or its equivalent

Examines the concepts and practice of state, market and civil society, and the interconnections between them. It is a useful preparation for any policy or strategy studies, as it looks at the networking and interactions

interweaving these three major ways of organising, both within and beyond the boundaries of the nation.

**217xx****Strategic Volunteer Development**

*Postgraduate*  
6cp; corequisite: 217xx Volunteering: Social and Organisational Perspectives

Designed to introduce students to the main elements in planning and managing effective volunteer programs, and assist them in integrating volunteering into the strategic planning process of third sector organisations and in raising the awareness of volunteering in a wider society.

**217xx****Volunteering: Social and Organisational Perspectives**

*Postgraduate*  
6cp

The level of volunteering in a society is a sign of its well being; third sector organisations are the main beneficiaries of volunteering. Provides students with a comprehensive introduction to the social phenomena of volunteering and the use of volunteers by third sector and public organisations. This is an elective subject and will be taught only if sufficient interest is expressed.

**21702****Industrial Relations**

*Postgraduate*  
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**

*Postgraduate*  
6cp

Provides the basic tools necessary for the quantitative analysis of business problems.

Major areas of focus include the use of statistics in decision making and the techniques used in forecasting business activities.

### 21711

#### Politics and Management

*Postgraduate  
6cp*

Develops a holistic perspective of the social, political and institutional environments in which public managers operate; identifies the role and contribution of the major forces 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; the structure of government; Westminster conventions and Australian adaptations; political parties and elections; the media and politics; ministers and managers; coordination and central agencies; and administrative reform.

### 21715

#### Strategic Management

*Postgraduate  
6cp; prerequisites: currently under review*

An integrating subject concerned with top management strategy for, and management of, change in the economic and social environments of business. Case studies from real business situations are examined. Topics include strategy formulation, strategic planning, management audits, management of change, and social responsibility and corporate effectiveness.

### 21716

#### Employment Relations Research Project

*Postgraduate  
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

*Postgraduate  
6cp*

Encourages participants to: study how people in other countries go about conducting business and managing their enterprises; ascertain the reasons behind their various management practices; assess their effectiveness; and determine the implications for Australian managers. Helps develop an integrated world view to provide a better basis for decision making within the international business arena.

### 21718

#### Organisation Analysis and Design

*Postgraduate  
6cp*

Develops skills in organisational analysis. Develops diagnostic and prescriptive skills in regard to organisations. Focuses on the description and analysis of organisations as formal structures, political systems and cultural entities.

### 21719

#### Organisational Behaviour

*Postgraduate  
6cp*

Uses research and theory from the behavioural sciences to explore human behaviour at work. Introduces students to the basics of individual psychology which is then critically applied to the fields of motivation and job design. Applies social psychology's work on group dynamics to the management of work groups and committees. Various theories of leadership are examined and critically addressed. The question of intergroup behaviour and organisational conflict is discussed. The subject takes a more critical approach to management theory and practice.

### 21720

#### Employment Relations

*Postgraduate  
6cp*

An introduction to the areas of industrial relations and human resource management. Topics covered include historical steps in the development of the human resource function and the forces that have shaped its development; major functions of employment

relations managers; the relationship between the human resource and industrial relations functions in the modern organisation; the nature of industrial relations and the contribution to understanding made by several conflict theorists; the structure and functioning of the formal industrial tribunal systems in Australia; the form and function of the employer and employee organisations, parties to employment relations; and the nature of efficiency restructuring and enterprise bargaining and their impact upon the management of employment relations.

## 21722

### Leadership and Management Action

*Postgraduate*

*6cp; prerequisite: 21813 Managing People or 21719 Organisational Behaviour*

Emphasises understanding the role of the manager as leader, decision maker and change agent. 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

*Postgraduate*

*6cp; prerequisite: 21720 Employment Relations*

Develops the ability to locate, critically analyse and explain the relevance of the recent literature in key areas of Human Resource Management (HRM). Emphasises strategic models of HRM, and the links between HRM and recent trends in management theory and practice.

## 21725

### Organisational Change and Adaptation

*Postgraduate*

*6cp*

Develops an understanding of strategies, methodologies, and intervention techniques and skills in managing planned or adaptive organisational change. Consists of two components – a knowledge component and a skills component. The former will be presented through normal lecture discussions. The skills

component will be covered through group involvement in an ongoing or potential organisational change problem, 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.

## 21728

### Public Sector Management

*Postgraduate*

*6cp*

Introduces students to the theory and practice of public sector management. Explores the competing theories about management in the public sector, and examines practical management skills in the public sector in the light of these competing theories.

## 21729

### Human Resource Management (Public)

*Postgraduate*

*6cp*

Examines the management and development of an organisation's most valuable 'resource': its staff. Human Resource Management (HRM) 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, and 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

*Postgraduate*

*6cp; prerequisite: some knowledge of management*

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 would like 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 (nonprofit)

*Postgraduate*

6cp

Provides a foundation knowledge of resource management in community (nonprofit) organisations. Provides the opportunity to develop basic skills and knowledge of accounting and finance, but also critically analyses the issues that arise from applying conventional financial management control to a nonprofit, voluntary organisation. Topics covered include costing, budgeting, and the preparation and analysis of financial statements.

### 21732

#### Program Evaluation

*Postgraduate*

6cp; prerequisites: completion of the first stage of the *Master of Management (Public)* or its equivalent

Covers in some detail evaluation of programs (broadly defined) in the government and nonprofit sectors, examines its effect on efficiency, effectiveness and accountability, and develops the capacity to make informed critical assessments of evaluation techniques, use them appropriately, and draw practical information for improving organisational performance from these techniques.

### 21738

#### Environment of Health Management

*Postgraduate*

6cp

This subject provides students with: 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 an identification of the major issues of contemporary relevance to managers. Topics include the 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; and health futures – technology, ageing, resource allocation formula, and role delineations.

### 21739

#### Health Funding Policy and Resource Management

*Postgraduate*

6cp

Develops basic skills in accounting and finance; analyses constraints upon revenue sources and budgetary processes in government agencies; and examines 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 basic accounting concepts; economic theories and concepts; policies, expenditure and issues in public health; allocation of resources; preparation of a unit budget; accountability for public resources; Casemix and related concepts; funding issues – privatisation, managed care; financing healthcare, insurance, contracts, managed care, and reform of health insurance policy; and performance review and reporting.

### 21741

#### Operations Management

*Postgraduate*

6cp

An introduction to the management of business operations. Topics include techniques for improving information and process flows; service operations; planning, scheduling and controlling production (including Just-in-Time philosophies and materials requirements planning); total quality management; benchmarking for best practice; process re-engineering; and operations strategy.

**21742****Quantitative Management***Postgraduate**6cp*

Provides an introduction to the application of operations research and mathematical modelling techniques to the solution of business problems. The practical application of the various techniques is stressed. Hands-on experience is gained through the use of computer software packages. Topics covered include a revision of basic statistics; project management (CPM/PERT); decision models; simulation techniques; linear programming; statistical quality control; game theory; and inventory management.

**21743****Productivity and Quality Management***Postgraduate**6cp*

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. Topics include 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; and performance measurement.

**21744****Production Planning and Control***Postgraduate**6cp; prerequisite: 21741 Operations Management*

Presents a strategic approach to production planning and control. Topics include a framework for the analysis of production planning and control systems; different approaches to production planning and control e.g. time-phased (MRP), JIT, ROP, TOC; a strategic approach to the selection of production planning and control systems; integrating MRP and JIT; implementation issues; shop-floor scheduling techniques; benchmarking for performance measurement; and developments in EFI and their likely impact on production planning and control systems.

**21745****Service Operations Management***Postgraduate**6cp; prerequisite: 21741 Operations Management*

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, and delivery systems; establishing, measuring and control of service levels; location and layout; capacity planning, quality assurance, organisation behaviour and design in services and managing professional services.

**21747****Operations Management Policy***Postgraduate**6cp; prerequisites: 21741 Operations Management; 22747 Accounting for Managerial Decisions*

Based around a computer simulation of a real-world manufacturing organisation in which students make up a management team. Participants relate strategic operations management issues to other functional areas of business, to the business itself, and to relevant product/market environments. Includes briefings on the formulation and implementation of a number of business plans, and role-play exercises. A high degree of student interaction and cooperative teamwork is required.

**21749****Computer-based Information Systems for Managers***Postgraduate**6cp; prerequisites: 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 information systems in the public sector. Topics include the concepts of MIS, information technology, and the uses and applications of management information systems; database management systems, design of systems, evaluation, and control of information systems; and the implications of introducing information systems in organisations.

**21750****Advanced Theory in Employment Relations**

*Postgraduate  
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**

*Postgraduate  
6cp*

Contributes to the students' vocational and professional competencies by giving training in the analytic and research skills that can be applied to the solution of problems encountered in their professional lives. Provides the necessary expertise in research methodology for the project-based subjects which are a part of the students' postgraduate programs. Topics include survey research, experiments and quasi-experiments, case studies, content analysis and interviews.

**21752****Employment Relations Research Proposal**

*Postgraduate  
6cp; prerequisite/corequisite: 21751 Management Research Methods*

In this subject, students complete a thorough literature review and develop 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**

*Postgraduate  
6cp; prerequisites: Semesters 1 to 4 of the 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)**

*Postgraduate  
6cp*

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**

*Postgraduate  
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***Postgraduate**12cp; for Master of Business in Management students only; prerequisite: 21751 Management Research Methods*

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 research the literature, design data collection and analysis procedures, and to present a report of findings and recommendations.

**21757****Action Learning Program***Postgraduate**12cp; for Master of Business in Management students only; prerequisites: completion of any four subjects offered by the School of Management*

The Action Learning Program methodology requires students to apply a variety of management disciplines to the solution of a real organisation problem. Working in study sets under the guidance of a University supervisor, students will identify, analyse and solve a complex, strategic organisational problems for a host organisation. Students will present progress report seminars and a final report. Sponsoring organisations will be invited to comment on the report before marks are allocated.

**21758****Strategic Management (Public)***Postgraduate**6cp; prerequisites: completion of Stage 2 of the Master of Management (Public) or its equivalent*

Draws upon strategic management models for the public, private and nonprofit sectors and the previous studies of students, developing a capacity for 'big picture' analysis, planning and implementation of strategy.

**21759****Strategic Issues in Community Management***Postgraduate**6cp; prerequisites: 21766 Managing Community Organisations; 21767 Third Sector: Theory and Context*

Introduces students to strategic management in community (nonprofit) organisations. Provides the opportunity for students to reflect on, extend, and integrate their knowledge of community management gained from preceding subjects in the course. Explores critical issues currently impacting on the sector, and appropriate strategic responses to those issues. Encourages a strategic perspective on the management of organisations and an ability to apply that perspective within community organisations.

**21760****Employment Conditions***Postgraduate**6cp; prerequisite: 21720 Employment Relations*

Provides a focus and workplace application for employment relations, human resources management, industrial relations and industrial law. Topics covered include establishing wage/salary packages – legal minimal, relativities; wage and salary administration; awards of the Industrial Tribunals and Enterprise Agreements; annual leave, sick leave, other leave, penalties and loadings, over award, incentive, productivity and other payments; health and safety conditions and legislation; and non-wage conditions of employment.

**21762****Clients and Markets***Postgraduate**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; and the marketing plan.

## 21763

### Management Information Systems

*Postgraduate*

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 examine the organisational requirements for, and implications of, such mechanisation; and 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; and behavioural and organisational aspects of information system design and use.

## 21764

### Economics for Public and Community Managers

*Postgraduate*

6cp; *prerequisite: 21711 Politics and Management or 21767 Third Sector: Theory and Context*

Familiarises students with the language, techniques and ways of thinking employed by economists relating to micro-, macro- and public sector economics. Teaches students 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

*Postgraduate*

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

*Postgraduate*

6cp

Provides an introduction to the field of community management. Develops a critical appreciation of management practices and organisational forms within the community sector, evaluates the application of different models of management, and explores key issues such as governance and accountability.

## 21767

### Third Sector: Theory and Context

*Postgraduate*

6cp

Introduces students to some of the ways of thinking about the third sector and the community sector within it and to a growing body of knowledge about the origins, dimensions and contribution to society, economy and polity of the third sector, both within Australia and within selected other countries. Also introduces students to ways of thinking about the dynamic interaction between third sector organisations and the social, economic and political systems in which they are embedded.

## 21768

### Policy Analysis and Practice

*Postgraduate*

6cp; *prerequisites: completion of Stage 2 of the Master of Management (Public) or its equivalent*

Covers the different ways of analysing policy and the part that any individual might play in policy. Students explore the application of policy theory in practice, and the role that managers can play in this.

**21769****Human Resources in the Third Sector***Postgraduate**6cp; prerequisite: 21766 Managing Community Organisations*

Together with 21731 Resources Management (nonprofit), examines the prerequisites of good management i.e. the management of basic human and material resources. It focuses on those features and issues of human resource management that are distinctive of community or nonprofit organisations, including the nature of the labour market, the use of volunteers, and the issues of leadership, control, and best practice.

**21775****Comparative International Employment Relations***Postgraduate**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****Developing Financial Resources***Postgraduate**6cp; prerequisite: 21766 Managing Community Organisations*

Introduces students to the variety of revenue sources utilised by third sector organisations and the variety of methods that are used to tap these resources. Particular attention is given to fundraising for individuals and companies, but the major emphasis is on effectively managing and developing the variety of revenue sources in the context of the organisation's environment and in accord with the organisation's mission.

**21779****Management Skills***Postgraduate**6cp*

Students will develop insight into the interpersonal skills requirements of managers and establish a basis for the future development of skills. Deals experientially with the interpersonal skills needed by

managers to lead teams successfully. Takes the individual's awareness of his/her skills and interpersonal style as its starting point and goes on to examine basic communication skills such as listening, counselling and non-verbal behaviour. Deals with applied skills including: interviewing, time management, goal setting, delegation, group facilitation and meetings management, decision making, conflict management and negotiation, and organisational communication.

**21780****Readings in Administration***Postgraduate**6cp; prerequisites: Semesters 1 to 4 of the MBA*

The reading subject is undertaken under the direction of a member of staff. The topic must be approved by the Coordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be undertaken, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the 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***Postgraduate**6cp; prerequisites: 21766 Managing Community Organisations; 21767 Third Sector: Theory and Context*

Introduces the theory and methods of social research as applied within the community sector. Explores research as a problem solving and a political one, critically examines both quantitative and qualitative research methods, and introduces the basis of statistical analysis (using SPSS). Provides a basis of understanding for those who manage or use research projects, and provides a necessary basis for those undertaking their own research.

**21782****Advanced Resource Management***Postgraduate**6cp; prerequisite: 21731 Resources Management (nonprofit) (or equivalent)*

Develops advanced skills in budgeting and variance analysis, cash management and 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**

*Postgraduate  
6cp*

Business or competitive intelligence is increasingly used by firms seeking to improve their ability to compete globally. 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. Business and competitive intelligence is an important aspect of strategic planning. As such, it draws on, develops and applies concepts from a number of disciplines.

### 21785

#### **Research Techniques in Management**

*Postgraduate  
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**

*Postgraduate  
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**

*Postgraduate  
6cp; prerequisite: 21743 Productivity and 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)**

*Postgraduate  
6cp; prerequisite: 21781 Social and Community Research*

Students apply their knowledge and research skills to the in-depth study of a specific topic. This will occur through a search of the literature, and either an applied consultancy project, or a small-scale empirical research project. A research report will be produced which reviews the topic, presents the findings and evaluates the implications of those findings.

### 21794

#### **Research Proposal – Operations Management**

*Postgraduate  
6cp; prerequisite: completion of Semesters 1 to 4 of the Master of Business in Business Operations Management*

Involves the identification of a suitable project topic, the completion of a thorough literature review in the chosen topic area and the development of research methods that address the purpose of the project. Most projects are based on a work-related problem and provide an opportunity to use knowledge and techniques learnt during the course in a practical way. The project is carried out in 21795 Business 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.

