



UTS

(CC) CLOSED RESERVE STAFF

Faculty of
Business

Handbook

University of Technology, Sydney

1999

***UTS Faculty of
Business
Handbook
1999***

The University attempts to ensure that the information contained in this handbook is correct as at 12 August 1998. 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.

Access UTS on the Web

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

Faculty Handbooks

<http://www.uts.edu.au/div/publications/index.html>

UTS Calendar

<http://www.uts.edu.au/div/publications/cal/gencontents.html>

UTS Rules and Policies

<http://www.uts.edu.au/div/publications/policies/index.html>

Editorial and production

Publications Branch,
Secretariat and Corporate
Affairs Unit,
Registrar's Division

Cover

Design by
External Relations Unit

Table of contents

General information	6
Welcome	6
About UTS	6
About the UTS Handbooks	6
UTS priorities for the future	7
Flexible learning	7
Internationalisation	7
Research	7
How to apply to study at UTS	8
Student inquiries	8
Financial help	9
Equity and diversity	10
Support for student learning	10
Other University services	11
Principal dates for 1999	13
Faculty information	16
Message from the Dean	16
Faculty Mission Statement	16
Information for Business students	17
Prizes and scholarships	24
List of courses and codes	31
Undergraduate courses	34
Bachelor of Business	34
Bachelor of Business (Honours)	48
Bachelor of Business/Bachelor of Arts in International Studies	50
Bachelor of Business/Bachelor of Laws	52
Double degree in Business and Computing Sciences	54
Bachelor of Mathematics and Finance	54
Bachelor of Accounting	54
Bachelor of Accounting (Honours)	56
Bachelor of Arts in Leisure Management	56
Bachelor of Arts in Tourism Management	58
Bachelor of Arts in Human Movement Studies	60
Bachelor of Arts in Human Movement Studies/Graduate Diploma in Education	62
Bachelor of Arts (Honours)	63
Bachelor of Arts in Leisure Management and in International Studies	64
Bachelor of Arts in Tourism Management and in International Studies	66
Bachelor of Arts in Human Movement Studies and in International Studies	68
Bachelor of Arts in Community Management	70
Postgraduate courses	72
Research program	73
Doctor of Philosophy	73
Master of Business (by thesis)	74
Master of Arts (by thesis)	76
MBA program	77
Master of Business Administration	77
Graduate Diploma in Business Administration	77
Graduate Certificate in Business Administration	77

MBA program (cont.)	
Master of Business Administration (Banking and Finance)	82
Master of Business Administration (Engineering Management)	83
Master of Business Administration (Executive Management)	84
Master of Business Administration (International Marketing)	85
Master of Business Administration (Marketing)	86
Master of Business Administration (Organisational Learning and Change)	87
Master of Business Administration (Professional Accounting)	88
Master of Business Administration (Project Management)	89
Master of Business Administration (Limited Work Experience)	90
Master of Business Administration (Mandarin International)	91
Graduate Diploma in Business Administration (Mandarin International)	91
Graduate Certificate in Business Administration (Mandarin International)	91
Graduate Certificate in Business (Managing for Diversity)	92
Master of Business program	93
<i>Accounting</i>	93
Master of Business in Accounting	93
Graduate Certificate in Accounting	93
<i>Accounting and Finance</i>	94
Master of Business in Accounting and Finance	94
Graduate Diploma in Accounting and Finance	94
Graduate Certificate in Accounting and Finance	94
<i>Banking</i>	96
Graduate Certificate in Banking	96
<i>Business Operations Management</i>	97
Master of Business in Business Operations Management	97
Graduate Diploma in Business Operations Management	97
Graduate Certificate in Business Operations Management	97
<i>Employment Relations</i>	98
Master of Business in Employment Relations	98
Graduate Diploma in Employment Relations	98
Graduate Diploma in Employment Relations (Industrial Law)	98
Graduate Certificate in Employment Relations	98
<i>Finance</i>	100
Master of Business in Finance	100
Graduate Diploma in Finance	100
Graduate Certificate in Finance	100
<i>Marketing</i>	102
Master of Business in Marketing	102
Master of Business in International Marketing	102
Graduate Diploma in Marketing	102
Graduate Certificate in Marketing	102
Master of Management program	104
<i>Arts Management</i>	104
Master of Management in Arts Management	104
Graduate Diploma in Arts Management	104
Graduate Certificate in Arts Management	104
<i>Community Management</i>	105
Master of Management (Community)	105
Graduate Diploma in Community Management	105
Graduate Certificate in Community Management	105

<i>Health Management</i>	107
Master of Management in Health Management	107
Graduate Diploma in Health Management	107
Graduate Certificate in Health Management	107
<i>Leisure Management</i>	109
Master of Management in Leisure Management	109
Graduate Diploma in Leisure Management	109
Graduate Certificate in Leisure Management	109
<i>Management – General</i>	110
Master of Management	110
Graduate Diploma in Management	110
Graduate Certificate in Management	110
<i>Public Sector Management</i>	112
Master of Management (Public)	112
Graduate Diploma in Public Sector Management	112
Graduate Certificate in Public Sector Management	112
<i>Sports Management</i>	114
Master of Management in Sports Management	114
Graduate Diploma in Sports Management	114
Graduate Certificate in Sports Management	114
<i>Tourism Management</i>	115
Master of Management in Tourism Management	115
Graduate Diploma in Tourism Management	115
Graduate Certificate in Tourism Management	115
Programs offered in conjunction with other faculties	117
<i>Coastal Resource Management</i>	117
Master of Coastal Resource Management	117
Graduate Certificate in Coastal Resource Management	117
<i>Engineering Management</i>	117
Master of Engineering Management	117
Graduate Certificate in Engineering Management	117
<i>Information Technology Management</i>	118
Master of Business in Information Technology Management	118
Graduate Diploma in Information Technology Management	118
Graduate Certificate in Information Technology Management	118
Subject descriptions	119
Subjects offered by other faculties	193
International Studies subjects	225
Subject equivalents for Bachelor of Business	237
Alphabetical list of subjects	242
Boards and committees	249
Faculty Board in Business	249
Dean's Advisory Committee	250
School Advisory Committees	250
Staff list	252
Index	259
UTS contacts	269
Maps	270

General information

WELCOME

Welcome to the University of Technology, Sydney (UTS), one of the largest universities in New South Wales – a university with an international reputation for quality programs and flexible learning. UTS develops, and regularly revises its programs of study in partnership with industry, government and professional bodies, so that its degrees are based on the latest professional standards and current practices. As a result, UTS produces graduates who are ready for work, and this is demonstrated in the high numbers of its students who enter the workforce within four months of finishing their degree.

UTS offers its 24,000 students a lively, supportive and diverse learning environment across three campuses, and a range of social, cultural and sporting facilities to enrich each student's experience. UTS regards learning as a lifelong experience, and offers a range of programs to cater for the educational needs of people at a variety of stages in their lives, and from diverse backgrounds and cultures. UTS welcomes school leavers and re-enrolling students, those returning to study after a break, those seeking to add to their existing qualifications, and those who wish to change direction or begin a new career.

ABOUT UTS

UTS offers over 100 undergraduate degrees and more than 280 postgraduate degrees, which are developed by the Faculties of Business; Design, Architecture and Building; Education; Engineering; Humanities and Social Sciences; Law; Mathematical and Computing Sciences; Nursing; and Science. Each of these faculties is responsible for a range of programs across a number of key disciplines, and many offer courses in conjunction with one another, or with the Institute for International Studies.

ABOUT THE UTS HANDBOOKS

Every year UTS produces 10 faculty/institute handbooks which provide the latest information on approved courses and subjects to be offered in the following year. These handbooks include comprehensive details about course content and structure, subject and elective choices, attendance patterns, credit point requirements, and important faculty and student information. Many of them also contain faculty policies and guidelines for participation in specific courses. This provides students with the necessary information to meet the requirements of the course, complete a program of study, and receive a degree.

UTS also produces a companion volume to these handbooks every year. The *UTS Calendar* contains the University Act, By-law and Rules, a list of courses offered across the University, and other useful University information. Copies of the faculty/institute handbooks and the *UTS Calendar* are held in the University's libraries and faculty offices and can be purchased at the Co-op Bookshop.

The handbooks and Calendar are also published on the World Wide Web at:

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

UTS PRIORITIES FOR THE FUTURE

Flexible learning

The University of Technology, Sydney has made it a priority to develop a more flexible and responsive learning environment for its students. One of the ways UTS has achieved this is by restructuring some of its courses, giving students the opportunity to combine core studies with sub-majors or electives from across the University. This means that some students now have a choice of learning pathways (or subject combinations) which lead to a degree.

In an increasing number of UTS courses, some students also have a choice in the method of learning. For example, some subjects offer campus tutorials and lectures, others a mixed mode setting which combines intensive workshops, self-managed learning booklets, an interactive web site and phone links to other students.