### 21795

#### **Research Project – Operations Management**

*Postgraduate  
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

*Postgraduate*

*6cp; prerequisite: 21797 Managing the Supply Chain*

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, together with some consideration of inventory management and its relationship to international procurement. Topics include: supply management and the new world order, the environment of international business, business opportunities in the Asia Pacific Region, the implications of culture on international purchasing, international purchasing and Australia's trade policies, the place of countertrade in purchasing, negotiating international purchasing agreements, international supplier base management, the implications of government policy on imports and exports, international materials management, international materials management and control systems, warehousing.

## 21797

### Managing the Supply Chain

*Postgraduate*

*6cp*

Strategic supply chain management introduces a dynamic, revitalised organisation function presently enjoying a worldwide revival as a key element of competitive advantage. Introduces a range of sophisticated concepts of purchasing and materials management. Relevant to the private, public or not-for-profit sectors. 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.

## 21798

### Strategic Supply Management

*Postgraduate*

*6cp; prerequisite: 21797 Managing the Supply Chain*

Draws together the wide range of concepts which have been covered in earlier parts of the program and enables the students to conceptualise purchasing and materials management within the framework of the corporate strategy process. Keeps practitioners up-to-date with the latest practices and policies in the business, government and nonprofit sectors that ensure procurement is part of the strategic decision-making process.

## 21810

### Issues in Community Management

*Postgraduate*

*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

*Postgraduate*

*6cp; prerequisites: 24734 Managerial Marketing; 25742 Financial Management; 25706 Economics for Management; 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***Postgraduate**6cp; prerequisite: 21741 Operations Management*

As the world moves toward an international economy, it is increasingly important that the managers assume a global perspective, and are prepared to compete in the global marketplace. This subject presents issues critical to the globalisation of manufacturing and service operations; helps operations managers overcome national and cultural myopia; identifies cultural and contextual differences in operations management practice; describes successful operations management approaches in other countries and examines the reasons for their success as well as the viability of transferring them to significantly different operating environments; and addresses the impact of the global scope of operations on usual operating decisions – for example, production planning and quality control.

**21813****Managing People***Postgraduate**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.

This subject provides an introduction to the following: 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; influential skills in managers; and communication for people management.

**21814****Management Project Design***Postgraduate**6cp; prerequisites: normally completion of the first eight subjects in the Master of Management program; corequisite: 21751 Management Research Methods*

Further develops knowledge and skills in management research. 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***Postgraduate**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, 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.

**21901****Research Methods in Management***Undergraduate**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 21903 Readings for Thesis in Management, and 21904/21905 Thesis in Management.

**21902****Advanced Theory in Management (F/T)**

*Undergraduate*  
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 21903 Readings for Thesis in Management, and 21904/21905 Thesis in Management. Empirical research is not required for this subject.

**21903****Readings for Thesis in Management**

*Undergraduate*  
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)**

*Undergraduate*  
24cp; prerequisite: 21903 Readings for Thesis in Management

The major research component of the Honours program that 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)**

*Undergraduate*  
24cp; prerequisite: 21903 Readings for Thesis in Management

The major research component of the Honours program that 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)**

*Undergraduate*  
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**

*Undergraduate*  
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 for Managers**

*Undergraduate*  
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

*Undergraduate*  
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; and (c) the use of computer software packages in the analysis and presentation of accounting information, and as an aid to decision making.

## 22126

### Accounting Experience

*Undergraduate*  
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)

*Undergraduate*  
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

*Undergraduate*  
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

*Undergraduate*  
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. Topics covered include the nature and environment of government accounting; implications of the fund theory of accounting for the public sector; federal, State and local government accounting processes and procedures; the 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; and developments and innovations in government accounting.

## 22217

### Accounting for Service Industries I

*Undergraduate*  
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

*Undergraduate*

*6cp; prerequisite: 22566 Accounting for Small Business I*

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

*Undergraduate*

*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.

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

## 22240

### International Accounting

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisite: 22205 Accounting B*

Examines accounting for superannuation. Considers the economic, institutional and legal backgrounds as well as their 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***Undergraduate**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 super-annuation funds.

**22318****Contemporary Issues in Management Accounting***Undergraduate**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***Undergraduate**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.

Topics covered include the objectives of financial accounting; the sources of accounting information; an introduction to accounting ratios; cross-sectional and longitudinal accounting studies; and the relationship of accounting numbers to share price behaviour, corporate financial distress, mergers and acquisitions, and other corporate accounting phenomena.

**22320****Accounting for Business Combinations***Undergraduate**6cp; prerequisite: 22205 Accounting B*

Together with 22420 Accounting Standards and Regulations, this subject 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***Undergraduate**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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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.

Topics covered include the development of an accounting framework for small and medium enterprises; the selection of computer hardware and microcomputer accounting packages; and 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

*Undergraduate*

*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. Topics covered include the evolution of accounting thought and language; the development of accounting principles and structure; the 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; the role of accounting numbers in management compensation plans and corporate debt contracts; accounting and the political process; and accounting ethics and behavioural research in accounting.

## 22522

### Auditing

*Undergraduate*

*6cp; prerequisite: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; corequisite: 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

*Undergraduate*

*6cp; prerequisite: 22522 Auditing*

Builds on the knowledge gained by students in Auditing and enables them to study 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, and present one of these in class.

## 22532

### Auditing Project

*Undergraduate*

*6cp; prerequisite: 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; corequisite: 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

*Undergraduate*

*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.

Topics covered include an overview and the 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; the growing trend towards franchising as a form of small business; taxation and tax planning; insurance and risk, and business disaster planning and recovery; and business and financial planning and budgeting.

## 22567

### Accounting for Small Business 2

*Undergraduate*

*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; how to apply these techniques with the aid of micro-computers and appropriate software; and how to develop integrated business plans to assist in the decision-making process in those enterprises.

Topics covered include an outline and a 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; and performance evaluation.

**22572****Advanced Auditing Techniques***Undergraduate**6cp; prerequisite: 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***Undergraduate**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.

**22610****Accounting for Insolvency***Undergraduate**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. Topics covered include executorship; bankruptcy; the practice of termination accounting; and case studies, including financial management aspects of failed businesses.

**22677****Capstone Project: Financial Strategy and Leadership***Undergraduate**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.

**22705****Management Planning and Control***Postgraduate**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. The 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***Postgraduate**6cp*

Introduces students to the conceptual and practical guidelines for dealing with the management of the modern information systems function. Teaches practical techniques to be used by managers to control the development and deployment of information systems. Introduces the basics of IT architecture and the development of software. Discusses the process of Gating to ensure that the development of IT takes place in a timely

and cost effective manner and accomplishes the objectives of the business. The material will be based on articles in the EDP Analyser – a journal widely read by practicing information systems managers. Areas of particular interest will be cases in IT architecture, IT and business transformation, and IT-driven changes in organisation structure.

### 22730

#### **EDP Control and Audit**

*Postgraduate*  
6cp

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 material examined in the Advanced Auditing module of the Professional Year of The Institute of Chartered Accountants in Australia. These include the use of communication networks; cryptographic security; and risk analysis to evaluate threats and risks posed by computer crime and other fraudulent activities.

### 22739

#### **Business Project – Accounting**

*Postgraduate*  
6cp; *corequisite: 22760 Applied Research Skills in Accounting*

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.

### 22743

#### **Financial Statement Analysis and Financial Modelling**

*Postgraduate*  
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; and corporate planning models and financial statements.

### 22744

#### **Strategic Cost Management**

*Postgraduate*  
6cp; *prerequisite: 22747 Accounting for Managerial Decisions or 22746 Managerial Accounting*

Develops knowledge and skills in the design of cost systems of firms to improve the effectiveness of pricing, product and customer mix decisions, and product and process design. Incorporates the latest developments in the field of cost management accounting, such as value chain analysis, activity-based costing, new technology such as (FMS) and its impact on the design of cost management systems, and the design of non-financial performance measures used in benchmarking quality.

### 22746

#### **Managerial Accounting**

*Postgraduate*  
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 design and use effective management accounting information for planning and controlling organisational activities. Topics include absorption costing, cost behaviour and cost-volume-profit analysis, budgetary planning and control, differential costs, activity-based costing, and standard costing and variance analysis.

### 22747

#### **Accounting for Managerial Decisions**

*Postgraduate*  
6cp

Introduces students to the basics of financial and management accounting. Topics include the nature and purpose of accounting – accounting reports (balance sheets, profit and loss statements, cash flow statements) and analysing accounting; accounting reports and financial reports – the nature of management accounting and cost concepts; strategic planning and budgeting; cost accumulation systems (traditional costing systems and

activity-based costing systems); and responsibility accounting (the management control structure, and analysing and reporting on performance).

### 22748

#### Financial Reporting and Analysis

*Postgraduate*  
6cp

Provides an understanding of the role of financial reporting, competencies and skills in analysing financial statements. Topics include the socio-economic, political and legal environments of corporate financial reporting; balance sheets; profit and loss statements; cash-flow statements; financial statement analysis; economic consequences of financial numbers; and the predictive ability of financial ratios.

### 22749

#### Business Project – Accounting and Finance

*Postgraduate*  
6cp; *corequisite: 22760 Applied Research Skills in Accounting*

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

*Postgraduate*  
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 in Accounting

*Postgraduate*  
6cp; *prerequisites: Semesters 1 to 3 of the Master of Business*

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.

### 22785

#### Research Techniques in Accounting

*Postgraduate*  
6cp

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

*Postgraduate*  
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

*Postgraduate*  
6cp

Provides the management accounting skills, competencies and understanding necessary to support the strategic positioning of an organisation. Emphasises the future orientated and outward looking role of management accounting in organisations in dynamic environments. Considers the role of the management accountant in evaluating alternative courses of action to promote a more adaptive strategic stance for the organisation.

### 22796

#### Strategic Information Management

*Postgraduate*  
6cp

A key role of management accountants is to design, operate and manage financial management and information systems. This subject provides the information systems management skills, competencies and understanding necessary for management accountants and other managers to develop and implement systems to evaluate and support the strategic direction of the organisation.

**22810****Accounting Module 1**

*Postgraduate*  
6cp

Provides basic introduction to the preparation and presentation of accounts and is one of the Professional Year subjects of The Institute of Chartered Accountants in Australia. Topics include the conceptual framework for statements of account; the role and interaction of regulatory bodies and their impact on financial reporting; documentation and recording of transactions within the historical cost model; financial statement preparation and presentation; accounting for economic entities and extended structures; accounting for partnerships, trusts, superannuation plans; accounting for financial instruments; and areas of Corporations Law that impact upon the preparation and presentation of financial statements.

**22812****Accounting Module 2**

*Postgraduate*  
6cp; *prerequisite: 22810 Accounting Module 1*

Provides a basic introduction to business finance, management accounting, and the professional and technical aspects of auditing, and is one of the Professional Year subjects of The Institute of Chartered Accountants in Australia.

**22901****Research Methods in Accounting**

*Undergraduate*  
4cp; *prerequisite: admission to the Honours program*

This subject, 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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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***Undergraduate**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. While 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).

**24xxx****International Promotion and Advertising***Undergraduate**6cp; prerequisite: 24220 International Marketing*

Helps students acquire an understanding of the complexities which surround the successful undertaking of promotional and advertising campaigns overseas, with particular reference to the roles of promotion intermediaries, promotion infrastructure, legal impediments and government involvement. In-depth study will be undertaken of the appropriateness of different forms of promotion according to market, the product/service offered and the situation of the supplier.

Enables students to acquire an understanding of the way in which advertising campaigns need to be modified to suit overseas markets; an appreciation of the various forms of promotion which are appropriate to developing international business; an awareness of the issues which need to be taken into account when undertaking global promotional activities; an ability to evaluate the opportunities and constraints which face firms endeavouring to promote and advertise their products and services overseas; and experience in preparing advertising and promotional campaigns for overseas markets.

Deals with several controversial issues in this area, including country of origin, national versus global campaigns and promoting activities of export groups.

**24105****Marketing Principles***Undergraduate**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***Undergraduate**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 analyses (how to decide what to manufacture); customer relationships, including how to develop and maintain an efficient distribution channel; and purchasing (how to develop cost-efficient and productive long-term relationships with providers of inputs of goods and services to production).

Topics covered include the marketing planning process – the marketing plan; the marketing system; end-user relationships; new product feasibility analyses; marketing across international boundaries; customer relationships; distribution analyses; physical distribution management; sales force management; trade marketing; marketing communications; tenders; selecting a supplier; supplier relationships – the purchasing process; buying, selling and negotiating; and logistics.



**24202****Consumer Behaviour***Undergraduate**6cp; prerequisites: 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***Undergraduate**6cp; prerequisites: 24105 Marketing Principles; 26122 Quantitative Methods for Business; 24309 Introductory Market Research*

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***Undergraduate**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 markets.

**24210****Advertising and Promotions Management***Undergraduate**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***Undergraduate**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***Undergraduate**6cp; prerequisite: 24105 Marketing Principles*

Builds upon existing marketing knowledge by increasing students’ understanding and awareness of issues that are distinct to services. Examines marketing objectives and tasks for services and/or service divisions within companies. Critically assesses current marketing approaches by service sector operators.

Topics covered include 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; and services marketing strategy.

### 24309

#### Introductory Marketing Research

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisites: 24105 Marketing Principles; 24205 Business Marketing*

Distribution problems are a leading cause of product/market failure 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 contem-

porary wholesaling and retailing trends and their impact upon Australian distribution – both domestic and international.

### 24415

#### Marketing Planning and Strategy

*Undergraduate*

*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 that will positively and ethically progress the firm's objectiveness.

### 24430

#### Applications of Marketing Research

*Undergraduate*

*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

*Undergraduate*

*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**

*Undergraduate*

*6cp; prerequisite: 24220 International Marketing*

Builds upon and applies knowledge gained in 24220 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.

Topics covered include 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**

*Undergraduate*

*12cp; prerequisite: 24220 International Marketing*

Broadens and develops students' awareness and appreciation of international marketing, and develops practical skills in various international research activities.

In undertaking international marketing research projects, students engage in secondary research in Australia, undertake primary research while visiting target overseas markets, and analyse data and report to project sponsors in business in Australia.

### 24546

#### **Marketing Research Project**

*Undergraduate*

*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 24430 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**

*Undergraduate*

*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 that allows both amalgamation of this material and specialisation in a subject area of interest. The emphasis is on individual learning through the amalgamation of writing in the project area and liaison with relevant industry spokespeople.

### 24604

#### **Project in Advertising**

*Undergraduate*

*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 a presentation of the validated campaign recommendations.

**24607****International Marketing Management Project***Undergraduate**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***Undergraduate**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.

**247xx****Promotion and Advertising Overseas***Postgraduate**6cp; prerequisite: 24738 International Marketing Management*

Develops an understanding of the complexities surrounding the successful undertaking of promotional and advertising campaigns overseas with particular reference to the roles of promotion intermediaries, promotion infrastructure, legal impediments and government involvement. In-depth study will be undertaken of the appropriateness of different forms of promotion according to market, the product/service offered and the situation of the supplier. Also develops an understanding of the way in which advertising campaigns need to be modified to suit overseas markets; an appreciation of the various forms of promotion which are appropriate to

developing international business; an awareness of the issues which need to be taken into account when undertaking global promotional activities; an ability to evaluate the opportunities and constraints which face firms endeavouring to promote and advertise their products and services overseas; and experience in preparing advertising and promotional campaigns for overseas markets. Deals with several controversial issues in this area, including country of origin, national versus global campaigns, and promoting activities of export groups.

**24702****Marketing Theory and Practice***Postgraduate**6cp*

Introduces the student to the field of marketing. Presents 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 the variables that impact on marketing activity.

**24703****Marketing and International Trade Relations***Postgraduate**6cp; prerequisite: 24712 Multinational Marketing or 24738 International Marketing Management*

Assists students in acquiring an understanding of the influence governments can have on doing business overseas; an ability to evaluate the opportunities and constraints on marketing overseas that arise from international trade relations activities; and an awareness of the procedures involved for business persons to secure the support of governments to improve access and overcome barriers to entry for their products and services overseas.

**24705****Marketing Projects and Services Overseas***Postgraduate**6cp; prerequisite: 24712 Multinational Marketing*

Enables students to acquire an understanding of the complexities that surround the successful negotiation of project work overseas from a marketing perspective, with particular reference to the roles of governments, aid agencies, financial institutions and multilateral 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.

Develops and understanding of the differences between marketing services in Australia and marketing services overseas. Develops the ability to evaluate the opportunities and constraints facing Australian firms endeavouring to market services overseas, both in general and with specific reference to education, health, legal services, accounting services, insurance, tourism and intellectual property.

### **24706**

#### **Services Marketing**

*Postgraduate*

*6cp; prerequisite: 24702 Marketing Theory and Practice or 24734 Managerial Marketing*

Enables students to broaden their understanding of marketing by focusing on the marketing of services. Major areas of economic activity such as tourism, banking, transportation and health care services are not significantly considered in traditional marketing, literature and courses that concentrate on product marketing. The case study method allows students to attain a first-hand understanding of service marketing within a wide variety of industries.

### **24707**

#### **Business to Business Marketing**

*Postgraduate*

*6cp; prerequisite: 24702 Marketing Theory and Practice or 24734 Managerial Marketing*

Focuses on the buying and selling of goods and services between firms, which constitutes 60–80 per cent of all marketing activity. Focuses on development of the special skills and concepts needed to function effectively in this setting, including specialised communication modes, 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.

### **24710**

#### **Buyer Behaviour**

*Postgraduate*

*6cp; prerequisite: 24702 Marketing Theory and Practice*

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, and social and cultural group influences.

### **24712**

#### **Multinational Marketing**

*Postgraduate*

*6cp; prerequisite: 24702 Marketing Theory and Practice*

*Note: Same content as 24738 International Marketing Management*

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. 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 to apply the theoretical knowledge gained to a detailed analysis of a particular foreign market environment and to develop marketing strategies required in that market by an Australian organisation.

### **24713**

#### **Sales Management**

*Postgraduate*

*6cp*

Considers the management of sales in the wider sense being concerned not only with the management of the sales force by the sales manager but also the management of the sales function by the entire organisation. To achieve this not only are the areas of sales force design, organisation, training and motivation considered, but also the nature and role of selling as it relates to business relationship building and sustenance. Introduces students

to the theories underlying this area of marketing and presents practical applications.

## 24720

### Marketing Research

*Postgraduate*

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

*Postgraduate*

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.

## 24734

### Managerial Marketing

*Postgraduate*

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

*Postgraduate*

6cp; prerequisites: 24734 Managerial Marketing or 24702 Marketing Theory and Practice; 24710 Buyer Behaviour is recommended

Examines advertising, promotion and business communication decisions from an advanced viewpoint based on theory and research findings. Provides managers 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 and direct marketing. Includes an applied project covering these decision factors.

## 24737

### Marketing Information Management

*Postgraduate*

6cp; prerequisite: 24734 Managerial Marketing or 24702 Marketing Theory and Practice

Provides a comprehensive coverage of the topic of information in a marketing management context. The concept of the marketing information system provides a basis upon which a detailed treatment of specific issues in information generation, organisation, dissemination and use are built. A major portion of the subject deals with marketing research methodology as applied to the marketing management decision-making context. There is a project requirement to ensure that practical aspects of research methodology are appreciated.

## 24738

### International Marketing Management

*Postgraduate*

6cp; prerequisite: 24734 Managerial Marketing or 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. 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 to apply the theoretical knowledge gained to a detailed analysis of a particular foreign market environment, and to develop marketing strategies required in that market by an Australian organisation.

### 24742

#### **New Product Management**

*Postgraduate*

*6cp; prerequisites: 24702 Marketing Theory and Practice; 22747 Accounting for Managerial Decisions; 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**

*Postgraduate*

*6cp; prerequisite: 24712 Multinational Marketing or 24738 International Marketing Management*

Builds upon existing knowledge in the areas of multinational or international marketing and relates it 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. Issues covered include overseas market selection, internationalisation, globalisation, networks and international marketing, international strategic alliances, international competition theory, international countertrade, setting international prices, and international negotiation from a cultural perspective.

### 24744

#### **Competitive International Marketing Strategy**

*Postgraduate*

*6cp; prerequisites: all core subjects 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**

*Postgraduate*

*6cp; prerequisites: 24734 Managerial Marketing or 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**

*Postgraduate*

*12cp; prerequisites: all core subjects of the Master of Business in International Marketing*

Develops skills in conducting 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.

### 24785

#### Research Techniques in Marketing

*Postgraduate*

*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

*Postgraduate*

*6cp; prerequisite: 24785 Research Techniques in Marketing (unless otherwise approved by the Head of School of Marketing)*

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

*Postgraduate*

*6cp; prerequisites: all core subjects of the Master of Business in Marketing*

Students complete an applied marketing project, integrating and utilising the skills and knowledge acquired in their previous marketing subjects.

### 24791

#### Business Project – International Marketing

*Postgraduate*

*6cp; prerequisites: all core subjects of the Master of Business in International Marketing*

A capstone subject for the Master of Business in International Marketing. Designed to enable students to apply the range of skills and knowledge gained in the rest of the course. Students are required to conduct a project on international marketing related to a particular organisation. It is an alternative to 24755 Applied International Marketing Research.

### 24901

#### Advanced Theory in Marketing

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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)

*Undergraduate*

*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)

*Undergraduate*

*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***Undergraduate**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.

**25209****Macroeconomics***Undergraduate**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***Undergraduate**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.

**25222****Applied Economics***Undergraduate**4cp*

Introduces students to the basic language, concepts and analytical techniques of economics and their application in relevant professional and industrial contexts. Topics cover: market structures and mechanisms and how they relate to the behaviour of firms involved in the provision of goods and services; macroeconomic policy debates in

Australia; the respective economic roles and characteristics of public and private sector organisations involved with selected professional and industrial groups; and the interpretation and critical evaluation of relevant policy and research reports with an economic content.

**25303****Industry Economics***Undergraduate**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***Undergraduate**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***Undergraduate**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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisite: 25209 Macroeconomics*

Extends the basic macroeconomic theory covered in the introductory course in two major respects. First, 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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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 that will enable the completion of projects in concurrent and later courses.

## 154 SUBJECT DESCRIPTIONS

Linear functions, linear algebra, optimisation in economics and finance, linear programming (a graphic approach, simplex algorithm, the dual), nonlinear (quadratic) programming, and multiple linear regression (selected procedures to deal with breakdown in assumptions – multicollinearity, heteroscedasticity and serial correlation) will all be examined.

### 25409

#### Commercial Bank Management

*Undergraduate*

*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, and helps them develop 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; the risk of domestic banking; banks' foreign exchange risks; managing bank risks; managing a bank's foreign exchange operations; liquidity management; banks' use of synthetic products; economics of banking operations; and bank management and strategic planning.

### 25410

#### Corporate Financial Analysis

*Undergraduate*

*6cp; prerequisites: 25314 Business Finance; 25406 Quantitative Techniques for Finance and Economics; 22205 Accounting B*

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

*Undergraduate*

*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 macro-economic 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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisites: 25506 Capital Budgeting and Valuation; 25621 Financing Decisions and Capital Market Theory; 25620 Derivative Securities; or approval of the Head of 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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisites: 25906 Investment Analysis (Honours); 25905 Capital Budgeting and Valuation (Honours)*

A number of theoretical models 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

*Undergraduate*

*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

*Undergraduate*

*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.

## 25705

### Financial Modelling and Forecasting

*Postgraduate*

*6cp*

Introduces students to various models and tools used in financial planning. Students will learn basic forecasting techniques as well as the fundamentals of risk analysis and how risk may be incorporated into financial simulation models, and will develop the ability to implement theoretical concepts developed/used in other subjects.

## 25706

### Economics for Management

*Postgraduate*

*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). Provides a working knowledge of the economic environment for managers.

## 25707

### Government–Business Relations

*Postgraduate*

*6cp*

Examines government policies directed to the behaviour of 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

*Postgraduate*

*6cp*

A key role of a financial manager is to assess and evaluate investment opportunities using the latest financial techniques. Having assessed the viability of an investment, the financial manager needs to arrange the financing of the investment in debt and/or equity markets. Risk and return considerations are crucial in these processes. This subject provides the financial insight and skills for a financial manager to make an effective financial decision for the corporation.

## 25709

### Derivative Security Pricing

*Postgraduate*

*6cp; prerequisite: 25712 Stochastic Methods in Finance*

Builds on the techniques and concepts developed in the subject 25712 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

*Postgraduate*

*6cp; prerequisites: a strong quantitative background through a first degree (e.g. mathematics, econometrics, statistics, physical sciences or engineering) as deemed satisfactory by the Head of School of Finance and Economics*

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

*Postgraduate*

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. Financial markets change rapidly. One major factor affecting the prices of firms assets and the financial decisions of management is the degree to which such assets and decisions are regulated.

## 25712

### Stochastic Methods in Finance

*Postgraduate*

6cp; *prerequisites: a strong quantitative background through a first degree (e.g. mathematics, econometrics, statistics, physical sciences or engineering) as deemed satisfactory by the Head of School of Finance and Economics*

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

*Postgraduate*

6cp; *prerequisite: 25741 Capital Markets or 25765 Corporate Finance*

Introduces the conceptual and theoretical frameworks of the traditional and portfolio approaches to investments, and provides practice in the techniques of portfolio analysis and management. Complements 25765 Corporate Finance in the sense that the concept of risk analysis developed there is applied to asset allocation in a portfolio context. Relates

to the subject 25762 Synthetic Financial Products such that the risk management techniques learnt there can be integrated in portfolio risk management.

## 25731

### International Financial Management

*Postgraduate*

6cp; *prerequisite: 25742 Financial Management or 25765 Corporate Finance*

Examines foreign exchange markets, multinational working capital, international investments and the financing of international operations. Students will be able to understand how firms operate in the international financial environment. International financial management seeks to extend the corporate finance framework. Consideration of foreign exchange markets and parity relationships forms a basis to subsequent subjects dealing in Corporate Treasury Management and Synthetic Financial Products. International investment and financing issues impact on overall investment management decisions and strategies.

## 25736

### Asian–Australian Economic Relations

*Postgraduate*

6cp; *prerequisite: 25706 Economics for Management (unless otherwise approved by the Head of School of Finance and Economics)*

The objective of this subject 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***Postgraduate**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. Develops skills in financial mathematics that are useful in pricing, securities and in financial decision making.

**25742****Financial Management***Postgraduate*

*6cp; prerequisites: 25706 Economics for Management; 22747 Accounting for Managerial Decisions*

Provides the analytical framework for corporate financial decisions. Introduces students to financial theory and to the tools of financial decision making. Concerned primarily with investment project evaluation and determining the financing mix necessary to achieve the firm's financial objectives. Topics include the conceptual basis of financial decisions, accounting statements and cash flow, net present value, the valuation of debt and equity, capital budget 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***Postgraduate*

*6cp; prerequisite: 25741 Capital Markets or 25765 Corporate Finance*

Develops students' ability to conduct corporate financial analysis, both for lending and investment purposes. Students will be able to reconstruct cash flow statements from other financial statements, analyse reasons for corporate failure and determine which financial ratios are crucial. Develops the ability to conduct expert corporate financial analysis which will become a highly desired and critical skill with growth in the role of the banking and managed investment trust sector.

**25744****Current Issues in Finance***Postgraduate*

*6cp; prerequisite: 25742 Financial Management or 25765 Corporate Finance*

Builds upon the knowledge students have gained in previous finance subjects. Introduces students to relevant topics in the field of finance through readings from recent journal articles.

Topics include anomalies in equity pricing; re-examination of market efficiency; performance evaluation; asset and liability management; risk assessment and management; corporate control; capital structure; capital raising; and corporate restructuring.

**25751****Financial Institution Management***Postgraduate*

*6cp; prerequisite: 25742 Financial Management; corequisite: 25741 Capital Markets*

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: economics of financial institutions; capital adequacy and implications; yield curves and gapping in money markets; liquidity management; asset/liability management; interest rate risk management; foreign exchange risk management; strategic planning. Emphasises the practical aspects of managing a bank today.

**25752****Financial Institution Lending***Postgraduate*

*6cp; prerequisite: 25742 Financial Management; corequisite: 25741 Capital Markets*

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 to business firms and individuals, international trade, problem loans, current issues, relationship, and legal matters.

**25753****Issues in Banking***Postgraduate**6cp; prerequisites: 25751 Financial Institution Management; 25752 Financial Institution Lending*

Examines major matters of current concern relating 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.

**25762****Synthetic Financial Products***Postgraduate**6cp; prerequisite: 25721 Investment Management*

Provides an introduction to the management of portfolios using options in financial markets. Stock, index, debt and foreign currency options are discussed, as well as forward and futures contracts and options on these instruments. Discusses the role of such instruments as risk-transferring devices.

**25763****Corporate Treasury Management***Postgraduate**6cp; prerequisites: 25742 Financial Management or 25765 Corporate Finance; 25731 International Financial Management*

Deals with the management of financial price risk in a corporate treasury environment. Students will be able to understand and identify financial price risk, measure exposure, set objectives, measure performance and adopt appropriate tactics and strategies, via use of forwards, futures, swaps and options.

**25764****Venture Capital Finance***Postgraduate**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***Postgraduate**6cp; prerequisites: 22747 Accounting for Managerial Decisions; 25706 Economics for Management; 25742 Financial Management*

Introduces and exposes students to corporate financial management; basic investment decision-making techniques and financing decisions both short term (current) and long term. Topics include risk analysis; capital asset pricing; capital structure and valuation; bankruptcy risk; and cost of capital.

**25785****Research Techniques in Finance and Economics***Postgraduate**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***Postgraduate**6cp; prerequisite: 25785 Research Techniques in Finance and Economics (unless otherwise approved by the Head of School)*

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

**25790****Business Project – Finance***6cp; prerequisites: all core subjects in the Master of Business in Finance*

This project should be undertaken in an organisational setting and should be integral to the elective subjects in the specialisation chosen by the student. It allows students to examine a financial organisation or market through the stages, definition, resolution, decision making and implementation using the financial skills, procedures and knowledge acquired during the course.



**25807****Mergers and Acquisitions***Postgraduate**3cp; prerequisite: 25743 Corporate Financial Analysis*

Examines all aspects of the process by which one organisation is subsumed into another. Topics covered include valuation, leveraged buyouts, asset sales and restructuring and defeasance. Legal and tax aspects of mergers and acquisitions are also examined.

**25809****Technical Analysis***Postgraduate**3cp*

Familiarises students with all aspects of technical analysis – a major force in financial markets. Topics include types of charts, reversal and continuation patterns, congestion/consolidation, Elliot and Kronratieff wave theory, and cross confirmation.

**25811****Swaps***Postgraduate**3cp*

Covers all aspects of the Australian and international swaps markets. Topics include evolution of the swaps market; swap valuation; FRAs vs Swaps; and a practical assessment of interest rate swaps, currency swaps and currency-interest rate swaps.

**25812****Fundraising in International Markets***Postgraduate**3cp; prerequisite: 25741 Capital Markets*

Examines practical aspects of raising funds in offshore markets. Examines the evolution and structure of international financial markets. Covers in detail Eurocurrency, debt and equity markets. Topics include international bond issues, equity link bonds and Eurobonds.

**25813****Financial Negotiation Skills***Postgraduate**3cp*

Effective negotiation requires good technique, practice and confidence. Topics include effective negotiating with authority, reading the opposition and closing the deal. Students

will be able to assess opponents needs, plan strategies that work, break 'deadlocks' develop and encourage concessions.

**25814****Banking and Business Ethics***Postgraduate**3cp*

The exact nature of the subject material will be determined by each presenter.

**25815****Asian Capital Markets***Postgraduate**3cp; prerequisites: 25741 Capital Markets; 25765 Corporate Finance*

Examines the rapidly expanding Asian capital markets. Examines the structure and institutions of the major capital markets and their interconnections. Through an examination of the many recent academic studies that have focused on the emerging Asian financial system. These studies examine efficiency and market anomalies in markets such as Singapore, Malaysia and Hong Kong.

**25816****Computational Finance***Postgraduate**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***Postgraduate**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***Postgraduate**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***Postgraduate**3cp; prerequisite: 25765 Corporate Finance; corequisite: 25721 Investment Management*

Examines all aspects of share market analysis. Topics include valuation, fundamental analysis and stock selection. The fundamental approach to equity valuation and selection focuses on book value, replacement value and discounted cash flows and price to earnings ratio. Technical analysis highlights some of the procedures used by technical analysts to forecast increases in equity valuation.