UTS has also introduced greater flexibility in the time, rate and location at which students can learn, so that now many courses are offered in summer and winter schools, others allow students to use self-managed learning tools to learn in their own time. The implementation of **work-based learning** means that UTS is developing courses in conjunction with industry and business, so that students can learn at work, and be assessed on participation and proficiency in the work place.

Flexible learning at UTS is also reflected in changes which have been made to assessment, enrolment and fee payments, which are being geared to make the systems more user-friendly. For more information about flexible learning alternatives, contact your Faculty Student Centre.

Internationalisation

At UTS students receive an education of international standing, because the University is committed to providing increased awareness and understanding of international issues for its students and staff. It achieves this by delivering and sharing its educational and research expertise overseas, expanding links with industry and business to include international relationships, and inviting students from overseas to gain a UTS award in Australia.

Some UTS students also have the opportunity to live and study overseas. Through the Institute for International Studies, students can study the language and culture of a non-English-speaking country or region of the world. Undergraduate and postgraduate programs in International Studies can be combined with a range of degrees from faculties across the University. For more information contact the **Institute for International Studies**.

telephone 9514 1574
email iisinfo@uts.edu.au

Alternatively, students can undertake part of a degree overseas through the exchange student program. Contact the Faculty Student Centre or the International Programs Office for more information.

Overseas students who want to study at UTS must meet the normal entry requirements for the course and be proficient in English. For details about courses, fees and application procedures, contact the **International Programs Office**.

telephone 9514 1531
email Intlprograms@uts.edu.au

Research

UTS has developed a lively research culture which encourages interdisciplinary research and contributes to issues of international, national and local significance. UTS offers a choice of over 280 postgraduate courses including PhDs and Professional Doctorates. UTS promotes the formation of strategic partnerships with appropriate external organisations, and this helps students to make important links with the workplace before completing their studies.

Because UTS focuses on the needs of industry, business, the professions, cultural organisations and the community, its postgraduate courses are extremely attractive to employers and students alike. Postgraduate students are encouraged to be innovative and flexible in applying the knowledge gained during studies here, and these attributes make graduates well placed to handle the increasing complexities of globalisation, technological change and the workplace.

HOW TO APPLY TO STUDY AT UTS

Undergraduate applications

The NSW and ACT Universities Admissions Centre (UAC) processes most applications for undergraduate courses which start at the beginning of the year. Students are required to lodge these UAC application forms between August and October. To find out more about these courses and the application procedures, check the *UAC Guide*. Students can also apply for entry to some UTS courses by lodging a UTS application form directly with the University. 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. For more information contact the UTS Information Centres at the City campus on 9514 1222 or Kuring-gai campus on 9514 5555.

Postgraduate applications

Applications for postgraduate courses should be made directly 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. For more information contact the UTS Information Centres at the City campus on 9514 1222 or Kuring-gai campus on 9514 5555.

International student applications

International student's applications for both postgraduate and undergraduate courses can be made either directly to the International Programs Office or through one of the University's registered agents. For courses starting at the beginning of the year, applications should be received by 31 December of the previous year. For courses starting in the middle of the year, applications should be received by 31 May of that year. For more information please contact the International Programs Office on 9514 1531.

Applications for non-award and external award study

Students who want to study a single subject at UTS which is not part of a UTS degree or qualification, must apply for non-award or external award study. There are four application periods, and closing dates vary for each semester. Some faculties may have special application procedures which will depend on the subjects chosen. For more information contact the UTS Information Centres or the appropriate faculty office.

STUDENT INQUIRIES

City campus

UTS Information Office
Foyer, Tower Building
1 Broadway

Postal address
PO Box 123
Broadway NSW 2007
Telephone: 9514 1222
Fax: 9514 1200

Email inquiries
Within Australia – info.office@uts.edu.au

Kuring-gai campus

Kuring-gai Student Centre
Level 6, Main Building
Eton Road
Lindfield

Postal Address
PO Box 222
Lindfield NSW 2070
Telephone: 9514 5555
Fax: 9514 5032

International Programs

10 Quay Street, Sydney

Postal Address
PO Box 123
Broadway NSW 2007
Telephone: 9514 1531
Fax: 9514 1530

Email inquiries
International – intlprograms@uts.edu.au

World wide web address

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

Transition to university programs

UTS offers a free 'Study Success' program of integrated lectures and activities before semester begins, to help new students manage the transition to university study. Students are informed of academic expectations, the skills needed to be an independent learner, and learning strategies which can help them successfully manage the work load. To help students adjust to university life, they are familiarised with the campus, the services available, the learning assistance programs available and valuable information about how the university and faculties operate.

The program is run by university staff with assistance from current students and recent graduates. For more information contact Student Services Unit.

telephone: 9514 1177 (City)
or 9514 5342 (Kuring-gai)

FINANCIAL HELP

Austudy/Youth Allowance

Students under 25 years old, may be eligible to receive financial assistance in the form of the Youth Allowance, which replaced AUSTUDY for people in this age group from 1998.

Full-time students over 25 years old, may be eligible to receive Austudy which provides financial help to students who meet its income and assets requirements. Application forms and information about eligibility for Austudy are available from Student Services at Kuring-gai or City campuses.

Federal legislation sets strict requirements over which the University has no control. It is important for the students concerned to understand these requirements.

Students who receive Austudy and decide to drop subjects during the semester, need to be aware that to remain eligible for Austudy they must be enrolled in a minimum of 18 credit points, or have a HECS liability for the semester of .375. The only exceptions made are for students with disabilities which interfere with their studies, students who are single supporting parents or those who have been directed by the University to reduce their study load.

For more information, talk to a student welfare officer in the Student Services Unit.

telephone: 9514 1177 (City)
or 9514 5342 (Kuring-gai)

Application forms for both schemes should be lodged as soon as possible with any Centrelink office, or:

Centrelink Student Services
Parker Street, Haymarket
Locked Bag K710
Haymarket NSW 2000

Abstudy

Abstudy assists Aboriginal and Torres Strait Islander tertiary students by providing income support and other assistance. For more information about Abstudy, contact the staff at Jumbunna Centre for Australian Indigenous Studies, Education and Research.

Level 17, Tower Building
telephone 9514 1905.

HECS (Higher Education Contribution Scheme)

HECS is a financial contribution paid to the Commonwealth Government by tertiary students towards the cost of their education. HECS is payable each teaching period as a proportion of the standard annual charges set by the Commonwealth Government, and the amount paid will vary according to the number of credit points undertaken and the method of payment nominated. Many students choose to defer their payment until they have finished their degree and are participating in the work force. However, some pay the amount in full (up front) or pay part of the amount (partial payment). Some tertiary students are not required to pay HECS.

Federal legislation sets strict conditions for HECS over which the University has no control. HECS charges are based on the subjects in which students are enrolled on the HECS Census Date. It is important for students to realise that any reductions in their academic workload after the census date for a particular semester (e.g. by withdrawals or substitution of subjects with a lower credit point value) will not reduce their HECS liability.

For Autumn Semester the HECS Census Date is 31 March, and for Spring Semester the HECS Census Date is 31 August. HECS Census Dates for other teaching periods can be obtained from the UTS Information Centre.

EQUITY AND DIVERSITY

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. UTS has a strong commitment to ensure that the diverse nature of the Australian society is reflected in all aspects of its employment and education.

The Equity and Diversity Unit provides a range of services for students and prospective students. These include community outreach programs to support the participation of disadvantaged students/under-represented groups; coordination of the inpUTS Educational Access Scheme for students who have experienced long-term educational disadvantage; coordination of financial scholarships and awards for commencing low-income students; coordination of the Women's Re-Entry Scholarships for women who have been out of the workplace due to family responsibilities; and the provision of confidential advice and assistance with the resolution of equity-related student grievances, including complaints about racism, sexism, sex-based harassment, homophobia, pregnancy/family responsibilities, or other equity issues. The Unit also undertakes research, conducts training and develops policy and programs relating to equity, diversity and social justice issues.

Equity and Diversity Unit
Level 17, Tower Building
telephone 9514 1084

SUPPORT FOR STUDENT LEARNING

The following services and facilities are available to all UTS students.

UTS Library

The University Library collections are housed in three campus libraries which contain over 600,000 books, journals and audiovisual items as well as a large range of electronic citation and full-text databases. Services for students include assistance in finding information through Inquiry and Research Help Desks and training programs, loans, reservations, reciprocal borrowing and copying. The Library

provides as much information as possible electronically so that users can also access it from home. More information about the Library can be found at:

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

City Campus Library

Corner Quay Street and Ultimo Road,
Haymarket
telephone 9514 3388

Kuring-gai Campus Library

Eton Road, Lindfield
telephone 9514 5234

Gore Hill Library

Corner Pacific Highway and Westbourne
Street, Gore Hill
telephone 9514 4088

Student Services

The Health, Counselling, Special Needs and Welfare Services are located on Level 3A Tower Building and Level 5, Kuring-gai campus. The Careers Service is located on Level 5 Tower Building and the Housing Service on Level 6 Tower Building. Careers and Housing information is also available from the Student Services Unit office on Level 5 and from the noticeboards on Level 4, Kuring-gai campus.