**25820****Stochastic Numerical Methods in Finance***Postgraduate**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***Postgraduate**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.

**25901****Futures and Options***Undergraduate**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***Undergraduate**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)***Undergraduate**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)***Undergraduate**6cp; prerequisite: 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**

*Undergraduate*

*4cp; prerequisite: admission to the Bachelor of Mathematics and Finance Honours program*

Topics covered include the theory of choice; State preference theory; the mean–variance criteria; capital market equilibrium – CAPM and APT; and efficient capital markets – theory and evidence.

### 25908

#### **Derivative Security Pricing**

*Undergraduate*

*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 an 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; and interest rate derivative securities, including the Heath–Jarrow–Morton model.

### 25910

#### **Thesis in Finance and Economics**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*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.

### 25913

#### **Advanced Microeconomics**

*Undergraduate*

*5cp; prerequisite: admission to the Honours program*

The main objective of this subject is to develop a rigorous understanding of the theory of decision making under uncertainty. Topics include the theory of choice; state preference theory; the mean–variance criteria; capital market equilibrium CAPM and APT; efficient capital markets – theory and evidence.

### 25914

#### **Honours Seminar in Finance and Economics**

*Undergraduate*

*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

*Undergraduate*

*18cp; prerequisite: admission to the Honours program*

A thesis on a topic chosen by the student is undertaken in consultation with his or her supervisor.

## 26122

### Quantitative Methods for Business

*Undergraduate*

*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.

## 26702

### Management Development Outdoors

*Postgraduate*

*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.

## 27xxx

### Cultural Politics: The Arts and the City

*Postgraduate*

*6cp*

Cultural policy makers have become increasingly concerned with notions of place and local identity, and are introducing strategies designed to create senses of place and belonging, involving the work of artists, architects, planners and local communities. By focusing on the city, this subject considers the symbolic and material past, present and future of place as it has been interpreted through the arts, architecture, story-telling and popular culture and recent developments in cultural and urban policy designed explicitly to constitute and affirm local cultural identities. Using the explanatory and methodological insights of cultural studies, this subject will give students an understanding of the negotiated nature of art and place and the complex relationships which exist between its production, consumption and representation. This knowledge will be enhanced through the study of selected case studies where students will be called upon to connect theory and practice by evaluating the contribution these spaces make to the arts and to the cultural 'life' of the city.

## 27xxx

### Ecotourism Planning and Management

*Postgraduate*

*6cp*

Explores the philosophical and ideological basis of ecotourism and issues which arise in relation to conservation, planning and management. Topics covered include environmental philosophy and ideology; social sciences and ecotourism; ecotourism and conservation; and planning and management.

**27xxx****Leisure and the Law***Postgraduate**6cp; corequisite: 27713 Leisure Management*

Introduces students to legal principles and laws as they relate to leisure and its management. Covers law as it affects the leisure participant and leisure manager. Students will come to understand the way the law impinges on themselves as leisure professionals and on their clients – both the planners and entrepreneurs, and those ‘at leisure’ – the recreationists, the players and tourists.

**27xxx****Natural Area Management***Postgraduate**6cp*

Of particular interest to leisure management students. Topics include a review of natural area management systems, including historical development and present status; fundamental problems confronting management of recreation in natural areas – the use and preservation dilemma; alternative approaches for recreation management in natural areas, including public involvement, site management and visitor management; selected issues and case studies in natural areas, e.g. tourism in National Parks, conflicts between traditional users and recreational users integrating recreation with nature conservation.

**27xxx****Project Preparation***Postgraduate**6cp; prerequisite: 27707 Leisure and Tourism Research or 27768 Arts Audience Research Methods*

Covers the selection of a research topic; the process of conceptualising research problems and asking research questions; reviewing the literature; selecting the appropriate research method; devising a research strategy; and preparing a research proposal. In the latter half of the semester students work with an allocated supervisor to prepare their own research proposal to be executed in the 27946 Master’s Project or in the 27754 Arts Management Research Project. Assumes a basic knowledge of the range of qualitative and quantitative research methods used in leisure and tourism research and of a survey and statistical analysis package such as SPSS.

**27xxx****Tourism Marketing***Postgraduate**6cp; prerequisites: 27705 Tourism Systems; 27708 The Travel and Tourism Industry*

Marketing is seen as a key function in tourism management, with a growing specialist literature. This subject provides basic grounding for tourism management students. Topics include: introduction to marketing; marketing systems and their elements; tourism environments; marketing practice; and case history analysis.

**27103****The Olympic Games***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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.

**27108****Lifestyle Analysis***Postgraduate*

*6cp; prerequisite: 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.

**27115****Arts and Entertainment Management***Undergraduate*

*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***Undergraduate**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***Undergraduate*

*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 I***Undergraduate**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.

**27135****Outdoor Education 2***Undergraduate*

*6cp; prerequisite: 27134 Outdoor Education I*

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.

### 27137

#### Water-based Recreation

*Undergraduate*  
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 I

*Undergraduate*  
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

*Undergraduate*  
6cp; prerequisites: 27184 *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

*Undergraduate*  
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.

### 27154

#### Readings for Thesis

*Undergraduate*  
6cp; prerequisite: admission to Honours program; corequisite: 27941 *Advanced Research Methods for Leisure and Tourism*

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

*Undergraduate*  
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 I

*Undergraduate*  
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

*Undergraduate*  
4cp; prerequisite: 27156 *Research Methods I*

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***Undergraduate*

*6cp; prerequisites: 22028 Accounting for Managers; 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***Undergraduate*

*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***Undergraduate*

*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***Undergraduate**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***Undergraduate**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***Undergraduate*

*4cp; 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***Undergraduate**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***Undergraduate**4cp; 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***Undergraduate**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***Undergraduate**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 levels. 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***Undergraduate**6cp; prerequisite: 27187 Leisure Concepts*

Enables students to follow up the introductory material provided in 27187 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***Undergraduate**6cp; prerequisite: 27326 Leisure and Specific Populations*

Enables students to follow up the introductory material provided in 27326 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**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*6cp; prerequisite: 27160 Sport and Exercise Behaviour*

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 I**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*4cp; prerequisites: 91429 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**

*Undergraduate*

*6cp; prerequisite: 27173 Efficiency of Human Movement I*

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**

*Undergraduate*

*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***Undergraduate**6cp; prerequisite: 27173 Efficiency of Human Movement I*

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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**6cp; prerequisites: 27184 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 for 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***Undergraduate**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***Undergraduate**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***Undergraduate**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**

*Undergraduate*

*6cp; prerequisites: 27126 Leisure in Australia (BA in Leisure Studies); 27183 Introduction to Human Movement Studies (BA in Human Movement Studies)*

Students will examine 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**

*Undergraduate*

*6cp*

Introduces the concept 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**

*Undergraduate*

*6cp; prerequisite: 27326 Leisure and Specific Populations*

Enables students to follow up the introductory material provided in 27326 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**

*Undergraduate*

*6cp*

Provides students with practical experience through which they can further develop their professional and personal skills. Professional practice experiences help to prepare students for a career position when they complete of their course of study. Gives students the opportunity to connect theory with practice and critically analyse the outcomes.

### 27190

#### **Professional Practice 2 – Project**

*Undergraduate*

*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**

*Undergraduate*

*6cp*

Provides an understanding of the management issues emanating from the special nature of service industries; examines 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**

*Undergraduate*

*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**

*Undergraduate*

*6cp; prerequisite: 27173 Efficiency of Human Movement I*

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**

*Undergraduate*

*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.

**27249**

**Performance Studies 2**

*Undergraduate*

*4cp; prerequisite: 27149 Performance Studies I*

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**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*6cp; prerequisite: 27187 Leisure Concepts*

Exposes students to the specialised sociological 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**

*Undergraduate*

*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**

*Undergraduate*

*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 a familiarity with a range of evaluation models that have been developed to gauge the effectiveness of leisure facilities.

**27316****Leisure and Fitness Centre Operations**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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 I**

*Undergraduate*  
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

*Undergraduate*

*6cp; prerequisite: 27323 Leisure and Public Policy (for Leisure and Tourism students only)*

Examines the various forms of planning interventions as they apply to leisure and tourism, specifically State environmental planning legislation and practice, relating to development control and environmental impact assessment; selected planning techniques, strategies and principles; and the evaluation of planning proposals, reports and practices.

### 27526

#### Leisure Theory

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisites: 27523 Leisure and Tourism Planning; 27323 Leisure and Public Policy; corequisite: 27526 Leisure Theory*

This subjects represents 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

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisites: 27156 Research Methods 1; 27157 Research Methods 2; and approval of the Course Director*

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

*Undergraduate*

*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 sportsperson, the leisure professional, the tourism manager and the sports administrator.

**27642****Tourism Services Marketing***Undergraduate**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 I***Undergraduate**4cp; 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 I***Undergraduate**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***Undergraduate**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 Attractions Management***Undergraduate**6cp; prerequisite: 27184 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***Undergraduate**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

*Undergraduate*  
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

*Undergraduate*  
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 ecosystems; 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

*Undergraduate*  
4cp; *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

*Undergraduate*  
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

*Undergraduate*  
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.

### 27701

#### Leisure Organisation and Policy

*Postgraduate*  
6cp

Examines the history of organised leisure provision in Australia by the public, private and voluntary sectors; explains the efforts of these three sectors to cater to, as well as shape and control, the leisure behaviour of Australians; describes the ramifications of the provision of organised leisure in Australia and examines linkages with other aspects of public, private and voluntary activities; and analyses the response of contemporary leisure organisations to the economic, political, social and cultural environment in Australia.

**27702****Applied Leisure Theory**

*Postgraduate*  
6cp

Familiarises students with a cross-section of the literature which explains different aspects of leisure theory. The literature addressed will draw from sociology, psychology, history, philosophy and leisure studies. Students will also become familiar with contemporary debates and issues in leisure theory, and with the relevance of the leisure theories and theorists examined to contemporary leisure services and provision.

**27703****Events Management**

*Undergraduate*  
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.

**27704****Economics of Leisure and Tourism**

*Postgraduate*  
6cp; prerequisite: 27709 *Leisure Industry Organisation and Policy (or its equivalent)*

Provides an introduction to the language, concepts, basic principles and analytical techniques of economics and their application to leisure and tourism, including the structure and characteristics of leisure and tourism markets. Explores ways in which economics can be applied to various sectors of, and issues in, leisure and tourism. Also examines the role of the state as leisure and tourism provider and regulator; the means of assessing the value and viability of leisure and tourism investments in the public and private sectors; and the means of determining the economic impact of leisure and tourism activities.

**27705****Tourism Systems**

*Postgraduate*  
6cp

Provides students with knowledge and understanding of the specific and general contexts within which management in, and management of tourism are practised. Systematically analyses the essential elements of tourism in terms of their functional, structural, operational, and interrelational attributes. Examines the nature of the interrelationships between tourism and the significant environments with which it interacts.

**27706****Tourism Management**

*Postgraduate*  
6cp; prerequisites: 27705 *Tourism Systems*; 27708 *The Travel and Tourism Industry*

Enables students to demonstrate a knowledge and understanding of management as a social process; the ability to analyse management theories and empirical studies and assess their applicability to various tourism industry settings and management structures; a knowledge of the functions and levels of management in tourism industry organisations; the ability to formulate management strategies and perform management functions appropriate to sectors of the travel and tourism industry; and, a knowledge and understanding of the necessary ethics and responsibilities of tourism managers in relation to external environments and publics.

**27707****Leisure and Tourism Research**

*Postgraduate*  
6cp

Covers social science research methods: project design; literature review; secondary data; observation; qualitative methods; in-depth interviewing, participant observation; and questionnaire design, sampling and survey analysis (using 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**

*Postgraduate*  
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. Also 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.

**27710****Popular Culture**

*Postgraduate*  
6cp

Familiarises students with the historical idea of popular culture as collective social formation and the contemporary idea of popular culture as mass culture. Students will learn techniques and theories of cultural analysis and will inquire into the relationship between cultural production, popular culture and leisure. The literature on popular culture guides the subject through an analysis of historical material, mass culture, magazines, comics, music, television, sport and tourism.

**27711****Leisure and Tourism Planning**

*Postgraduate*  
6cp

Covers the principles and practices of environmental planning as they relate to leisure and tourism; the nature and components of planning problems (environmental, economic, social, legal, and political) and related data requirements; aspects of state environmental planning legislation and associated instruments that govern leisure and tourism planning including those which relate to development control, particularly in NSW; and critical assessment and evaluation of the outcomes of planning and design policies, decisions and practices.

**27713****Leisure Management**

*Postgraduate*  
6cp; prerequisites: 27702 Applied Leisure Theory; 27701 Leisure Organisation and Policy

Analyses management theories in the context of the leisure industries in the public, nonprofit and voluntary sectors. Legal implications and strategies are considered in leisure industry practices with the focus on case analysis. Considers leisure management in its wider social and political context.

**27714****Tourist Attractions Management**

*Postgraduate*  
6cp; prerequisite: 27705 Tourism Systems or 27708 The Travel and 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. It should be noted that this subject involves a number of field visits.

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, will find this subject of interest.

**27715****The Australian Sports Environment**

*Postgraduate*  
6cp

Develops a conceptual framework for the study of sports management; considers the resource demands which sport imposes at different levels of performance; examines private, public and voluntary structures and organisations which support and administer Australian sport; and considers contemporary issues in Australian sport. Covers the Australian sports system; origins (social need and utility, economic opportunity, emerging nationalism, the 'golden years'); club, public and private sector structures, levels of participation; participation trends and public and private sector policies. Data sources, trends, State and federal government responses, funding sources; social impacts.

Women, Aborigines, ethnic groups, the disabled, the aged, the young; equality of opportunity, market awareness, diversity; commercialisation of sport; economics of competition; sponsorship; the media and sport; challenges facing Australian sport; demographic, planning, lifestyle, participation, access, equity, technology, economic, funding, information scenarios.

## 27716

### Sports Marketing

*Postgraduate*

6cp

Examines the nature of market relations and marketing processes for sport. Focuses on the development of professional skills relevant to marketing strategies in sports management. Covers sport marketing; coordinated activities, product, price, place and promotional of sport; meeting client needs: products, programs and services in sport; selling and marketing orientations in various market sectors; market research, criteria for effective market segmentation; promotional tools – advertising, publicity, incentives; special event marketing in sport. Corporate sponsorship, fundraising, sales and public relations are also covered.

## 27717

### Event and Facility Management

*Postgraduate*

6cp; prerequisite: 27715 *The Australian Sports Environment*

Analyses the procedures necessary for the efficient management of events and facilities in the sport context. Considers planning and operational strategies, financing, supervision and evaluation, concept development and organisational structures.

## 27718

### Sport and the Law

*Postgraduate*

6cp; prerequisite: 27715 *The Australian Sports Environment*

Introduces students to legal principles and law as they relate to sport activity and its management. Considers the sports person and the sports manager in terms of the possible risks, duties and responsibilities within the legal system. Examines contracts, incorporation, directors' liabilities, negligence and risk management, anti-discrimination, consumer protection, and business

organisation, in their relevance to sports management.

## 27719

### Master's Study Unit

*Postgraduate*

6cp

Available for those students who wish to pursue a particular topic of special interest which is not covered by existing core subjects or electives. Can be pursued only with the agreement of the Course Director, who will advise on a suitable supervisor to be appointed by the Head of School, on the basis of an agreed program of work.

## 27751

### Accounting, Finance and Management

*Postgraduate*

6cp

Develops skills in recording and processing accounting information and generating accounting reports; analysing accounting reports; and evaluating investment opportunities and means of financing. Develops an appreciation of the elements of cost and management accounting. Topics include an 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; and budgeting.

## 27752

### Marketing for the Arts

*Postgraduate*

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**

*Postgraduate*  
6cp

The central premise of this subject is that art is a social product. This challenges romantic and mystical notions that 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 regulated 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**

*Postgraduate*  
6cp; *prerequisites: at least three of the Graduate Diploma in Arts Management core subjects*

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; encourages students to consolidate and reflect on knowledge gathered in the course and bring this to bear on a contemporary arts issue; enables students to test their capacity for self-direction and management; develops skills in writing and, if possible, publishing research in arts related areas.