Careers Service

The Careers Service offers career guidance, and assists with job placement for students seeking permanent or casual employment.
telephone 9514 1471 (City campus)

Counselling

Counsellors are available at the City and Kuring-gai campuses for individual consultation, and group programs are also held throughout the year.
telephone 9514 1471 (City campus)
or 9514 5342 (Kuring-gai campus)

Health

The Health Service offers a bulk billing practice to students at two locations:
telephone 9514 1166 (City campus)
or 9514 5342 (Kuring-gai campus)

Housing

University Housing provides assistance to students in locating private accommodation. Limited UTS-owned housing is also available.
telephone 9514 1509 (listings)
or 9514 1199 (UTS accommodation)

Special Needs Coordinator

Support is also available for students with special needs. Students with a physical, sensory or learning disability can contact the Special Needs Coordinator for information and advice.

telephone 9514 1177

Welfare

Welfare officers assist students with personal financial matters, including loan and financial counselling, Youth Allowance, Austudy and other Social Security claims and appeals advice.

telephone 9514 1177

Chemistry Learning Resources Centre

Room 211, Building 4, City campus.

Dr Ray Sleet

telephone 9514 1739

email r.sleet@uts.edu.au

or

Rosemary Ward

telephone 9514 1729

email rosemary.ward@uts.edu.au

WWW address

<http://www.science.uts.edu.au/depts/chem/clrc/index.html>

English Language Study Skills Assistance (ELSSA) Centre

ELSSA Centre provides free English language and study skills courses for all UTS students.

ELSSA Centre

Alex Barthel (Director)

Level 19, Tower Building

telephone 9514 2325

email alex.barthel@uts.edu.au

or

Room 2-522

Kuring-gai campus

telephone 9514 5160

WWW address

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

Physics Learning Centre

Level 11, Tower Building (with an adjoining computer laboratory).

Peter Logan

telephone 9514 2194

email peter@phys.uts.edu.au

Mathematics Study Centre

Level 16, Tower Building; and at Kuring-gai campus, Room 2-522.

City campus

Leigh Wood (Director)

telephone 9514 2268

email leigh@maths.uts.edu.au

Kuring-gai campus

Dr Jules Harnett

telephone 9514 5186

email jules@maths.uts.edu.au

Computer laboratories

There are 22 computer laboratories throughout the University which are available for all students and staff to use. Details of locations and availability of the computer laboratories may be obtained from the Information Technology Division Resource Centre, telephone 9514 2118.

Jumbunna Centre for Australian Indigenous Studies, Education and Research (CAISER)

Jumbunna CAISER is run by a predominantly Australian indigenous staff who provide specialist advice and a broad range of services to assist Aboriginal and Torres Strait Islander students.

Jumbunna CAISER

Level 17, Tower Building

telephone 9514 1902

OTHER UNIVERSITY SERVICES

Child care

UTS Child Care Inc. (UTSCC) coordinates all child care services at UTS. Child care is available from 8.00 a.m. to 10.00 a.m. at both City and Kuring-gai campuses.

Students and staff of UTS receive priority access and a small rebate on fees. Normal Government assistance is available to low and middle income families.

telephone 9514 1456 (City)

or 9514 2960 (Blackfriars)

or 9514 5105 (Kuring-gai)

The Co-op Bookshop

The Co-op Bookshop stocks the books on student's reading lists, and a variety of general titles and computer software. It has branches at the City and Kuring-gai campuses (Room 2.401), and, at the start of semester, at Haymarket and Gore Hill.

City campus

telephone 9212 3078

email uts@mail.coop-bookshop.com.au

Kuring-gai campus

telephone 9514 5318

email kuringai@mail.coop-bookshop.com.au

WWW address

<http://www.coop-bookshop.com.au>

Freedom of Information

Under the *Freedom of Information Act 1989* (NSW), students have the right to apply for access to information held by the University.

George Bibicos

FOI Coordinator

Level 4A, Tower Building

telephone 9514 1280

email George.Bibicos@uts.edu.au

Student Ombudsman

Enrolled or registered students with a complaint against decisions of University staff may seek assistance from the Student Ombudsman.

All matters are treated in the strictest confidence and in accord with proper processes.

Room 402, Building 2

City campus, Broadway

telephone 9514 2575

email ombuds@uts.edu.au

Students' Association

The Students' Association (SA) is the elected representative body of students at UTS: it is an organisation run by students for students. UTS students have the right to stand for election of the SA and to vote in the annual elections.

The main office of the Students' Association is located on Level 3 of the Tower Building, City campus, Broadway.

City campus office:

telephone 9514 1155

Kuring-gai campus office:

(next to the cashier service)

telephone 9514 5237

UTS Union

The UTS Union is the community centre for the University. It provides food and drink services, lounges and recreational areas, comprehensive social and cultural programs, sports facilities and programs, stationery shops, a newsagency, ski lodge and resource centres.

Union Office 9514 1444

Haymarket 9514 3369

Kuring-gai 9514 5011

Union Sports Centre

The centre contains a gymnasium, squash courts, weights rooms, climbing wall, and saunas.

Lower ground floor, Building 4

telephone 9514 2444

UTS Rowing Club

Dobroyd Parade, Haberfield

telephone 9797 9523

Radio Station 2SER-FM

2SER-FM is a community radio station run by hundreds of volunteers who are involved in producing and presenting a smorgasbord of programs focusing on education, information, public affairs and specialist music. Students interested in community media, are welcome to visit the 2SER studios or to attend a volunteer recruitment meeting. Contact the station for more details.

Level 26, Tower Building

telephone 9514 9514

UTS Gallery and Art Collection

The UTS Gallery is a dedicated public gallery located on Level 4, Building 6, City campus, 702 Harris Street, Ultimo. The UTS Gallery presents regularly changing exhibitions of art and design from local, interstate and international sources.

The UTS Art Collection comprises a diverse range of paintings, prints, photographs and sculptures which are displayed throughout the University and, at times, in the UTS Gallery.

Tony Geddes, Curator

telephone 9514 1284

fax 9514 1228

email tony.geddes@uts.edu.au

PRINCIPAL DATES FOR 1999

January

- 2 Release of HSC results
- 8 Formal supplementary examinations for 1998 Spring semester students
- 8 Closing date for changes of preference to the Universities Admissions Centre (UAC)
- 15 Final examination timetable for Summer session
- 15 Last day to submit appeal against exclusion from Spring 1998
- 22 Main Round of offers to UAC applicants
- 22 Last day to submit 'Show Cause' appeal for Spring 1998
- 26 Australia Day – public holiday
- 26 Public school holidays end
- 27 Closing date for changes of preference to Universities Admissions Centre (UAC) for final round offers
- 29 Last day to submit application for Postgraduate Equity Scholarships for Autumn Semester 1999
- 29-30 Enrolment of new undergraduate students at City campus (and 1-4 February)
- 30 Summer session ends for subjects with formal exams

February

- 1 Last day for continuing students to pay their 1999 Service Fees
- 1-4 Enrolment of new Undergraduate students at City campus (and 28-30 January)
- 1-12 Formal examinations for Summer session
- 1-12 Intensive Academic English course (ELSSA Centre)
- 5 Final round of offers (UAC)
- 6 Last day to lodge a Stage 2 appeal against assessment for Spring semester 1998
- 22 Release of results for Summer session
- 5-26 Enrolment of students at City campus

March

- 1 Classes begin
- 4-5 Enrolment (external award, non-award and exchange students)
- 12 Last day to enrol in a course or add subjects
- 19 Last day to pay HECS or postgraduate course fees for Autumn semester 1999
- 30 Last day to apply to graduate in Spring semester 1999
- 31 Last day to apply for leave of absence without incurring student fees/charges¹
- 31 Last day to withdraw from a subject without financial penalty¹
- 31 HECS Census Date

April

- 2 Good Friday – public holiday
- 2 Public school holidays commence
- 5 Easter Monday – public holiday
- 5-9 Vice-Chancellors' Week (non-teaching)
- 9 Last day to withdraw from a course or subject without academic penalty¹
- 13-16 Graduation (Kuring-gai)
- 16 Public school holidays end
- 16 Last day for changes involving substitution of one subject for another, with the same credit point value, to be processed without charge to the student
- 16 Last day for changes involving deletion of one or more subjects
- 16 Last day for changes involving the addition of a subject to be processed –the student will be required to enrol in and incur HECS liability for the subject in Summer session
- 23 Provisional examination timetable available
- 23 Public school holidays end
- 25 Anzac Day – public holiday