**27755****Arts Organisations and Management**

*Postgraduate*  
6cp; *prerequisite: 27753 The Arts Environment in Australia*

Develops within students a critical appreciation of management practices and organisational forms in the arts and culture industries. Examines the impact of different modes of managing and creative problem solving. Creates an awareness of behavioural issues within arts organisations, including power, control, conflict, negotiation, decision making and strategic planning. Addresses a range of contemporary issues which impact upon managing within these organisations, including leadership, employment relations, cutback management, corporatisation.

**27756****Law and the Arts**

*Postgraduate*  
6cp

Considers the law as it impacts on arts managers and their clients. Examines the legal responsibilities that may be found in day-to-day practice and considers the appropriate responses. Familiarises students with those laws that they can expect to encounter in their professional life. A mock trial is held on topical areas and on issues relevant to practice.

**27759****Accounting and Finance for the Arts**

*Postgraduate*  
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.

**27760****Leisure Management Seminar**

*Postgraduate*  
6cp

This subject is relevant to students who wish to pursue a thesis or research into specialist areas of the field of leisure studies. The subject can be used by students to shape and inform their research proposals. The specific focus of the seminar – sociology, policy, theory etc. – will vary according to student demand.

**27761****Tourism Management Seminar**

*Postgraduate*  
6cp

Allows students to pursue a detailed study of the facets of tourism in which they have a particular interest. Involves the supervised independent development of a program of reading and analysis and preparation of a report. Furthers students' understanding of one or more elements of the tourism system.

**27762****Sports Management Seminar**

*Postgraduate*  
6cp

Examines current research in selected fields of the sport and exercise sciences and/or sports management. Considers topical research concerns, methodologies, instrumentation and related issues in the biomechanical, psychological, sociological and motor learning and control aspects of the sport and exercise sciences and/or in the area of sports management. The syllabus is organised around the interests of the students enrolled.

**27763****Arts and Cultural Policy Seminar**

*Postgraduate*  
6cp

Explores theoretical and conceptual frameworks within which to discuss and critically evaluate current and ongoing issues within the arts industry. Enables students to pursue their own research interests, which should be related as they should be to ongoing professional arts involvement, and supported through regular seminar participation. The field of cultural studies forms the basis of the subject's critical focus. Draws broadly upon sociology, social anthropology, political economy and post structural theories with regard to art theory, and cultural formations. Encourages students to investigate a cultural object or form in relation to its audience. Content and format varies from year to year, depending on student interest.

**27764****Analysis of the Olympic Games**

*Postgraduate*  
6cp

Provides students with knowledge and understanding of the Olympic Games phenomenon in general and its impact on host cities and countries. Covers the history of the ancient Olympics; the origins and development of the modern Olympic Games; political dimensions, including examination of the Olympic Games under fascist, communist, and capitalist regimes; boycotts, terrorism and international politics; cultural, sociological and media aspects of the Games; the idea of the 'Olympism' – its origins, construction and cultural significance; social impacts of the Games in host communities; financing of the Olympic Games and their economic impact;

the Games as a tourism phenomenon; political, social and economic analysis of hallmark events (festivals and major sporting events) in general; and issues facing the Olympic Games, such as drugs, discrimination and commercialisation.

**27765****Tourist Event Management**

*Postgraduate*  
6cp; prerequisite: 27705 *Tourism Systems*

Events play a significant role in the development of tourist destination regions acting as, amongst other things, tourist attractions and catalysts for infrastructure development. This subject examines these roles and then addresses: the marketing, management and evaluation of meetings, festivals and other special events; the functions performed by events from the perspective of organisers and participants; the costs and benefits of events from a community viewpoint. Allows students to develop specific skills and knowledge to take up positions in this rapidly expanding sector of the travel and tourism industry. Individuals seeking employment in meetings and events management firms, federal, State, and local tourism organisations, inbound tour operators, and the accommodation sector, will find this subject of particular interest.

**27766****Managing Transportation for Tourism**

*Postgraduate*  
6cp; prerequisite: 27708 *The Travel and Tourism Industry*

Examines the role of transportation in the tourism industry. Introduces the student to analytical techniques, environmental and regulatory forces and the unique characteristics of service delivery in tourism transportation. Focuses on strategic implications for tourism transportation firms.

**27767****Tourist Behaviour**

*Postgraduate*  
6cp; prerequisite: 27707 *Leisure and Tourism Research or demonstrated research capabilities*

Examines the conceptual and methodological approaches to the study of tourist behaviour. Based on contributions from social psychology and environmental psychology with input from the other social sciences. Relates the tourist to the environments in which he or she

operates. Application of the knowledge to the management of tourism is central to the subject.

### **27768**

#### **Arts Audience Research Methods**

*Postgraduate*

6cp

Examines the methods, results and uses of empirical research on actual and potential arts audiences. Addresses the role of research in arts management and cultural policy, including policy studies, feasibility studies, market demand studies, and program evaluation. Develops practical skills in report writing, the use of the literature, secondary data analysis, observation, qualitative methods, and questionnaire surveys, including the use of the SPSS computer package for survey analysis.

### **27769**

#### **Professional Practice for Graduates**

*Postgraduate*

6cp; *prerequisites: at least two Graduate Diploma core subjects*

Designed for those students who have limited work experience in the leisure/tourism/arts/sports industries. Provides the opportunity, through a placement, to gain such experience and to relate it to theoretical and applied learning. For those students who are already working in a relevant industry, it provides the opportunity for the student to utilise that experience in a specific way, to reflect on the experience and to relate it to theoretical and applied learning. Based on evaluation of an existing or arranged period of work experience and an individual learning contract developed in association with a supervisor.

### **27787**

#### **Accounting Practices for Management**

*Postgraduate*

6cp

Develops skills in the accounting recording process; introduces students to annual reports as a source of information; develops skills of analysis and interpretation of a corporation's financial position; introduces students to the goals of financial decision making, sources of finance and long term investment decision making; examines the contemporary financial accounting and reporting environment and the accounting standards-setting process;

examines the elements of cost and management accounting; and examines the elements of computer-based accounting systems.

### **27806**

#### **Tourism Management Project**

*Postgraduate*

6cp; *prerequisites: 27708 The Travel and Tourism Industry; 27707 Leisure and Tourism Research*

The aim of this subject is to bring to fruitful completion an applied management project which relates to a tourism industry opportunity or problem; demonstrate the ability to integrate the knowledge and skills acquired in the course and apply them to managerial decision making; demonstrate the ability to function effectively in a management team; and 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**

*Postgraduate*

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**

*Postgraduate*

6cp

Conveys basic knowledge and understanding of general legal principles and processes that affect business activities in Australia; and assists students to demonstrate knowledge and understanding of laws and regulations which have particular significance for the

tourism industry, and recognise legal obligations in management contexts in the tourism industry. Topics include contracts, travel brochures, tour packages, international conventions, travel agents act, loss of enjoyment, risk management, incorporation, consumer protection, and trade practices.

## 27809

### Leisure Studies Project

*Postgraduate*

*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

*Postgraduate*

*6cp; prerequisite: one core graduate subject*

Explores the shifting meanings of culture in the history of tourism; and examines the idea of contemporary tourism as a culture industry i.e. an industry where cultural forms, processes, artefacts and spectacles are exchanged, consumed or experienced in various ways. Explores the major traditions of analysis of cultural tourism: the sociological, anthropological and semiotic perspectives, specifically in terms of their value for a critical evaluation of the cultural dimensions of tourism. Applies the major theoretical debates and concepts to a series of Australian case studies. Examines the possibilities for sustainable tourism, that is regionally and culturally appropriate and non-exploitative tourism.

## 27915

### Applied Studies A

*Postgraduate*

*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

*Postgraduate*

*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

*Postgraduate*

*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

*Postgraduate*

*6cp; prerequisite: 27707 Leisure and Tourism Research*

Assumes a basic knowledge of the range of qualitative and quantitative research methods used in leisure and tourism research and of a survey and statistical analysis package such as SPSS. Covers two areas: conceptual/theoretical/qualitative and quantitative. The first of these addresses the nature of social science research and its relationship to policy and the development of knowledge and the conceptualisation and design of research projects. The quantitative part involves the application of statistical methods and exploration of the more advanced capabilities of the SPSS package.



**27943****Sociology of Leisure***Postgraduate**6cp; prerequisites: 27702 Applied Leisure Theory or 27753 The Arts Environment in Australia*

For students who seek to pursue a thesis or do research in the sociology of leisure or cultural studies applied to leisure. Draws selectively from the sociology of leisure literature and identifies contemporary debates and developments. Focuses on one or two theorists in detail. Moves into the work of broader social theorists such as Simmel, Freud, Barthes, Foucault or Lyotard and examines the way in which their more general social theory can be used to understand aspects of leisure.

**27944****Leisure Policy***Postgraduate**6cp; prerequisites: 27701 Leisure Organisation and Policy; 27711 Leisure and Tourism Planning*

In-depth examination of policy analysis methods and their application to issues in leisure and tourism; theories of decision making; and political philosophies and their implications for leisure and tourism. Examines a series of case studies in sport, the arts, tourism and outdoor recreation.

**27945****Leisure and Tourism Futures***Postgraduate**6cp*

Examines forecasting techniques and their application to leisure and tourism and to examine 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/tourism organisations.

**27946****Master's Project***Postgraduate**12cp; prerequisites: 27707 Leisure and Tourism Research; 27xxx Project Preparation*

It is expected that this Project will result in a project report approximately 10,000 words in length. The Project can be theoretical or applied

in nature and could therefore be based entirely on reading of published material or it could involve collation and interpretation of secondary data or a limited collection of primary data. The 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***Postgraduate**36cp; prerequisites: 27941 Advanced Research Methods for Leisure and Tourism; plus one elective chosen from 27943 Sociology of Leisure or 27944 Leisure Policy, or an elective approved by the 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, identify and analyse research problems, and present the results in a coherent and scholarly manner.

**28701****Business and the Changing Environment***Postgraduate**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 creating alternatives in business. This subject is presented in a flexible form where students undertake three modules over the year, conducted for one to two days over three weekends. Modules will consist of lectures by industry speakers and workshop sessions.

**28702****Business Analysis***Postgraduate**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***Postgraduate**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***Postgraduate**6cp; prerequisite: all 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.

**SUBJECTS OFFERED BY OTHER FACULTIES****015001****Language Culture and Communication I***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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 lifespan; 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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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

*Undergraduate*  
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.

### 023003

#### The Secondary School: Social Bases and Critical Issues

*Undergraduate*  
4cp

Students will appreciate the nature of educational problems in the school and the education system in New South Wales in terms of their social and philosophical underpinnings. They will also examine the role of Federal Government in education; explain how social characteristics influence the educational outcomes of certain social groups and identify appropriate policies and programs which address these outcomes; identify and analyse the direction of social and educational change and the interaction between schools and society in this regard; analyse and evaluate alternative viewpoints in relation to some critical educational issues raised; determine their own reasoned and logically supported position in relation to such issues; move towards a commitment to specific policies and practices that follow from the position they have adopted.

### 023191

#### Secondary Practicum I

*Undergraduate*  
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

*Undergraduate*  
12cp; prerequisite: 023191 Secondary Practicum I; corequisite: 027001 Learning in PDHPE

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.

### 023502

#### Social Bases of Education

*Undergraduate*  
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.

### 023504

#### Introduction to Developmental and Educational Psychology

*Undergraduate*  
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.

### 027001

#### **Learning in Personal Development, Health and Physical Education**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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***Undergraduate**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***Undergraduate**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.

**31504****Business Information Systems Design***Undergraduate**6cp*

This subject deals with information systems in their organisational context.

The effects of information systems on society, organisations and individuals are discussed. Examples from typical organisations are used to illustrate information systems concepts. Techniques for analysing and describing user requirements are introduced.

Throughout the subject there is an emphasis on human activities, the importance of the user in the analysis phase and the usability of systems. Another theme is communication skills i.e. the ability of the analyst and designer of an information system to interview, to write reports and manuals, to design efficient and effective interfaces and to give presentations on the system.

**31505****Business Information Systems Management***Undergraduate**6cp*

Introduces information systems concepts including their static and dynamic components. Describes how these concepts can be used to model information systems to correctly capture 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 developments including object-oriented methods, data flow diagrams and Entity–Relationship modelling and describes the relationships between these techniques and their application.

**31506****Business Information Systems Implementation***Undergraduate**6cp*

COBOL language syntax and structures. Report layout principles. Indexed file concepts, design and implementation of a simple online inquiry/update package.

**31521****Foundations of Computing and Programming***Undergraduate**6cp*

Introduces computer hardware, programming, operating systems and applications software.

**31531****Systems Analysis and Design***Undergraduate**6cp*

This subject is concerned with the systems development life cycle, the tools and techniques used in the analysis of systems' requirements, and the determination of alternative implementation strategies.

**31551****Database***Undergraduate**6cp; prerequisite: 31531 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.

**31561****Data Communications***Undergraduate**6cp; prerequisites: 31531 Systems Analysis and Design; 31521 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***Undergraduate**4cp; prerequisites: all Year 1 subjects; 21171 Supervised Industry Practicum 1; corequisites: Technology core*

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***Undergraduate**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 modelling 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***Undergraduate**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***Undergraduate**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

*Undergraduate*

*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

*Undergraduate*

*4cp; prerequisite: 31434 Database Design*

Introduces OODB concepts. Reviews the basic OO principles and discusses their application to databases. The theoretical discussion will be supported with practical exercises using a commercially available OODBMS.

### 31922

#### Object-oriented Methodologies

*Undergraduate*

*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

*Undergraduate*

*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)

*Undergraduate*

*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 two and three dimensions. Functions of one and several variables. Maxima and minima. Taylor's theorem. Partial derivatives. Gradient and Hessian. Classification of critical points.

### 35101

#### Mathematics I

*Undergraduate*

*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

*Undergraduate*

*6cp; prerequisite: 35101 Mathematics I*

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's 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; and Lagrange multipliers.



**35151****Statistics 1**

*Undergraduate*  
6cp; 6hpw

Describing and explaining data. Producing data. Probability. Random variables. Introduction to inference. Inference for distributions. Inference for categorical data. Regression. Analysis of variance. Distribution-free inference.

**35212****Linear Algebra**

*Undergraduate*  
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**

*Undergraduate*  
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 I**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
6cp; prerequisites: 35151 Statistics 1 or 26122 Quantitative Methods for Business; 35102 Mathematics 2 or 33401 Mathematics (Computer Science); 35241 Mathematical Programming I

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**

*Undergraduate*  
6cp; prerequisite: 35241 Mathematical Programming I

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 algorithms; algorithm analysis; auction algorithm; solution of

problems using commercially available software.

### 35353

#### Regression Analysis and Experimental Design

*Undergraduate*

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

*Undergraduate*

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

*Undergraduate*

6cp; prerequisites: Technology core; corequisites: Semester 4 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

*Undergraduate*

4cp; prerequisites: all Year 1 subjects; 21171

Supervised Industry Practicum 1; corequisites: Technology core

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

*Undergraduate*

54cp; prerequisites: all Year 1 subjects; 21171

Supervised Industry Practicum 1; corequisites: Technology core

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

*Undergraduate*

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.

### 49002

#### Project Management

*Postgraduate*  
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.

### 52221

#### Gender at Work

*Undergraduate*  
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

*Undergraduate*  
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

*Undergraduate*  
6cp; *prerequisites: 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

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
8cp; prerequisites: 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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
6cp; prerequisite: 55041 Information Science 2: Information 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***Undergraduate**6cp; prerequisite: 45125 Engineering Discovery or permission of the 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.

**56002****Group Communication***Undergraduate**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***Undergraduate**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***Undergraduate**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 Relations Strategies and Management***Undergraduate**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***Undergraduate**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***Undergraduate**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.

### 56014

#### Public Relations Professional Practice

*Undergraduate*

*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.

### 56744

#### Public Relations Management

*Postgraduate*

*6cp*

Assists current and potential public relations practitioners in their professional development. Examines the management of recent public relations campaigns in Australian organisations; develops the ability to set objectives, choose and implement research methods, decide strategies and construct evaluation methods suitable to particular campaigns; and approaches public relations as a specialised form of communication management.