14 GENERAL INFORMATION

May

- 3 Applications available for undergraduate courses where applicable
- 3 Applications open for available postgraduate courses for Spring semester 1999
- 3-14 Graduation (City)
- 14 Examination masters due
- 28 Closing date for undergraduate and postgraduate applications for Spring semester
- 28 Final examination timetable

June

- 7 Queen's Birthday – public holiday
- 11 Last teaching day of Autumn semester
- 12-30 Formal examination period (and 1-2 July)
- 30 Last day to submit application for Postgraduate Equity Scholarships for Spring semester 1999

July

- 1-2 Formal examination period (and 12-30 June)
- 2 Autumn semester ends
- 5 Public school holidays commence
- 5-9 Vice-Chancellors' Week (non-teaching)
- 12-16 Formal alternative examination period for Autumn semester students
- 16 Public school holidays end
- 19-30 Intensive Academic English course (ELSSA Centre)
- 23 Release of Autumn semester examination results; two days earlier via UniPhone™
- 26 Formal supplementary examinations for Autumn semester students

August

- 2 Applications available for undergraduate and postgraduate courses for Autumn semester 2000
- 2 Classes begin
- 6 Last day to withdraw from full year subjects without academic penalty¹
- 13 Last day to enrol in a course or add subjects
- 13 Last day to submit 'Show Cause' appeal for Autumn semester 1999
- 20 Last day to pay HECS or postgraduate course fees for Spring semester 1999
- 31 Last day to apply for leave of absence without incurring student fees/charges (Spring enrolments only)¹
- 31 Last day to withdraw from a subject without financial penalty¹
- 31 Last day to apply to graduate in Autumn semester 2000
- 31 HECS census date

September

- 1 Applications for Postgraduate Scholarships available
- 10 Last day to withdraw from a course or subject without academic penalty¹
- 13 Last day for changes involving substitution of one subject for another, with the same credit point value, to be processed without charge to the student
- 13 Last day for changes involving deletion of one or more subjects to be processed as 'late withdrawal without academic penalty', however, the student's liability for HECS or course fees liability for HECS or course fees will be unchanged
- 13 Last day for changes involving the addition of a subject to be processed – the student will be required to enrol in and incur HECS liability for the subject in Summer session
- 24 Provisional examination timetable available
- 27 Vice-Chancellors' Week (non-teaching) begins
- 27 Public school holidays commence
- 27-29 Graduation (City)
- 30 Closing date for undergraduate applications via UAC (without late fee)
- 30 Closing date for inpUTS Equity Access Scheme via UAC

October

- 1 Graduation (City)
- 1 Vice-Chancellors' Week (non-teaching) ends
- 4 Labour Day – public holiday
- 8 Public school holidays end
- 15 Examination masters due
- 29 Final examination timetable available
- 29 Closing date for undergraduate applications via UAC (with late fee)
- 29 Closing date for undergraduate applications direct to UTS (without late fee)
- 29 Closing date for most postgraduate courses for Autumn 2000 (some courses may have earlier closing dates in September)
- 29 Closing date for Australian Postgraduate Awards, the R L Werner and University Doctoral scholarships
- 29 Last day to submit application for Postgraduate Equity Scholarships for Summer session 2000

November

- 12 Last teaching day of Spring semester
- 13-30 Formal examination period (and 1-3 December)
- 30 Closing date for undergraduate applications via UAC (with late fee)

December

- 1-3 Formal examination period (and 13-30 November)
- 3 Spring semester ends
- 13-17 Formal alternative examination period for Spring semester students
- 20 Release of Spring semester examination results; two days earlier via UniPhone™
- 20 Public school holidays commence
- 25 Christmas Day – public holiday
- 26 Boxing Day – public holiday

¹ HECS/Postgraduate course fees will apply after the HECS census date (31 March and August or last working day before).

Note: Information is correct as at 29 June 1998. The University reserves the right to vary any information described in Principal Dates for 1999 without notice.

Faculty information

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 in excess of 7,000 students, the Faculty of Business accounts for approximately 30 per cent of the entire UTS student population.

The Faculty of Business had its beginnings over 32 years ago in 1967, when business studies were first offered. 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 Faculty's 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.

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

INFORMATION FOR BUSINESS 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 administers the Faculty's post-graduate courses. The Executive Development Unit offers short courses designed to meet the specific business needs.

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, promotion and student matters.

The Student Liaison Unit consists of the undergraduate Student Offices at Haymarket and Kuring-gai, the International Student Office and the Graduate School of Business Office at Haymarket.

Haymarket Campus (City)

Locations and contacts

Faculty of Business

Student Office (undergraduate)

Room C102 (at the entrance to the Faculty)

Level 1, Building 5, Quay St, Haymarket

Telephone: 9514 3500

Fax: 9514 3654

Hours during Autumn and Spring semesters:

9.00 a.m. – 6.00 p.m.

Monday – Thursday

9.00 a.m. – 5.00 p.m.

Friday

Hours in non-teaching periods:

9.00 a.m. – 5.00 p.m.

Monday – Friday

Postal Address:

PO Box 123

Broadway, NSW 2007

International Student Office

Room C102 (at the entrance to the Faculty)

Level 1, Building 5, Quay St, Haymarket

Telephone: 9514 3517

9514 3597

Fax: 9514 3654

Hours: 9.00 a.m. – 5.00 p.m.

Monday – Friday

Graduate School of Business

Room B525, Level 5, Building 5B

Quay St, Haymarket

Telephone: 9514 3660

Fax: 9514 3554

Hours during semesters:

9.00 a.m. – 7.00 p.m.

Monday – Thursday

9.00 a.m. – 6.00 p.m.

Friday

Hours in non-teaching periods:

9.00 a.m. – 6.00 p.m.

Monday – Thursday

9.00 a.m. – 5.00 p.m.

Friday

Postal Address:

PO Box 123

Broadway, NSW 2007

Executive Development Unit

Room B432, Level 4, Building 5B Quay St, Haymarket

Telephone: 9514 3515

9514 3529

9514 3504

Fax: 9514 3510

Hours: 9.00 a.m. – 5.00 p.m.

Monday – Friday

UTS Information Service

Foyer, Level 4, Tower Building

City campus (Broadway)

Telephone: 9514 1222

Fax: 9514 1200

Hours: 8.30 a.m. – 6.00 p.m.

Monday – Thursday

8.30 a.m. – 5.00 p.m.

Fridays

**Kuring-gai campus (Lindfield)
Locations and contacts**

Faculty of Business

Student Office (undergraduate)

Room 1.546 (straight ahead from the main entrance to the campus)

Level 5, Building 1, Eton Rd, Lindfield

Telephone: 9514 5355

Fax: 9514 5398

Hours during Autumn and Spring semesters:

9.00 a.m. – 6.00 p.m.

Monday – Thursday

9.00 a.m. – 5.00 p.m.

Friday

Hours in non-teaching periods:

9.00 a.m. – 5.00 p.m.

Monday – Friday

Postal Address:

PO Box 222

Lindfield, NSW 2070

Kuring-gai Student Centre

Level 6, Building 1, Kuring-gai campus

Telephone: 9514 5555

Fax: 9514 5032

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

World Wide Web addresses

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

GSB Online – Information for current students – <http://www.bus.uts.edu.au/gsb>

Faculty of Business Handbook

<http://www.uts.edu.au/div/publications/bus/faculty/toc.html>

UTS Rules online

<http://www.uts.edu.au/div/publications/policies/rules/contents.html>

School offices

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.

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 3,

645 Harris Street, Ultimo

Telephone: 9281 2020

Fax: 9281 0364

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

Important student information on rules and procedures

The University's Rules are published in the *UTS Calendar* and online at the web address shown on the previous page. If you require advice about any of the following rules and procedures, please contact the relevant Student Offices on either campus.

University Correspondence

It is important that you read all information sent to you by the university.

Attendance at classes

Most subjects have prescribed attendance requirements and these must be adhered to for satisfactory completion of the subject. Subject outlines provide this information. Should you have difficulties due to work commitments or illness, contact your subject coordinator as soon as possible (Rule 2.5).

Part-time Attendance

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

Leave of absence

Students may apply for up to four semesters leave of absence. Students must have successfully completed at least one subject for an application to be considered (Rule 2.11). Students may only apply for two semesters of leave at one time.

Variation of Program

There are specific deadlines for adding and deleting subjects in each semester. See the Student Offices for Faculty specific dates and important details on how to vary your program.

In Autumn and Spring semesters the following dates apply:

- Last day to delete subjects without financial penalty is the HECS census date: 31 March for Autumn semester, 31 August for Spring semester.
- Last day to delete subjects without academic penalty is Friday, week six each semester.
- Dates for adding subjects are governed by the Faculty.

Relevant dates for Summer and Winter sessions are available from the Student Offices.

Failure to notify the university of intended changes in program can result in subject failure and incurring HECS liability or postgraduate course fees.