### 56955

#### Foundations of Communication

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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)

*Undergraduate*

*6cp; prerequisite: HSC Chemistry would be advantageous*

Involves the study of chemical concepts in relation to the human body.

### 65101

#### Chemistry 1M

*Undergraduate*

*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

*Undergraduate*

*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 I

*Undergraduate*

*6cp; prerequisite: 65101 Chemistry 1M or equivalent*

Introduces organic chemistry. Nomenclature, functional groups, reaction mechanisms, stereochemistry, chemical and instrumental analysis.

### 65301

#### Spectroscopy and Structure

*Undergraduate*

*7cp; prerequisites: 65201 Chemistry 2M or equivalent; 65202 Organic Chemistry I*

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

*Undergraduate*

*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

*Undergraduate*

*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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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**

*Undergraduate*  
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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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***Undergraduate**6cp; prerequisites: 70417 Corporate Law; 70516 Equity and Trusts*

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***Undergraduate**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***Undergraduate**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****Corporate Insolvency and Administration***Undergraduate**6cp; prerequisite: 79202 Business Law (or equivalent)*

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***Undergraduate**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***Undergraduate**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***Undergraduate**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**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*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**

*Undergraduate*

*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.

**79404**

**Law for Third Sector Managers**

*Undergraduate*

*4cp*

Introduces a basic understanding of the many strands of law which affect community managers in their work. Introduces the legal system. Considers areas of contract, company, taxation, employment and tort law which are relevant to community managers.

**79411**

**Advanced Companies and Securities Law**

*Undergraduate*

*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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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****Business Bankruptcy***Undergraduate**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

*Undergraduate*

*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

*Undergraduate*

*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

*Undergraduate*

*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.

### 79701

#### Stamp Duties

*Postgraduate*

*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

*Postgraduate*

*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

*Postgraduate*

*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

*Postgraduate*

*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

*Postgraduate*

*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 – interpretive 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

*Postgraduate*  
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.

### 79711

#### Advanced Industrial Law

*Postgraduate*  
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

*Postgraduate*  
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; S.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

*Postgraduate*  
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

*Postgraduate*  
6cp

Provides an understanding of the matters encompassed by industrial law. Covers the common law and subsequent statute law relating to employer and employee, the legal regulation of the working conditions and pay of Australian employees at both the federal and State levels, the parameters of industrial law, and the employer/employee relationship in both the individual and collective aspect.

**79732**

**Law for Administrators**

*Postgraduate  
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**

*Postgraduate  
6cp*

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**

*Postgraduate  
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**

*Postgraduate  
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 – Administration**

*Postgraduate  
6cp; prerequisites: 21766 Managing Community Organisations; 21728 Public Sector Management*

Familiarises students with the operations of the legal system including the role of parliament, the courts, the tribunal; 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 covered include introduction to the legal system's constitutional aspects; the nature of legal rules; the legislative framework for actions against the 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**

*Postgraduate  
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**

*Postgraduate*  
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**

*Postgraduate*  
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 I**

*Postgraduate*  
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**

*Postgraduate*  
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.

**79771****Dispute Resolution**

*Postgraduate*  
6cp; *prerequisite: 79718 Advanced Taxation*

Introduces the theoretical and practical aspects of this newly developing area which is applicable to all professions, to business and to government. Gives an overview of the processes of dispute resolution which includes dispute prevention and minimisation, dispute management, dispute system design and dispute resolution. Topics covered include: an overview of dispute resolution processes in Australia; the theoretical basis of the recent movement; introduction to mediation and negotiation theory; communication skills; critiques of the ADR and its implication and introduction to dispute resolution programs in Australia. A compulsory component is a six-day skills training workshop.

**79775****Finance Law**

*Postgraduate*  
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.

**79794****Law for Managers – Community**

*Postgraduate*  
6cp; *prerequisite: 21766 Managing Community Organisations*

Broadly outlines appropriate areas for community managers so that students will be aware of the following: the general operation of the legal system and the nature of legal rules; the legal methods for operating a nonprofit organisation; and particular areas of law which impact on the liability and responsibility of community managers.

**79811****Taxation Module**

*Postgraduate*  
6cp

Provides basic training in taxation law and regulations and is one of the Professional Year subjects of The Institute of Chartered Accountants in Australia. Topics include assessable income, capital gains, allowable deductions, classes of taxpayers, international



taxation, tax planning and tax avoidance provisions, administration, fringe benefits tax, superannuation guarantee charge.

### 91429

#### Physiological Bases of Human Movement

*Undergraduate*

6cp; prerequisites: 27180 *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.

### 91518

#### Physiological Foundations of Health I

*Undergraduate*

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

*Undergraduate*

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 – anatomy 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***Undergraduate**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***Undergraduate**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.

**92xxx****International Health Management***Postgraduate**6cp*

Examines two main aspects of health management – trends and lessons from overseas that have relevance for Australian health managers and the potential marketing and transfer of Australian health management expertise to overseas countries. Topics include health funding policy (and epidemiological considerations), health care models and management systems; context of health management (prevailing conditions); management of health technology; ethical and legal dimensions of health management; concepts of quality management.

**92112****Health Care in Australia***Undergraduate**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***Undergraduate**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***Undergraduate**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***Undergraduate**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, and disciplinary bodies and procedures.

**92775****Contemporary Issues in Health Care***Postgraduate**6cp*

Expands students' awareness and understanding of current issues and their impact within the health care system. Issues addressed include a state, national and international focus. It is anticipated that the topical issues discussed will provoke inquiry and encourage students to define their position and role as learner, practitioner, professional and leader. Provides scope for the inclusion of topical issues as they arise.

**92794****Politics, Power and Policies in Health Care***Postgraduate**6cp*

Students will be given the opportunity to explore policies that affect health care from a number of perspectives. The influence and effects of the various interest groups, and the effect of differing ideologies on the process of policy making will be analysed.

**92797****Research for Nursing Practice***Postgraduate**6cp*

Expands students' understanding of, and commitment to, the development of research-based nursing knowledge. Students will be given the opportunity to develop a broad understanding of common approaches to nursing research and the place of research in nursing practice. Extends students' ability to critically evaluate research reports.

**92802****Qualitative Methods in Nursing Research***Postgraduate**6cp*

Further develops students' understanding of research methods which yield qualitative data. Explores issues related to common philosophical underpinnings of research, the various methodologies available, common approaches to data collection, forms of data analysis, and appropriate means of disseminating findings.

**92803****Quantitative Methods in Nursing Research***Postgraduate**6cp*

Continues the development of research knowledge and skills for students interested in quantitative methods, focusing on the application of complex experimental and quasi-experimental designs in nursing. Students will deepen their understanding of the inferential handling of data, the concepts of validity and reliability, the assumptions of normal and non-normal distributions and the strategies for analysing non-parametric data. It is expected that students will extend their skills in the analyses and in the interpretation of univariate and multivariate research designs.

**98719****Recreation, Tourism and Natural Resource Management***Postgraduate**6cp*

Examines the management issues arising from the use of coastal areas for leisure. The Australian coast, particularly in natural areas, is a significant site for recreation and tourist activities. To ensure that these areas are managed sustainably, it is essential to consider the impacts and implications of this use for the natural coastal system and to develop techniques that will allow this use to continue.

## INTERNATIONAL STUDIES SUBJECTS

**59341**

### Modernisation and Globalisation

*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, as well as rapid social, economic and political change in Eastern Europe, East and South-East Asia. There have been various claims for the inevitable triumph of the homogenising influences of capitalism and democracy; renewed emphasis on cultural determinism; and questioning of the Eurocentricity of the social sciences. Through an examination of key elements of modernisation and globalisation this subject provides an introduction to social change in Western Europe, Latin America, East and South-East Asia, as well as the academic discussions about 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.

(Offered by the Faculty of Humanities and Social Sciences)

**971101, 972101, 973101, 974101**

### Modern Standard Chinese 1

*8cp; 1st semester, 6hpw; prerequisite: nil*

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 learnt Chinese at school and obtained HSC-level 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 I**

*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; and 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**

Thai is offered to UTS students through the language program offered jointly by the University of Sydney and Macquarie

University. The program is designed to allow complete beginners in Thai to reach a survival level that will allow them to continue their studies in Thailand. If student numbers permit, classes will be available on UTS campuses.

### **971331, 972331, 973331, 974331**

#### **Malaysian 1**

*8cp; 1st semester, 6hpw; prerequisite: nil*

Malaysian 1 is the first in a series of four units for students with no prior knowledge of the language. 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 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, to 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 range of everyday written language, such as signs and items and prices on menus.

#### **Malaysian 2**

*8cp; 2nd semester, 6hpw; prerequisite: Malaysian 1*

Malaysian 2 is the second in a series of four units for students with no prior knowledge of Malaysian. By the end of the subject, students are expected to have achieved minimum survival proficiency and to 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 belief; personalities and biography; letters; and Australia–Malaysia 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 limited feelings, likes and dislikes. Students should be able to understand short practical written information, such as familiar signs, commands and timetables and develop skills for reading longer, less familiar written forms.

### **Malaysian 3**

*8cp; 1st semester, 6hpw; prerequisite: Malaysian 2*

Malaysian 3 is the third in a series of four units for students with no prior knowledge of Malaysian, or first in a series of four for students who have prior knowledge or experience in Malaysian. 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 belief; 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 a limited ability to express opinions. Students should also be able to comprehend simple texts, such as messages, instructions and directions and write simple formulaic letters.

### **Malaysian 4**

*8cp; 2nd semester, 6hpw; prerequisite: Malaysian 3*

Malaysian 4 is the fourth in a series of four units for students with no prior knowledge of Malaysian, or second in a series of four units for students who have prior knowledge or experience of Malaysian. 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 demonstrating the following themes: role of women; employment/labour; employers; mainstream/marginal cultures; literature; unity and diversity (multi-culturalism); the environment; and Australia–Malaysia relations.

Students are expected to have developed a vocabulary of about 4,000 words and an ability to recognise, predict and use common word order and affixational patterns and recognise and respond to a limited range of social

situations. This subject prepares students to discuss familiar events and topics and give opinions without undue hesitation and with a limited ability to justify these opinions. Students should also be able to deal with short texts and correspond with Malaysians on familiar topics.

### **Malaysian 5**

*8cp; 1st semester, 6hpw; prerequisite: Malaysian 4*

Malaysian 5 is the third in a series of four units for students who have had prior experience of Malaysian. 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; 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, and the ability to recognise and reflect on ways in which vocabulary and grammatical patterns vary according to situation, and how choices in grammar and vocabulary can convey the point of view of the reader and speaker beyond the basic transmission of information. This subject prepares students to discuss a range of social topics and 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 third and of articles and documents on familiar topics and write short texts, such as letters and instructions.

### **Malaysian 6**

*8cp; 2nd semester, 6hpw; prerequisite: Malaysian 5*

Malaysian 6 is the fourth in a series of four units for students who have had prior experience of Malaysian. By the end of the subject, students are expected to have begun to develop minimum vocational proficiency and to be able to satisfy all routine social and a significant range of work demands relating to 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, the ability to vary their language appropriately in accordance with a limited range of social and work situations, be able to recognise and

manipulate a choice of vocabulary and grammatical patterns on a limited level and to convey certain points of view. This subject prepares students to discuss a range of social topics and limited range of work topics, to present arguments or points of view, and to frame these in a style 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.

**971414/5, 972414/5, 973414/5,  
974414/5**

### **French**

The French language programs offered through the Institute for International Studies are those taught at the University of Sydney and Macquarie University. Both universities teach the language at various levels, accommodating different levels of proficiency. The French subjects develop communicative skills in listening, speaking, reading and writing, and introduce students to literary texts. Students also learn about French culture and contemporary society.

**971424/5, 972424/5, 973424/5,  
974424/5**

### **German**

The German language programs offered through the Institute for International Studies are those taught at the University of Sydney and Macquarie University. Both universities teach the language at various levels, accommodating different levels of proficiency. The German subjects develop communicative skills in listening, speaking, reading and writing, and introduce students to literary texts. Students also learn about German culture and contemporary society.

**971434/5, 972434/5, 973434/5,  
974434/5**

### **Italian**

The Italian language programs offered through the Institute for International Studies are those taught at the University of Sydney and Macquarie University. Both universities teach the language at various levels, accommodating different levels of proficiency. The Italian subjects develop communicative skills in listening, speaking, reading and writing, and introduce students to literary texts. Students

also learn about Italian culture and contemporary society.

**971501, 972501, 973501, 974501**

### **Spanish I**

*8cp; 1st semester, 6hpw; prerequisite: nil*

Spanish 1 is the first 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 or Spain.

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 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 or Spain.

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 in basic social interactions. 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 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 or Spain.

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 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 or Spain.

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 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 or Spain.

By the end of the subject, students would be expected to have achieved the communicative competence in speaking, listening, reading and writing, 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 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 or Spain.

By the end of the subject, students would be expected to be able to speak the language with sufficient accuracy, and 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 various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

### **971710, 972710, 973710, 974710**

#### **Greek**

Greek is offered to UTS students through arrangements with other universities in Sydney. Combined degree students with a sound working knowledge of the language are admitted to study Greek. Students are placed in classes appropriate to their level of competence. The program focuses on furthering writing and oral skills in contemporary Greek and learning about literature, society and culture.

### **971724, 972724, 973724, 974724**

#### **Serbian**

Serbian is offered to UTS students through an arrangement with Macquarie University. Combined degree students with a sound working knowledge of the language are admitted to study Serbian. Students are placed in classes appropriate to their level of competence. The aim of the Serbian language program is to provide students with a sound knowledge of the language to enable their independent exploration of Serbian language and literature.

### **971734, 972734, 973734, 974734**

#### **Russian**

Russian is offered to UTS students through an arrangement with Macquarie University. Combined degree students with a sound working knowledge of the language are admitted to study Russian. Students are placed in classes appropriate to their level of competence. The aim of the Russian language program is to give students a good working knowledge of modern written and spoken Russian and to enable them to express themselves in the language correctly and with reasonable facility.

### **971744, 972744, 973744, 974744**

#### **Croatian**

Croatian language is offered to UTS students through an arrangement with Macquarie University. Combined degree students are admitted to study Croatian only at a minimum post-HSC level of language proficiency. Students are placed in classes appropriate to their level of competence with particular emphasis in furthering pronunciation and writing skills and learning about the history of the Croatian language.

### **971754, 972754, 973754, 974754**

#### **Slovenian**

Slovenian is offered to UTS students through an arrangement with Macquarie University. Combined degree students with a sound working knowledge of the language are admitted to study Slovenian. Students are placed in classes appropriate to their level of competence. The aim of the Slovenian language program is to provide students with a sound knowledge of the language to enable them communicate effectively with particular emphasis placed on broadening their vocabulary and grammar.

### **971764, 972764, 973764, 974764**

#### **Polish**

Polish is offered to UTS students through an arrangement with Macquarie University. Combined degree students with a sound working knowledge of the language are admitted to study Polish. Students are placed in classes appropriate to their level of competence. The Polish language program allows students to improve their linguistic competence through practice in speaking and writing skills while consolidating their previous knowledge of grammar.

### **971774, 972774, 973774, 974774**

#### **Ukrainian**

Ukrainian is offered to UTS students through an arrangement with Macquarie University. Combined degree students with a sound working knowledge of the language are admitted to study Ukrainian. Students are placed in classes appropriate to their level of competence. The Ukrainian language program allows students to improve their reading, writing and oral skills with particular emphasis placed on the study of grammar and syntax.

**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 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, economically and politically. 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 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 Europe***8cp; 2nd semester, 5hpw*

This unit is an introduction and an overview laying the groundwork for the study of contemporary Europe. It surveys present-day European Union institutions and sociopolitical developments and provides a comparative study of political and social developments in the countries of Western and Eastern Europe. It aims to provide students with an understanding of the historical background of the present-day Europe and enable them to identify major contemporary policy issues in this region of the world.

**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. In Latin America, as it has come out from behind the shadow of the USA, there has been greater awareness of community and identity at both 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.