In exceptional circumstances, changes to program with supporting documentation will be considered.

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.

Examination malpractice

For information on the procedures taken in a case of suspected malpractice in an examination, see Rule 2.23.

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 Academic Liaison Officer at the beginning of each semester.

Illness or misadventure during semester or examination period.

Please note that each form listed in the following procedures has important information which you must read carefully before lodging the form.

If you know you will not be able to go to a formal examination at the scheduled time submit an *Advice of Scheduling Difficulties* form to the Registrar (Student Information, Tower or Student Centre, Kuring-gai) before the release of the final examination timetable.

If you miss a formal examination consult a Professional Authority (doctor, counsellor, religious leader) who must complete a *Request for Alternative Examination* form on the day of the exam, and submit the form to the Registrar (Student Information, Tower or Student Centre, Kuring-gai) within one working day of the examination.

If you miss an informal examination submit a *Professional Authority: Informal Examination* form to your Subject Coordinator no later than three working days after the examination.

If you attend an examination (formal or informal) but are forced to leave before the allocated time you must have a University Doctor or Counsellor complete a *Request for Special Consideration* form immediately after you leave the exam. Submit the form that day to the Registrar (Student Information, Tower or Student Centre, Kuring-gai).

If you finish an examination or other piece of assessment but believe that your performance was adversely affected consult a Professional Authority (doctor, counsellor, religious leader) who must complete a *Request for Special Consideration* form. Submit this form to the Registrar (Student Information, Tower or Student Centre, Kuring-gai) within one working day of the examination or assessment due date.

Appeals against assessment

Provision is made for students to appeal against an assessment grade. Obtain an *Appeal Against Assessment Grade* form from the Faculty Student Offices, the UTS Information Service at Broadway, or the Kuring-gai Student Centre. Read the form carefully and complete it according to the criteria outlined. (Rule 2.25)

Withdrawal from a course

Students wishing to withdraw from a course should do so by the relevant HECS census date to avoid academic failure and incurring HECS liability or postgraduate course fees. (Rule 2.13)

Internal Course transfer

Students who wish to transfer from one UTS course to another must lodge a written application with the Registrar on the *Internal Course Transfer* form. Contact the Faculty Student Offices for information.

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 Faculty at the end of April.

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 to Graduate* form available from the UTS Information Service or the Kuring-gai Student Centre. The lodgement dates for these forms are 30 March for Spring ceremonies and 30 August for Autumn ceremonies in the following year.

The level of award is calculated by the Faculty using an average of the marks achieved in the total number of subjects studied (including fails, not including exemptions). 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 Officer.

Concurrent study

Students may undertake a limited number of subjects at another tertiary institution and have these counted towards their UTS degree. Students wishing to undertake concurrent study should contact the relevant Student Office.

Recognition of prior learning

It is possible for students to seek an exemption in a subject through recognition of prior learning. To request an exemption based on prior learning students should contact the relevant Student Office.

Summer and Winter Sessions

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

Any student interested in the Summer or Winter Sessions should contact the relevant Student Office regarding details of subjects offered and timetables.

International Student Office

The Faculty has an International Student Office which offers support to international students studying at UTS and information to local students wishing to study overseas on Exchange or Study Abroad programs.

For further information on all exchange programs, contact the International Student Office on 9514 3597.

International exchange programs

The Faculty offers exchange programs with overseas universities, including: Oregon State University, USA; California State University, Sacramento, USA; Aarhus School of Business, Denmark; Wirtschaftsuniversität, Vienna, Austria; University of Humber, Hull, UK; University of Tilburg, The Netherlands; University of Ottawa, Canada; Universiti Sains Malaysia; Yonsei University, Korea; Linköpings Universitet, Sweden; Reims Business School, France; University of Brighton, UK; Loughborough University of Technology, UK; and Senshu University, Japan.

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.

International Exchange Sub-Major

Students have the option to complete four elective subjects, approved by the Faculty of Business at an approved exchange destination. These subjects will be recognised as a cohesive unit of study and approved as a sub-major in International Exchange.

Students are also able to make their own arrangements to study at an institution that does not have a formal exchange agreement with UTS. However, prior arrangements must

be made with the Faculty of Business regarding accreditation of subjects.

Integrated Australian and French Business Program

This program is for students enrolled in the Bachelor of Business with an approved level of French language knowledge. The program involves four years of full-time study, including two years at UTS, and two years of in-country study in France, in addition to a work placement in France. Students successfully completing the program graduate with a Bachelor of Business from UTS, with an International Business major and sub-majors in Specialist Country Study (France) and International Management, and the DESEM (Diplome d'Etudes Superieures Europeennes de Management) from CESEM Reims Business School France.

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.

California State University, Sacramento Campus

The Sacramento Campus of CSU is located in northern California, and is approximately a two hour drive from San Francisco. This exchange agreement is for undergraduate students of the Faculty. Students can choose from a wide selection of subjects and undertake exchange for either one semester or one academic year.

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, or use their electives to study languages and other subjects of interest. This program is open to undergraduate students only.

University of Humber, Hull, UK

The exchange program with the University of Humber, Hull, offers undergraduate business students a number of options:

- Students can study for one or two semesters at Humber 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.

University of Brighton, UK

Undergraduate students in the Bachelor of Arts in Tourism Management are able to undertake some of their core subjects through an exchange program with the University of Brighton.

Loughborough University of Technology, UK

Undergraduate students enrolled in the Bachelor of Arts in Human Movement Studies and in the Bachelor of Arts in Leisure Management are able to participate in an exchange program with Loughborough University of Technology. Students are able to choose from a wide range of subjects and it is possible to undertake a number of core subjects in both degrees.

Senshu University, Japan

Senshu University offers undergraduate students the opportunity to study three elective subjects during Spring semester in Japan. The subjects offered are Japanese Business, Japanese Culture, and Japanese Language. Students participating in this exchange need the equivalent of HSC 2-unit Japanese.

International Studies electives

With approval from the Faculty, students are able to undertake electives offered by the Institute for International Studies at UTS. Electives are available in language studies and in the study of contemporary societies in parts of the non-English-speaking world. All subjects are taught over one semester and have a value of eight credit points.

Language studies

Language programs are offered in Cantonese, Chinese, Croatian, French, German, Greek, Indonesian, Italian, Japanese, Korean, Malaysian, Polish, Russian, Slovenian, Spanish, Thai, and Ukrainian. Other language programs may be available depending on demand. The individual student's level of language proficiency before entry to the program decides their level of language study. A range of entry levels to the various programs is available.

Contemporary Society

A series of subjects are offered to provide an introduction to the contemporary societies, politics, economics and culture of the countries of East Asia, South-East Asia, Latin America, and Europe. Introductory subjects are available on the contemporary societies of China, Japan, Korea, South-East Asia, Hong Kong, Taiwan, Latin America, and Europe. There are no prerequisites for these subjects. All subjects are taught in English.

For further information, contact the Institute for International Studies, located at Broadway, telephone 9514 1574, fax 9514 1578, or refer to the *Institute for International Studies Handbook*.

Insearch Institute of Commerce

Insearch Institute of Commerce, which is wholly owned by the University of Technology, Sydney, offers diploma programs in Business and Commerce, Business Studies, International Business and Trade, International Banking and Finance, and Business (Tourism Management). The programs are designed and taught in conjunction with the Faculty of Business. While the University cannot guarantee admission to its degree programs, students who have completed appropriate 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 Student Services Manager, Insearch Institute of Commerce, Level 3, 187 Thomas Street, Sydney or telephone 9281 8188, or 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. Further information is available from the Executive Development Unit on telephone 9514 3504, 9514 3515, 9514 3529 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 educational 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 9,000 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 Associate Professor Michael Adams on 9514 5418. Alternatively, contact Dr John Nelson, Director of Education and Membership, 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.

If a student becomes 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.

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 *AIESEC* and *AYBC*, telephone 9514 3534, or visit the *AIESEC* and *AYBC* office in Room B112 (Haymarket).

PRIZES AND SCHOLARSHIPS

A number of prizes for academic excellence are awarded to students in the Faculty of Business. Prizes are awarded in respect of each academic year and are presented annually at a Faculty ceremony. These prizes are made available through the generosity of private individuals, and organisations in the public and private sectors.

Prizes

ACNielsen Australia Award for Marketing Research

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

Australasian Production and Inventory Control Society Prize¹

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 APICS resource materials to the value of \$700.

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 Banking and Finance Graduate Prize

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

Australian Institute of Banking and Finance Prize

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

¹ This prize is currently under review.

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.

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 Bachelor of Business who obtains the highest aggregate mark in the subject Business Marketing. The prize is a cash award of \$700.

BOC Prize in Finance

This prize was established in 1984 by BOC Gases Australia Limited (formerly CIG Limited). 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. It 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 Limited. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Company Law. The prize consists of a book voucher to the value of \$225.