**977111****In-country Study I: China**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97712x****In-country Study I: Guangdong or Hong Kong**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97713x****In-country Study I: Taiwan**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97721x****In-country Study I: Japan**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977311****In-country Study I: Indonesia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977322****In-country Study I: Thailand**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977331****In-country Study I: Malaysia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97741x****In-country Study I: France**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97742x****In-country Study I: Germany**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977431****In-country Study I: Italy**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977451****In-country Study I: Spain**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97751x****In-country Study I: Argentina**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97751x or 97752x****In-country Study I: Argentina or Chile**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**97752x****In-country Study I: Chile**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977710****In-country Study I: Greece**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977720****In-country Study I: Serbia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977730****In-country Study I: Russia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977741****In-country Study I: Croatia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977750****In-country Study I: Slovenia**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**977760****In-country Study I: Poland**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program



**977770****In-country Study 1: Ukraine**

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

**978111****In-country Study 2: China**

24cp; prerequisite: 977111

**97812x****In-country Study 2: Guangdong or Hong Kong**

24cp; prerequisite: 97712x

**97813x****In-country Study 2: Taiwan**

24cp; prerequisite: 97713x

**97821x****In-country Study 2: Japan**

24cp; prerequisite: 97721x

**978311****In-country Study 2: Indonesia**

24cp; prerequisite: 977311

**978322****In-country Study 2: Thailand**

24cp; prerequisite: 977322

**978331****In-country Study 2: Malaysia**

24cp; prerequisite: 977331

**97841x****In-country Study 2: France**

24cp; prerequisite: 97741x

**97842x****In-country Study 2: Germany**

24cp; prerequisite: 97742x

**978431****In-country Study 2: Italy**

24cp; prerequisite: 977431

**978451****In-country Study 2: Spain**

24cp; prerequisite: 977451

**97851x****In-country Study 2: Argentina**

24cp; prerequisite: 97751x

**97851x or 97752x****In-country Study 2: Argentina or Chile**

24cp; prerequisite: 97751x or 97752x

**97852x****In-country Study 2: Chile**

24cp; prerequisite: 97752x

**978710****In-country Study 2: Greece**

24cp; prerequisite: 977710

**978720****In-country Study 2: Serbia**

24cp; prerequisite: 977720

**978730****In-country Study 2: Russia**

24cp; prerequisite: 977730

**978741****In-country Study 2: Croatia**

24cp; prerequisite: 977741

**978750****In-country Study 2: Slovenia**

24cp; prerequisite: 977750

**978760****In-country Study 2: Poland**

24cp; prerequisite: 977760

**978770****In-country Study 2: Ukraine**

24cp; prerequisite: 977770

# ***Guidelines for Bachelor of Business students***

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A revised Bachelor of Business degree was introduced in 1996. Only subjects forming part of the revised degree are now offered.

Transition students are 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.

## **Policy on Credit Substitution/ Replacement**

Where there is an overlap between majors and sub-majors which enables students to meet the objectives of the relevant majors or sub-majors by taking less than the required credit points, students may substitute any subject chosen from the Faculty of Business to make up the required number of credit points. Students are still required to meet normal prerequisite conditions in choosing a substitute subject.

## **Policy on Overspecialisation**

Students are normally expected to take 18 credit points of study as sub-majors or electives outside the area of their major to fulfil the objectives of the Bachelor of Business degree in providing a broad business education.

## **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
21125 International Business Environment	21125 Australian Business Environment 35103 Work Organisation and Society 21105 Introduction to Business 21112 Management of Organisations
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
21131 Business Process Management	21131 Operations Management 21447 Operations Management
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
21311 Strategic Supply Chain Management	21311 Management of Service Operations
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
21430 Enterprise Bargaining and Workplace Relations	21430 Advanced Industrial Relations 21303 Industrial Relations and Practices Disputation 21305 Industrial Relations Patterns

Current subject	Equivalent subject offered previously
21440 Management Skills	21215 Management and Communication Skills 51105 Communication 21406 Management Skills 11111 Communication 1
21609 Business Strategy	21609 Corporate Strategy 36611 Strategic Management 21691 Business Policy <i>and</i> 21693 Managerial Simulation (Business) 21697 Business Policy and Simulation
21630 Managing the Strategy Process	21630 Managing Strategic Change
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
22205 Accounting B	31205 Accounting 2 22202 Financial Accounting 2 22113 Financial Accounting 3 22306 Managerial Cost Accounting
22306 Managerial Cost Accounting	22184 Financial Methods 2 22305 Management Accounting A
22318 Contemporary Issues in Management Accounting	22521 Management Accounting 3 22601 Controllership 22155 Controllership 22508 Controllership
22319 Issues in Financial Statement Analysis	22319 Financial Accounting 3
22320 Accounting for Business Combinations	22320 Financial Accounting 1 31305 Accounting 3 22301 Financial Accounting 3 22405 Financial Accounting 4
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
22420 Accounting Standards and Regulations	22420 Financial Accounting 2
22421 Management Decisions and Control	22421 Management Accounting 2 31505 Financial Accounting 5 22406 Management Accounting B <i>and</i> 22501 Management Accounting C 32408 Management Accounting 2

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Current subject		Equivalent subject offered previously	
22512	Advanced Auditing Techniques	22730	EDP Control and Audit
22520	Corporate Reporting: Professional and Conceptual Issues	22520	Financial Accounting 3
		22608	Corporate Reporting: Professional and Conceptual Issues
		22508	Issues in Corporate Reporting <i>and</i>
		22613	Corporate Reporting and Auditing
		31605	Accounting 6
22522	Auditing	22401	Auditing
		22506	Auditing 1
		22401	Auditing 1
		22143	Auditing and Internal Control 1
		31406	Auditing
22610	Accounting for Insolvency	22610	Termination Accounting
		22610	Termination Accounting and Executorship
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
24210	Advertising and Promotions Management	24210	Advertising Management
		24411	Advertising Management
		24508	Promotional Management
		24406	Promotional Management
		11604	Advertising and Media Management
24220	International Marketing	36505	International Marketing
		24507	International Marketing
		24407	International 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
24415	Marketing Planning and Strategy	24415	Marketing Strategy
		24506	Marketing Management/Strategy
		36612	Marketing Planning and Implementation

Current subject	Equivalent subject offered previously
24430 Applications of Marketing Research	24430 Applied Marketing Research 24503 Applied Marketing Research
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
25210 Microeconomic Theory and Policy	25210 Microeconomic Policy 23310 Microeconomic Policy 21114 Economics 4 23104 Economics 4 23309 Advanced Microeconomics 23104 Economics 4
25303 Industry Economics	23402 Industry Economics
25304 Asian–Australian Economic Relations	23417 Asian–Australian Economic Relations
25305 Labour Market Economics	23403 Theory and Application of Labour Economics 32302 Labour Market Economics
25306 Resource Economics	23311 Commodity Economics
25308 Financial Markets	25308 Financial Institutions and Markets 32402 Financial Institutions and Markets 25541 Financial Institutions and Markets
25309 Macroeconomic Theory and Policy	25309 Macroeconomic Policy 23308 Macroeconomic Policy 23308 Advanced Macroeconomic Policy 23103 Economics 3
25314 Business Finance	25314 Business Finance 1 21102 Finance 1 25141 Financial Management 1 31504 Corporate Finance 25301 Financial Management
25315 International Economics	23406 International Economics 32601 International Business Economics
25320 Underdeveloped Economy	32404 Underdeveloped Economy
25321 Socialist Systems	32405 Social Economic Systems
25322 Comparative Economic Systems	23401 Comparative 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

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Current subject		Equivalent subject offered previously	
25410	Corporate Financial Analysis	25410	Corporate Financial Statement Analysis
25415	Personal Investment	25201	Personal Investment
25420	Applied Financial Management	25414	Business Finance 2
		25401	Financial Management and Policy
		22141	Financial Management
		25142	Financial Management 2
		31604	Advanced Corporate Finance
25421	International Financial Management	25531	International Finance
		31603	International Finance
		25515	International Finance
25503	Investment Analysis	25503	Investment Analysis and Portfolio Management
		25521	Investment Analysis and Portfolio Management
		31502	Security Analysis and Portfolio Management
25506	Capital Budgeting and Valuation	25506	Asset Pricing and Capital Market Studies
25522	Bank Lending Practice	25522	Bank Lending
		25601	Banking and Lending Practice
25606	Financial Time Series Analysis	25610	Financial Time Series
25620	Derivative Securities	25620	Advanced Financial Instruments
25621	Financing Decisions and Capital Market Theory	25621	Financing Decisions
26122	Quantitative Methods	26122	Business Statistics
		21241	Business Statistics
		21141	Business Statistics
		21120	Quantitative Methods
		33185	Statistics
		63185	Statistics
		37101	Quantitative Methods
31504	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
		31405	Law and the Legal Process
79260	Property Law 1	22600	Commercial Law 3
		22660	Property Law 1
79270	Industrial and Labour Law	22468	Labour Law 1
		79268	Labour Law

Current subject	Equivalent subject offered previously
79365 Company Law	22361 Company Law Administration 22362 Company Law 22221 Company Law and Procedures 34301 Company Law
79411 Advanced Companies and Securities Law	22150 Company Law 2 22510 Advanced Companies and Securities Law
79462 Revenue Law	22463 Taxation 1 22231 Taxation 22232 Taxation 34401 Revenue Law 22564 Taxation 2 22233 Taxation 2
79466 Trade Law	22466 Trade Practices Law
79468 Equity and Trusts	79467 Law of Trusts
79606 Advanced Revenue Law	79564 Taxation 2
79659 Advanced Commercial Law	79267 Commercial Law 22261 Commercial Law 2 22212 Business Law B 22214 Commercial Law 2 34201 Commercial Law
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



# ***Alphabetical list of subjects***

Aboriginal Cultures and Philosophies	015110	Advanced Companies and Securities Law	79411
Aboriginal Forms of Discourse	54331	Advanced Corporate Finance	25902
Aboriginal Initiatives in Education: Towards Community Control	015112	Advanced Industrial Law	79711
Aboriginal People and the Media	54231	Advanced Macroeconomics	25912
Aboriginal Social and Political History	54230	Advanced Marketing	24106
Accounting A	22105	Advanced Marketing Management	24730
Accounting B	22205	Advanced Microeconomics	25913
Accounting and Finance for the Arts	27759	Advanced Public Sector Management	21753
Accounting Experience	22126	Advanced Research Methods for Leisure and Tourism	27941
Accounting, Finance and Management	27751	Advanced Resource Management	21782
Accounting for Business Combinations	22320	Advanced Revenue Law	79606
Accounting for Insolvency	22610	Advanced Taxation	79718
Accounting for Managerial Decisions	22747	Advanced Theory in Employment Relations	21750
Accounting for Managers	22028	Advanced Theory in Financial Accounting	22902
Accounting for Overseas Transactions	22309	Advanced Theory in Management (F/T)	21902
Accounting for Service Industries 1	22217	Advanced Theory in Management (P/T)	21906
Accounting for Service Industries 2	22218	Advanced Theory in Management Accounting	22903
Accounting for Small Business 1	22566	Advanced Theory in Marketing	24901
Accounting for Small Business 2	22567	Advanced Theory in Taxation	79668
Accounting for Superannuation	22312	Advertising and Promotions Management	24210
Accounting for Valuation	22311	Advertising Practice	59330
Accounting Implications of Structures and Taxation	22313	Advertising Strategies	59333
Accounting Information Systems	22605	Ageing and Leisure	27169
Accounting Module 1	22810	Analysing Current Issues in Australian Education	015009
Accounting Module 2	22812	Analysing Management Thinking	21365
Accounting Practices for Management	27787	Analysis of the Olympic Games	27764
Accounting Standards and Regulations	22420	Analytical Procedures in Human Movement	27170
Action Learning Program	21757	Applications of Marketing Research	24430
Administration of Australian Sport, The	27307	Applied Economics	25222
Administrative Law	70617	Applied Financial Management	25420
Adult Learning in Social Context	015007	Applied International Business	21532
Adult Teaching and Learning	015002	Applied International Marketing Research	24755
Advanced Auditing Techniques	22572	Applied Kinesiology	27171
Advanced Business Forecasting	25911		
Advanced Commercial Law	79659		

Applied Leisure Theory	27702	Business Process Management	21131
Applied Research Skills in Accounting	22760	Business Process Transformation	31737
Applied Sport Psychology	27172	Business Project – Accounting	22739
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Arts and Cultural Policy Seminar	27763	Business Project – Marketing	24790
Arts and Entertainment Management	27115	Business Project – Strategic Management	21756
Arts Audience Research Methods	27768	Business Strategy	21609
Arts Environment in Australia, The	27753	Business to Business Marketing	24707
Arts Management Research Project	27754	Buyer Behaviour	24710
Arts Organisations and Management	27755	Capital Budgeting and Valuation	25506
Asian Capital Markets	25815	Capital Budgeting and Valuation (Honours)	25905
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Asian–Australian Economic Relations	25736	Capstone Project: Financial Strategy and Leadership	22677
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Australian Management	21755	Clients and Markets	21762
Australian Sports Environment, The	27715	Commercial Bank Management	25409
Bank Lending Practice	25522	Community Arts	27131
Banking and Business Ethics	25814	Community Management Project 1	2xxxx
Banking Law	79366	Community Management Project 2	2xxxx
Business Analysis	28702	Community Research	2xxxx
Business and the Changing Environment	28701	Community Sector Project 1	2xxxx
Business and the Media	59635	Community Sector Project 2	2xxxx
Business Bankruptcy	79662	Companies and Securities Law	79733
Business Consultative Project	28790	Company Law	79365
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Business Finance	25314	Competitive International Marketing Strategy	24744
Business, Government and Society	21210	Computational Finance	25816
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Business Information Systems Design	31504	Computer-based Information Systems for Managers	21749
Business Information Systems Implementation	31506	Consumer Behaviour	24202
Business Information Systems Management	31505	Contemporary Business Law	79708
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Contemporary Issues in Leisure	27606	Ecotourism	27649
Contemporary Issues in Management Accounting	22318	Ecotourism Planning and Management	27xxx
Contemporary Issues in Taxation	79763	EDP Control and Audit	22730
Contemporary Japan	976211	Efficiency of Human Movement 1	27173
Contemporary Latin America	976501	Efficiency of Human Movement 2	27174
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Corporate Law	70417	Engineering and Chemical Processes	46601
Corporate Reporting: Professional and Conceptual Issues	22520	Enterprise Bargaining and Workplace Relations	21430
Corporate Treasury Management	25763	Entrepreneurship and Innovation	21409
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Derivative Security Pricing	25908	Financial Management	25742
Developing Financial Resources	21778	Financial Markets	25308
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Economics for Management	25706	Financial Time Series	25606

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Health Planning and Evaluation	92115	International Management	21591
Health Services Management	92114	International Management	21717
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Introduction to Tourism Systems	27184	Leisure and Tourism Planning	27711
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Issues in Community Management	21810	Leisure Policy	27944
Issues in Financial Statement Analysis	22319	Leisure Services Management	27216
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Language, Culture and Communication 1	015001	Leisure Theory	27526
Law and Computing	79503	Lifestyle Analysis	27108
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D Morton

### Secretary to Faculty Board

(for correspondence)

Ms T Seabrook

Faculty Board in Business

PO Box 123

Broadway, NSW 2007

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Vacant

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T Tokura, BA (UNSW)

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B Van Nguyen

W O'Toole

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#### *Marketing*

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L Stear, BEc (Syd), GradDipEd (Syd Teach Coll)

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P Booth, BEc (Syd), GradDipEd (Syd Teach Coll), MEc (UNE), PhD (Griff), FCPA  
Z P Matolcsy, BA (Macq), PhD (UNSW), ASIA, ACA

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A D Hall, BEc (Hons) (Adel), MEc (ANU), PhD (Lond)  
C Kearney, BA (Dublin), MA (Essex), MA (Western Ontario), PhD (Warwick)

### *Professor of Leisure and Tourism*

R W Robertson, MA (UVic), FRAIPR, FATRI

### *Professor of Management*

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C Hall, MEc (Syd), PhD (Macq)

D J Hardman, MEc (Syd), BCom (Q'ld), AAUQ, FCPA, FCA, FCIS

B Hunt, BEc, MAGSc (Adel), PhD (ANU)