Coopers & Lybrand Prize for Auditing

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

Coopers & Lybrand Prize for Revenue Law

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

Darling Harbour Authority Prize in Leisure Marketing

This prize was established in 1997. 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 Marketing Principles. The prize is a cash award of \$500.

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 for the subject Accounting B. The prize is a cash award of \$500.

Ernst and Young Prize in Management 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 Management 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 Inc. 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.

Hayes Accountancy Personnel 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 International Accounting. The prize is a cash award of \$250.

Human Kinetics Australia Prize

This prize was established in 1997. It is awarded to the student enrolled in the Bachelor of Arts in Human Movement Studies who obtains the highest aggregate mark in all first year subjects. The prize is a voucher to the value of \$250.

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 best graduating student enrolled in the Master of Business in Employment Relations, who obtains 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.

Insearch Institute of Commerce Prize

This prize was established in 1997. It is awarded to the most outstanding international student graduating in the Bachelor of Business – International Business Major. The prize is a cash award of \$450.

Insearch Institute of Commerce Prize

This prize was established in 1997. It is awarded to the most outstanding international student graduating in the Bachelor of Business in any Major other than International Business. The prize is a cash award of \$450.

Insearch Institute of Commerce Prize

This prize was established in 1997. It is awarded to the most outstanding international student graduating in the Bachelor of Arts in Tourism Management. The prize is a cash award of \$450.

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 \$250.

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 Accounting for Business Combinations

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

KPMG Prize in Computer Based Accounting

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

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.

NRMA Insurance Limited Prize

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

Parks and Leisure Australia 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 Tourism, Recreation and Protected Areas 2. The prize is a cash award of \$250.

Philips Prize

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

Prentice Hall of Australia Prize

This prize was established in 1980. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark in the subject Corporate Reporting: Professional and Conceptual Issues. The prize consists of a book voucher to the value of \$250.

Reckitt & Colman Graduate Prize

This prize was established in 1985 by Reckitt & Colman. It is awarded to the student enrolled in a Master's or Graduate Diploma course in the Faculty of Business who obtains the highest aggregate mark in the subject Advanced Marketing Management. The prize is a cash award of \$300.

Reuters Financial Markets Prize

This prize was established in 1997. 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 Financial Markets. The prize is a cash award of \$500.

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.

**Sydney Swans Prize
in Sports Management**

This prize was established in 1997. It is awarded to the student enrolled in the Bachelor of Arts in Human Movement Studies who obtains the highest aggregate mark for the subject Administration of Australian Sport. The prize is a cash award of \$250.

**The Australian Insurance Institute
(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 \$500.

**The Australian Insurance Institute
(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 \$500.

**The Australian Insurance Institute
(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 \$500.

**The Institute of Chartered
Accountants Prize**

This prize was established in 1998. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest combined aggregate mark for the subjects Accounting A and Accounting B. 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 postgraduate student who obtains the highest aggregate mark for the Research Project in Public Sector Management. The prize is a cash award of \$1,000.

**Tourism NSW 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.

**Westpac Graduate Prize
in Capital Markets**

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

Westpac Prize

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

**Zonta Prize for the Woman MBA
Graduate of the Year**

This prize was established in 1992. It is awarded to the most outstanding woman graduating in the Master of Business Administration. The prize is a cash award of \$500.

Scholarships

A number of scholarships are available at both undergraduate and postgraduate level.

Enquiries about all postgraduate scholarships, unless otherwise stated, should be directed to the University Graduate School, Level 5, Tower Building, Broadway, telephone 9514 1521.

Inquiries about Honours scholarships should be directed to the appropriate School.

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.

Australian Postgraduate Awards (APA)

The Commonwealth Government offers a limited number of awards to support postgraduate study at Australian universities each year.

These awards are available to students enrolling in a Doctorate or a Master's degree by research, provided they meet the University's eligibility criteria. Applications open in September and close at the end of October in the year prior to that in which the applicant intends to commence study.

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. The scholarship 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. Applications open in March and close at the end of April.

Commonwealth Scholarship and Fellowship Plan Awards

These awards are intended for postgraduate study of research, and are normally tenable in the United Kingdom, Canada, Hong Kong, India, Jamaica, Malaysia, Malta, Nigeria, Sri Lanka, Trinidad and Tobago. The list of participating countries is subject to review each year.

Applications from UTS graduates close in late September in the year prior to that in which the applicant intends to study abroad.

CRG Honours Scholarships

The Collaboration Research Group in the School of Management offers up to four scholarships to high quality full time honours candidates whose thesis research centres on some aspect of the various forms of inter and/or intra organisational collaboration. Each scholarship is tenable for one year and is valued at \$5,000 tax free.

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 offer up to ten scholarships to students (either undergraduate or postgraduate) to assist with costs incurred whilst on a Faculty-approved exchange program. Each scholarship is tenable for one semester and has a cash value of \$1,000.

Faculty of Business Honours Scholarships

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.

Faculty of Business PhD Scholarships

The Faculty of Business offers two full-time scholarships 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. Each scholarship has a cash value of \$18,000 per year, tax free, and may be supplemented by limited amount of teaching and/or research assistant activity within the Faculty. These scholarships are tenured for three-year periods.

Industry PhD Scholarships

From time to time, the Faculty is able to offer scholarships made available through the generosity of individual companies for full-time doctoral studies.

Insearch Institute of Commerce Doctoral Award

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.

Lindsay Croft Postgraduate Award

The Lindsay Croft Postgraduate Award is available to Aboriginal and Torres Strait Island postgraduate students studying at UTS. Applications and further information are available from Jumbunna CAISER, telephone 9514 1902.

Overseas Postgraduate Research Scholarships (OPRS)

OPRS is available to PhD or Master's level international students who wish to undertake quality research in areas of research specialisation in Australian institutions. The scholarship covers the cost of tuition fees only and basic health cover for the duration of the course. Holders of these scholarships are, however, expected to meet their own living expenses and other associated costs during their stay in Australia. Application forms are available from the International Programs Office between July and September each year. For further information contact the UTS International Programs Office, Tower Building Broadway, telephone 9514 1531.

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. Each 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.

PhD Scholarships in Finance and Economics

The School of Finance and Economics offers two PhD scholarships. Each 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. These scholarships are tenured for a period of three years.

University Research Scholarships

The university offers the Doctoral Research Scholarship and the R L Werner Postgraduate Scholarship to applicants of the highest academic calibre, for full-time research at UTS, provided they meet the University's eligibility criteria. Applications open in September and close at the end of October in the year prior to that in which the applicant intends to commence study.

LIST OF COURSES AND CODES

Course	Code
Undergraduate courses	
Bachelor of Business	B01C, B01K
Bachelor of Business (Honours)	B003
Bachelor of Business/Bachelor of Arts in International Studies	B006
Bachelor of Business/Bachelor of Laws	LL02
Bachelor of Mathematics and Finance	MM03
Bachelor of Accounting	BA03
Bachelor of Accounting (Honours)	
Bachelor of Arts in Leisure Management	BL10
Bachelor of Arts in Tourism Management	BL11
Bachelor of Arts in Human Movement Studies	BL12
Bachelor of Arts in Human Movement Studies/Graduate Diploma in Education	BL14
Bachelor of Arts (Honours)	
Leisure Management	BL13
Tourism Management	BL19
Human Movement Studies	BL18
Bachelor of Arts in Leisure Management and in International Studies	BL17
Bachelor of Arts in Tourism Management and in International Studies	BL16
Bachelor of Arts in Human Movement Studies and in International Studies	BL15
Bachelor of Arts in Community Management	BB07
Postgraduate courses	
Doctor of Philosophy	
Accounting	BA54
Finance and Economics	BF52
Leisure and Tourism Studies	BL80
Management	BB56
Marketing	BM52
Master of Business (by thesis)	
Accounting	BA70
Finance and Economics	BF70
Management	BB70
Marketing	BM70
Master of Arts (by thesis)	
Arts Management	BL76
Leisure Studies	BL70
Sports Studies	BL74
Tourism Studies	BL72
MBA program	
Master of Business Administration	B056
Graduate Diploma in Business Administration	B055
Graduate Certificate in Business Administration	B054
Master of Business Administration (Banking and Finance)	B070
Master of Business Administration (Engineering Management)	B067
Master of Business Administration (Executive Management)	B078
Master of Business Administration (International Marketing)	B079
Master of Business Administration (Marketing)	B071
Master of Business Administration (Organisational Learning and Change)	B069
Master of Business Administration (Professional Accounting)	B066
Master of Business Administration (Project Management)	B068
Master of Business Administration (Limited Work Experience)	B063