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

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

M J Lyons, BA (Hons) (UNSW), PhD (ANU)

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

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I Palmer, BA (Hons) (ANU), PhD (Monash)

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L J Perry, MCom, DipEd, PhD (UNSW)

G R Pratt, DipTech, BBus (NSWIT), DipEd (Syd Teach Coll), MEc (Syd), PhD

(Nebraska), AFAIM, FRIPAA, MAITEA

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

G D Sheather, BArch (UNSW), MSc (Israel),

M Ekistica (Greece), AFAIM, MRAPI,

MRAIA

G W Ticehurst, BSc (UNSW), DipEd, MEd (Syd), MSc, PhD (Macq)

A J Veal, BA (Hons) (Brist)

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

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N S Barnwell, BCom (UNSW), MBA (NSWIT), AMIMarE, TEng

- H B Bendall, BA (Hons), PhD (UNSW)  
 W L Bui, MCom (UWA)  
 G Callender, BBus (NSWIT), DipEd (Syd Teach Coll), MCom (UNSW), CPA, AFAIM, AFAIPMM  
 A Chew, BA (Hons) (Sheff), MSc (LSE), PhD (UNSW), FCA (England & Wales)  
 D Darby, BSc (Hons) (Nott), DipBAdmin (Auck), PhD (UNSW)  
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 M Schueler, MEc (Syd), GradDipOR (NSWIT), CPA  
 A Simos, BCom (UNSW), MEc (Syd), DipSIA  
 W Spinks, DipPhysEd (W'gong Teachers College), BEd (UWA), MA (ED) (Macq), PhD (Syd)  
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 M Stevenson, BA (UNE), MCom (Hons), MStat, PhD (UNSW)  
 T Taylor, BA (Rec) (Alberta), MUrbPlan (Macq)  
 S J Topple DipTech (Comm), BBus (NSWIT), MCom (Hons) (UNSW), FCPA  
 R M Trayler, BBus (NSWIT), MAppFin (Macq)  
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 J Cornish, MEc (Hons), MEd (Syd)  
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 K Daniel, BBusStud (Hospitality) (FIT), MCom (UNSW)  
 C Currie, BEc (Hons) (Syd), MCom (Hons) (UNSW)  
 K Daniel, BBusStud (Hospitality) (FIT), MCom (UNSW)  
 S Darcy, BA (Leisure Studies) (KCAE), MEnvPlan (Macq)  
 S Denize, MCom (Otago)  
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 A Hingorani, BPharm (Bombay), MBA (Syracuse), PhD (Drexel)  
 P Jonson, BA (Hons), LLB (Syd), GradDipLeisure Studies (KCAE)  
 S Lim, BBus (NSWIT), MEc (Macq), PhD (UTS), CPA  
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 L Moysa, BBus (NSWIT), MCom (UNSW), FCPA  
 J Nyland, BA (Hons), DipEd (UNSW)  
 W O'Connor, BA (Hons) (UNSW), MEc (Hons) (ANU), GradDipComp (Macq)  
 G Pazmandy, BBus (NSWIT), MBus (UTS), CPA  
 K Pearson, BE (Hons) (UNSW), MBA (NSWIT)  
 J D Petty, BCom (Hons) (UNSW), FCPA, AADM  
 F A Portelli, MCom (UNSW), FCPA, FCA

R Ravinder, BSc (Phys), MA  
(Pol&PubAdmin) (Madras), PGDipMan  
(Calcutta), MCom (UNSW), AssDipTravel &  
Tourism (STC)  
B J Rooney, BA (Macq), MCom (UNSW),  
FCPA, ACIS, Solicitor of the Supreme Court  
of NSW  
A Ross-Smith, BA (UNSW), MA (Macq)  
J Small, BA (Hons) (UNSW), MSc (Surrey),  
GradDipUrbanStudies (Macq),  
GradDipTourismM (UTS)  
D Stevenson, BA (Hons), PhD (N'cle)  
G Ta, BA (Singapore), MEd (Syd)  
S R Tibbles, BSc, MBA (UNSW)  
K Toohey, DipPE (Syd Teach Coll), MA  
(CSULB), PhD (Penn State)  
J Tyler, MCom (UNSW), ACA  
J Vescio, BEd (Phys Ed), BA (Psych)  
(Amsterdam), MEd (Syd)  
B Watt, BEd (KCAE), MEd (UWA)  
E W Watts, BA, BEd, MEdAdmin,  
DipFinMgt (UNE), MCom (UNSW), FCPA,  
FCIS, FAIM  
S Wearing, Ord 4 Cert, MTP (Research)  
(UNSW), BTP (UNSW)  
P Wells, MCom (Auck), ASA, ACA (NZ)

### **Administrative support**

*Graduate Services Manager*  
A Heywood, BA, DipEd (Macq),  
GradDipMgmt (UWS)  
*Graduate Courses Officer*  
N Muckle, BA (UNE), DipIM (UNSW)  
*Graduate Student Advisers*  
L Liggieri, BA (Syd)  
L Palmer  
J Tomkinson  
*Facilities Coordinator*  
P Sztelma, BCA (W'gong)  
*Facilities Assistant*  
J Pratt  
*Personal Assistant*  
T Tambiah, BA (Davidson College, USA)

### **Executive Development Unit**

*Manager*  
K Hunjan, BA (Hons) (NorthStaffsUni)  
*Course Administrators*  
H Curran  
P Tsen  
L Harding

### **School of Accounting**

*Professor of Accounting and Head of School*  
Z P Matolcsy, BA (Macq), PhD (UNSW),  
ASIA, ACA  
*Associate Professor and Deputy Head of School*  
P O'Sullivan, BCom (UNSW), CPhil (UCLA),  
CPA, MACS  
*Professor of Accounting*  
P Booth, BEc (Syd), GradDipEd (Syd Teach  
Coll), MEd (UNE), PhD (Griff), FCPA  
*Associate Professor*  
D J Hardman, MEd (Syd), BCom (Q'ld),  
AAUQ, FCPA, FCA, FCIS  
*Senior Lecturers*  
A Chew, BA (Hons) (Sheff), MSc (LSE), PhD  
(UNSW), FCA (England & Wales)  
M Schueler, MEd (Syd), GradDipOR  
(NSWIT), CPA  
S J Topple DipTech (Comm), BBus (NSWIT),  
MCom (Hons) (UNSW), FCPA  
*Lecturers*  
A Bridges, MEd (UNE), MA (Macq), FCPA,  
AFAIM  
B Farrell, MBA (Syd), DipLaw (BAB), DipEd  
(Syd Teach Coll), FCPA  
E France, BA, MEd (Macq), ASTC  
F Giacobbe, BBus, MBus (UTS)  
H Gillam, BA, DipEd (Q'ld), BBus (NSWIT),  
MBus (UTS), CPA  
S Lim, BBus (NSWIT), MEd (Macq), PhD  
(UTS), CPA  
G Lowe, BSc, MCom (UNSW), DipEd (Syd  
Teach Coll), CPA  
L Moysa, BBus (NSWIT), MCom (UNSW),  
FCPA  
G Pazmandy, BBus (NSWIT), MBus (UTS),  
CPA  
J D Petty, BCom (Hons) (UNSW), FCPA,  
AADM  
F A Portelli, MCom (UNSW), FCPA, FCA  
B J Rooney, BA (Macq), MCom (UNSW),  
FCPA, ACIS, Solicitor of the Supreme Court  
of NSW  
J Tyler, MCom (UNSW), ACA  
E W Watts, BA, BEd, MEdAdmin,  
DipFinMgt (UNE), MCom (UNSW), FCPA,  
FCIS, FAIM  
P Wells, MCom (Auck), ASA, ACA (NZ)

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*Administrative and Secretarial Assistants*  
J Chan  
S Chia



P Fernandez  
W Southwell

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FCPA

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MAppFin (Macq), DPA (NYU)

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(UNSW)

A D Hall, BEc (Hons) (Adel), MEd (ANU),  
PhD (Lond)

C Kearney, BA (Dublin), MA (Essex), MA  
(Western Ontario), PhD (Warwick)

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C Hall, MEd (Syd), PhD (Macq)

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

G Partington, BSc (Wales), MEd (Hons)  
(Macq)

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

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

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W L Bui, MCom (UWA)

M Freeman, BA (Ec), MEd (Macq)

K R Jones, BA, MCom (N'cle)

M Peat, MEd (Syd)

A Simos, BCom (UNSW), MEd (Syd), DipSIA

M Stevenson, BA (UNE), MCom (Hons),

MStat, PhD (UNSW)

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

P J Wilson, BA (Hons) (UNSW), PhD  
(W'gong)

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(Waterloo, Canada), MBA (UTS)

K Chan, MCom (Hons) (UNSW)

C Currie, BEc (Hons) (Syd), MCom (Hons)  
(UNSW)

W O'Connor, BA (Hons) (UNSW), MEd  
(Hons) (ANU), GradDipComp (Macq)

K Pearson, BE (Hons) (UNSW), MBA  
(NSWIT)

G Ta, BA (Singapore), MEd (Syd)

#### *Associate Lecturers*

C Ellis, BCom (Hons) (UWS)

T Hutcheson, BEc (Hons) (Syd)

E Hutson, BBus (KCAE), BBus (Hons) (UTS)

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C Fawcett

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L Dias

D Ford, BAppSc (SAust)

A Kellick

#### *Analyst Programmers*

J Tang, BAppSc (RMIT)

#### *Scientific Programmer*

A Khomin, BAppMaths (Lviv, Ukraine), PhD  
(Kiev, Ukraine)

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#### *Senior Lecturer and Deputy Head of School*

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(Rec) (Iowa)

#### *Professor of Leisure and Tourism*

R W Robertson, MA (UVic), FRAIPR, FATRI

#### *Associate Professor*

R Lynch, DipPhysEd (W'gong Teachers  
College), MEd (UWA), PhD (Ill)

#### *Senior Lecturers*

T Griffin, BA (Geog), GradDipUrbStud  
(Macq), GradDipTourismMan (KCAE)

W Spinks, DipPhysEd (W'gong Teachers  
College), BEd (UWA), MA (Ed) (Macq), PhD  
(Syd)

L Stear, BEc (Syd), GradDipEd (Syd Teach  
Coll)

T Taylor, BA (Rec) (Alberta), MUrbPlan  
(Macq)

#### *Lecturers*

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

L A Hall, DipTeach (Salisbury CAE),  
GradDip (Rec) (SACAE), MA (Hons)  
(UNSW)

R Harris, AssDipTravel & Tourism (STC),

DipTeach (N'cle), BA (Geog) (Macq),

GradDipMktg (CSturt), MBus (Mktg) (UTS),  
MAITT

P Jonson, BA (Hons), LLB (Syd),  
GradDipLeisureStudies (KCAE)

I McDonnell, MA (Tourism),  
GradDipTourismM, Graduate Certificate in  
HigherEd (UTS)  
R Ravinder, BSc (Phys), MA  
(Pol&PubAdmin) (Madras), PGDipMan  
(Calcutta), MCom (UNSW), AssDipTravel &  
Tourism (STC)  
J Small, BA (Hons) (UNSW), MSc (Surrey),  
GradDipUrbanStudies (Macq),  
GradDipTourismM (UTS)  
D Stevenson, BA (Hons), PhD (N'cle)  
K Toohey, DipPE (Syd Teach Coll), MA  
(CSULB), PhD (Penn State)  
J Vescio, BEd (PhysEd), BA (Psych)  
(Amsterdam), MEd (Syd)  
B Watt, BEd (KCAE), MEd (UWA)  
S Wearing, Ord 4 Cert, MTP (Research), BTP  
(UNSW)

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F Bullock  
S Harris  
K Gammage  
D Spencer  
S Upton

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*Professor of Management*

S R Clegg, BSc (Hons) (Aston), PhD (Brad)

*Associate Professors*

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

I Palmer, BA (Hons) (ANU), PhD (Monash)

G R Pratt, DipTech, BBus (NSWIT), DipEd (Syd Teach Coll), MEc (Syd), PhD

(Nebraska), AFAIM, FRIPAA, MAITEA

G D Sheather, BArch (UNSW), MSc (Israel), M Ekistica (Greece), AFAIM, MRAPI, MRAIA

G W Ticehurst, BSc (UNSW), DipEd, MEd (Syd), MSc, PhD (Macq)

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M Abraham, BEng, MEngSc, MBA (UNSW)

N S Barnwell, BCom (UNSW), MBA (NSWIT), AMIMarE, TEng

G Callender, BBus (NSWIT), DipEd (Syd Teach Coll), MCom (UNSW), CPA, AFAIM, AFAIPMM

D Davis, BSc (Hons) (Aston), MSc (Bradford), MIEAust, CEng, MIMEchE, MBIM, MCIBSE

T J Fisher, BE (Hons), MA, MBA (Syd), MAppSc (NSWIT), DPhil (Oxford), AFAIM, MIEAust, MIIE

J Johnston, BA, MLitt, MPubPol (UNE), AFAIM

K B Spooner, MCom (Hons) (UNSW)

*Lecturers*

D Bubna-Litic, BPsych (UWA), MAPS, AIMM

R W Connor, BA (Q'Id), LittB (UNE), MSc (Econ) (Lond), CMAHRI

J D Crawford, BSc (Hons), MEngSc (Syd), PhD (UNSW), MAPS

A Errington, BA (Syd), MBA (UNSW)

R Fishman, BA, MCom (UNSW), AIMM, MAITD

D A Harricks, BSc (Agr) (Syd), MBA (UNSW)

A Hermens, MBA (Macq), FAIM, AFAMI

T Morris, MEd, BSocWk (Hons) (Syd), DipTeach, GradDipEdStudies (CCES)

J Nyland, BA (Hons), DipEd (UNSW)

A Ross-Smith, BA (UNSW), MA (Macq)

F Soliman, BE (Syd), MEngSc, PhD (UNSW), MIEAust, MACS, AIArbA, AFCHSE, MSSA,

MASOR, AIMM, MRIPAA

S R Tibbles, BSc, MBA (UNSW)

*Associate Lecturer*

C C Innes, BA (Hons) (UNSW), MBus (EmplRels) (UTS)

*Honorary Associates*

E Baker, BA (NYU), BSc (Hons), PhD (London)

H Hayward, MA (Syd), MBA (UNSW),

MLitt, MEdAdmin (UNE), AFAIM, CMAHRI

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*Office Manager*

C Wright, BA (Macq), MM (UTS)

*Administrative and Secretarial Assistants*

C Chan

E R Cross

K Levi

B McNeill

J Tomkins

### **Manufacturing Management Program**

*Director*

G D Sheather, BArch (UNSW), MSc (Israel),

M Ekistica (Greece), AFAIM, MRAPI, MRAIA

*Research Assistant*

A Whiston

*Administrative Assistant*

E Hardman

## School of Marketing

### *Associate Professor and Head of School*

N J Barrett, MCom, PhD (UNSW), MAIEx, MMRSA

### *Professor of Marketing*

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

### *Adjunct Professor*

L R Brown, BEc (Hons) (Tas), PhD (UNSW)

### *Senior Lecturers*

D Darby, BSc (Hons) (Nott), DipBAdmin (Auck), PhD (UNSW)

L C Young, MCom, PhD (UNSW)

### *Lecturers*

J Cornish, MEd (Hons), MEd (Syd)

K Daniel, BBusStud (Fospitality) (FIT), MCom (UNSW)

S Denize, MCom (Otago)

R Fletcher, MA (Syd), MCom (UNSW), PhD (UTS), MAIEx

W T Gwynne, BCom (UNSW), MA (Lanc), MBA (Cran), AFAMI, AAIM

A Hingorani, BPharm (Bom), MBA (Syracuse), PhD (Drexel)

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW)

B Perrott, BCom, MBA, PhD (UNSW)

### *Associate Lecturers*

H Pattinson, MCom (UNSW), AAMI

### *Fractional Lecturer*

J Laurie, DipTech (Mgt), BBus (NSWIT), MBA (UTS), MAIEx

## **Administrative and secretarial support**

### *Office Administrator*

G McCarthy

### *Office Assistant*

S Tagaloa

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**University of Technology, Sydney**

PO Box 123

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Australia

Telephone (02) 9514 2000

**Course inquiries within Australia**

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