32 FACULTY INFORMATION

Course	Code
Postgraduate courses (cont.)	
MBA program (cont.)	
Master of Business Administration (Mandarin International)	B059
Graduate Diploma in Business Administration (Mandarin International)	B065
Graduate Certificate in Business Administration (Mandarin International)	B064
Graduate Certificate in Business (Managing for Diversity)	BB77
Master of Business program	
<i>Accounting</i>	
Master of Business in Accounting	BA56
Graduate Certificate in Accounting	BA62
<i>Accounting and Finance</i>	
Master of Business in Accounting and Finance	BA57
Graduate Diploma in Accounting and Finance	BA53
Graduate Certificate in Accounting and Finance	BA60
<i>Banking</i>	
Graduate Certificate in Banking	BF56
<i>Business Operations Management</i>	
Master of Business in Business Operations Management	BB64
Graduate Diploma in Business Operations Management	BB55
Graduate Certificate in Business Operations Management	BB71
<i>Employment Relations</i>	
Master of Business in Employment Relations	BB58
Graduate Diploma in Employment Relations	BB52
Graduate Diploma in Employment Relations (Industrial Law)	BB52
Graduate Certificate in Employment Relations	BB69
<i>Finance</i>	
Master of Business in Finance	BF58
Graduate Diploma in Finance	BF51
Graduate Certificate in Finance	BF54
<i>Marketing</i>	
Master of Business in Marketing	BM53
Master of Business in International Marketing	BM54
Graduate Diploma in Marketing	BM51
Graduate Certificate in Marketing	BM55
Master of Management program	
<i>Arts Management</i>	
Master of Management in Arts Management	BL68
Graduate Diploma in Arts Management	BL52
Graduate Certificate in Arts Management	BL54
<i>Community Management</i>	
Master of Management (Community)	BG87
Graduate Diploma in Community Management	BB73
Graduate Certificate in Community Management	BB72
<i>Health Management</i>	
Master of Management in Health Management	BB76
Graduate Diploma in Health Management	BB75
Graduate Certificate in Health Management	BB74
<i>Leisure Management</i>	
Master of Management in Leisure Management	BL66
Graduate Diploma in Leisure Management	BL50
Graduate Certificate in Leisure Management	BL55
<i>Management – General</i>	
Master of Management	BG88
Graduate Diploma in Management	BB68
Graduate Certificate in Management	BB67

Course	Code
Postgraduate courses (cont.)	
Master of Management program (cont.)	
<i>Public Sector Management</i>	
Master of Management (Public)	BG86
Graduate Diploma in Public Sector Management	BB53
Graduate Certificate in Public Sector Management	BB57
<i>Sports Management</i>	
Master of Management in Sports Management	BL69
Graduate Diploma in Sports Management	BL53
Graduate Certificate in Sports Management	BL60
<i>Tourism Management</i>	
Master of Management in Tourism Management	BL67
Graduate Diploma in Tourism Management	BL51
Graduate Certificate in Tourism Management	BL56
Programs offered in conjunction with other faculties	
<i>Coastal Resource Management</i>	
Master of Science in Coastal Resource Management	KB59
Graduate Certificate in Coastal Resource Management	KB69
<i>Engineering Management</i>	
Master of Engineering Management	EP85
Graduate Certificate in Engineering Management	EP57
<i>Information Technology</i>	
Master of Business in Information Technology Management	MC85
Graduate Diploma in Information Technology Management	MC75
Graduate Certificate in Information Technology Management	MC63

Undergraduate courses

Bachelor of Business

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

Abbreviation: BBus

The Faculty of Business offers an undergraduate degree program that leads to the award of Bachelor of Business. 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 Student 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 1999 *UAC Guide*.

Subject exemptions, advanced standing and subject substitution

Students who are enrolled in the Bachelor of Business course and 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.

A maximum of one third of the degree may be exempted. Requests for exemptions for more than one third and, up to two thirds of the degree, may be considered by Faculty Board. Students are required to apply for exemptions at enrolment in their first semester of study. If a student wishes to request exemptions after their first semester of study in the Bachelor of Business, they are advised to make an appointment with a Student Adviser in the relevant Student Office.

TAFE (NSW)

UTS has an articulated credit transfer policy with TAFE (NSW). Block credit may be granted for a number of completed TAFE Advanced Certificate, Associate Diploma and Diploma courses. These courses must have been completed no earlier than three years before commencement of studies at UTS i.e. students commencing their Bachelor of Business degrees in 1999 must have completed their TAFE courses in 1995 or later.

AVCC national credit transfer project

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.

Insearch Institute of Commerce

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

Other universities

Students who have completed appropriate subjects at a recognised university may be granted credit for subjects previously undertaken. These subjects must have been completed no earlier than 10 years prior to commencement of studies at UTS – i.e. students commencing their Bachelor of Business degrees in 1999 must have completed their previous university study in 1988 or later.

Students applying for exemptions on the basis of subjects completed at institutions other than TAFE should apply, at enrolment, 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 or from the Student Offices at Haymarket or Kuring-gai. Students must provide the original academic transcript and the relevant subject outline from the other institution.
- Take the form **and** relevant documents in person to the Student Office at the campus you attend.

Further details can be obtained from the Student Advisers, telephone 9514 3500 (Haymarket campus) or 9514 5355 (Kuring-gai campus).

Transition guidelines

The Bachelor of Business was reviewed and restructured in 1995 with the revised program being offered from the beginning of 1996. The revised program offers students a more flexible structure with greater options.

Transition students 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.

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 Student Liaison Manager for special consideration.

Subject equivalents

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.

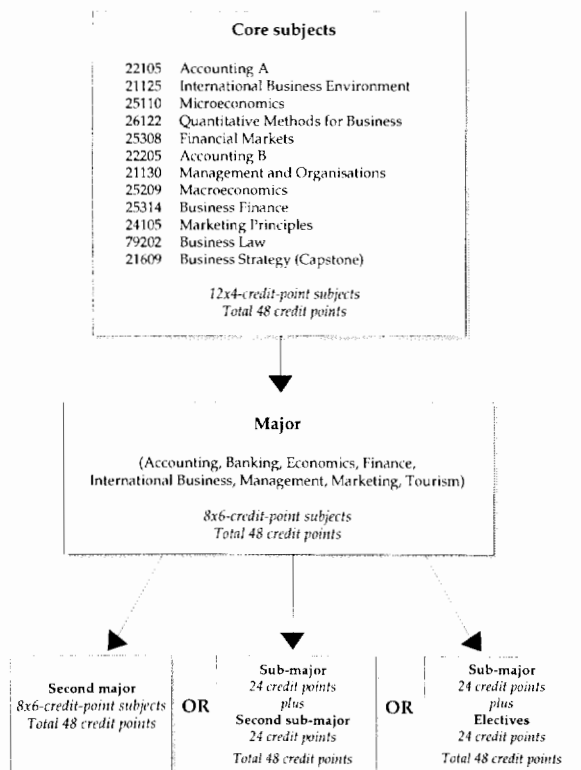
Attendance patterns

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 or morning class during each teaching week.

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

Bachelor of Business course structure



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).

Course programs

Foundation core

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

21609	Business Strategy
-------	-------------------

Typical full-time program

Semester 1

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

Semester 2

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

Semester 3

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

Semester 4

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

Semester 5

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

Semester 6

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

Typical part-time program

Semester 1

- 22105 Accounting A
- 21125 International Business Environment

Semester 2

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

Semester 3

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

Semester 4

- 25209 Macroeconomics
- 25314 Business Finance
- 79202 Business Law

Semester 5

- First major
- Elective (or second major)

Semester 6

- First major
- Elective (or second major)

Semester 7

- First major
- Elective (or second major)

Semester 8

- First major
- Elective (or second major)

Semester 9

- First major
- Elective (or second major)

Semester 10

- First major
- Elective (or second major)

Semester 11

- First major
- Elective (or second major)

Semester 12

- 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 6-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.

Policy on Subject Substitution

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 outside the area of their major to fulfil the objectives of the Bachelor of Business degree in providing a broad business education.

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
- 22321 Cost Management Systems
- 22420 Accounting Standards and Regulations
- 22421 Management Decisions and Control
- 22520 Corporate Reporting: Professional and Conceptual Issues

plus one of the following streams

Stream 1

- 22522 Auditing
- 79365 Company Law¹
- 79462 Revenue Law¹

Stream 2

- 31414 Information Systems
- 31424 Systems Modelling

38 UNDERGRADUATE COURSES

- 31434 Database Design
or
31508 Programming Fundamentals
-

¹ As part of the Accounting major, Bachelor of Business/Bachelor of Law (LL02), students may undertake 70417 Corporate Law instead of 79365 Company Law, and 76212 Revenue Law (LLB) instead of 79462 Revenue Law. In turn, these students must undertake additional Business subjects to replace the Law subjects.

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.

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. However, four of the subjects that are common with the Finance major are offered at the Kuring-gai campus.

- 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
79366 Banking Law
25416 Economics of Money and Finance
-

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.

Students undertaking a double major offered by the School of Finance and Economics must substitute another Business Faculty subject for each overlapping subject in the double major.

Economics major

The Economics major provides students with the disciplinary and vocational skills needed to pursue a career as a business 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
25315 International Economics
25304 Asian–Australian Economic Relations
25416 Economics of Money and Finance
25305 Labour Market Economics
-

Note: Students undertaking a double major offered by the School of Finance and Economics must substitute another Business Faculty subject for each overlapping subject in the double major.

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
-

Note: Students undertaking a double major offered by the School of Finance and Economics must substitute another Business Faculty subject for each overlapping subject in the double major.

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
 25304 Asian–Australian Economic Relations
 22240 International Accounting
 24220 International Marketing
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
 24440 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
 — Any other international subject, (which may include one language and culture 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 (see Subject Coordinator for further details). 21532 Applied International Business does not require overseas travel.
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 insights and competencies associated with the general practice of management. It

covers the specific areas of employment relations, business process management and change management.

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

Marketing major

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

- 24202 Consumer Behaviour
 24220 International Marketing
 24309 Introductory Marketing Research
 24205 Business Marketing
 24210 Advertising and Promotions Management
 24331 Decision Models in Marketing
 or
 24203 Quantitative Marketing Analysis¹
 24430 Applications of Marketing Research
 24415 Marketing Planning and Strategy

¹ 24203 Quantitative Marketing Analysis is recommended for those students intending to apply for the Honours program in Marketing

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
 27327 Tourism's Environmental Interactions
 27185 Introduction to Tourist Behaviour
 27164 Tourism Services Management
 27523 Leisure and Tourism Planning
 21555 Human Resource Management
 27642 Tourism Services Marketing

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. Refer to Policy on Overspecialisation.

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 and faculties:

School of Accounting

Sub-major in Contemporary Issues in Accounting

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

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

Introduces students to a range of issues, focusing on the comparative development of national accounting systems, international accounting standards and transnational reporting issues. 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

For students in Bachelor of Business majors other than Accounting who want a detailed working knowledge of management reporting issues, e.g. 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
- 31414 Information Systems
- 31424 Systems Modelling

- 31434 Database Design
or
- 31508 Programming Fundamentals

Sub-major in Professional Accounting and Auditing Practice

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
- 22517 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

Note: 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

Provides students enrolled in any of the majors within the Bachelor of Business with a knowledge of financial reporting issues, legal frameworks and reporting on environmental problems and solutions faced by modern corporate enterprises. It 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

Provides students enrolled in any of the majors within the Bachelor of Business with an introduction to business planning, financial and managerial reporting, and other legal, marketing and accounting issues for small and medium-sized enterprises. It 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

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 Analysis¹
- 25409 Commercial Bank Management
- 25522 Bank Lending Practice
- 79366 Banking Law

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

Sub-major in Economics

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

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

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**

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
plus three of the following
- 21407 Strategic Human Resource Management
- 21430 Enterprise Bargaining and Workplace Relations
- 79270 Industrial and Labour Law
- 21058 Management Project
(Management majors only)

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

Sub-major in International Management

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)

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

Sub-major in Management Practice

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 of the strategy process.

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

Sub-major in Small and Medium Enterprise Management

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

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

Sub-major in Strategic Management

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 Management of the Strategy Process
plus three of the following
- 21530 Global Strategy
- 21407 Strategic Human Resource Management
- 21311 Strategic Supply Chain Management
- 21131 Business Process Management
- 21225 Organisational Structure and Change
- 21410 Quality Management

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

School of Marketing

Sub-major in Advanced Advertising

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
- 56013 Public Relations Principles and Process
- 59330 Advertising Practice
- 59333 Advertising Strategies

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

Sub-major in Advanced Marketing Research

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 Issues¹

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

Note: Students undertaking this submajor should check subject selection and content with the sub-major coordinator.

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

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
- 24555 Business Marketing Project
- 21410 Quality Management
- 24311 Strategic Supply Chain Management
or
- Any other suitable subject chosen in consultation with course coordinator.

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 Electronic Commerce

Under development. Contact the Faculty of Business Student Offices for further information.

Sub-major in Information Management in Marketing

Provides for students in Bachelor of Business majors other than Marketing with 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 Issues¹

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

Note: Students undertaking this submajor should check subject selection and content with the sub-major coordinator.

Sub-major in International Marketing

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

Option I

(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

- 24440 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 Study¹
plus one of the following
24440 International Promotion and Advertising
or
— Any other approved international subject including a language subject offered by the Institute for International Studies

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

Sub-major in Introductory Advertising

Provides students in Bachelor of Business majors other than Marketing with 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
56013 Public Relations Principles and Process
59330 Advertising Practice
59333 Advertising Strategies

Sub-major in Introductory Marketing

Provides students in Bachelor of Business majors other than Marketing with 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

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

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 The 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

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
27164 Tourism Services 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-wide

Sub-major in International Exchange

Students have the option to complete four elective subjects, approved by the Faculty of Business, at an approved exchange destination. These subjects will be recognised as a cohesive unit of study and approved as a sub-major in International Exchange.

Faculty of Design, Architecture and Building

Sub-major in Land Economics

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

- 16352 Valuation Methodology
- 16751 International Property Investment
- 16554 Urban Economics

Faculty of Education

Sub-major in Human Resource Development

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, and is graded on a pass/fail basis only.

- 015022 Human Resource Development Practices
- 015006 Program Development
plus two of the following
- 015141 Human Resource Development Strategies
- 015034 Program Delivery and Evaluation
- 015018 Workplace Practicum
- 015162 Competency Assessment in the Workplace
- 015066 Leading and Facilitating Change
- 015054 Organisational Learning:
An Experiential Approach

Faculty of Humanities and Social Sciences

Sub-major in Communication

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
- 56002 Group Communication
- 56003 Organisational Communication
- 56004 Public Communication

Sub-major in Information in Business

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

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 Reporting Business

Introduces students to the core skills of research, story telling, writing and ethical thinking relevant to the practice of journalism. Encourages students to develop critical understanding of the varying contexts in which journalism skills are used in the communication and business industries. This sub-major is offered at the City campus.

- 59636 Introduction to Journalism
- 54240 Journalism 2
plus one of the following
- 54241 Print Features
- 54341 Investigations
- 54344 Specialist Reporting
- 54242 Print Production and Subediting
- 54340 Electronic Publishing

Sub-major in Women and Business

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

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:

- 79161 Introduction to Insolvency Law
- 79162 Corporate Insolvency and Administration
- 79211 Law for Marketing Management
- 79270 Industrial and Labour Law
- 79365 Company Law

46 UNDERGRADUATE COURSES

- 79366 Banking Law
- 79403 Law and the Manager
- 79462 Revenue Law
- 79502 Law and Finance
- 79603 International Business Law and Regulation
- 79659 Advanced Commercial Law
- 79660 Environmental Law in Business
- 79662 Business Bankruptcy
- One subject from the Taxation Law sub-major

Sub-major in Foundations Law

A sub-major for students enrolled in the Bachelor of Business who are considering transferring between the different degree programs or intending to undertake law studies as a second degree. 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 Taxation Law

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.

- 79606 Advanced Revenue Law
- 79666 International Aspects of Australian Taxation 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

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

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 Introductory Mathematical Methods
- 35241 Optimisation 1
- 35340 Operations Research Practice
- 35344 Network Optimisation

Sub-major in Statistics

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 Introductory Mathematical Methods
- 35252 Statistics 2
- 35353 Regression Analysis
- 35361 Probability and Stochastic Processes

Sub-major in Business Analysis and Design/Databases

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
- 31511 Systems Design
- 31434 Database Design
- 31443 Distributed Databases and Client Server Computing
or
- 31921 Objectbases

Sub-major in Business Information Technology

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

- 31508 Programming Fundamentals
- 31424 Systems Modelling
- 31434 Database Design
- 31512 Networking 1

Sub-major in Human Factors and Computing in Business

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.

- 31424 Systems Modelling
- 31511 Systems Design
plus two of the following
- 31777 Human-Computer Interaction
- 31950 Networked Enterprise Design
- 31xxx Business Processes and IT Strategy

Sub-major in Programming and Design

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

- 31508 Programming Fundamentals
- 31424 Systems Modelling
- 31429 Procedural Programming
- 31434 Database Design

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

Designed to provide students with the 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**

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 1C
- 65201 Chemistry 2C
- plus two of the following*
- 65202 Organic Chemistry 1
- 65306 Analytical Chemistry 1
- 65307 Physical Chemistry 1
- 65411 Inorganic Chemistry 1
- 65410 Chemical Safety and Legislation

Sub-major in Health Science

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 Studies¹**Sub-major in International Studies**

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
- 976221 Contemporary Korea
- 976301 Contemporary South-East Asia
- 976501 Contemporary Latin America
- 976401 Contemporary Europe
- 976101 Chinese East Asia

Sub-major in Language other than English (LOTE)

Enables students to develop communicative competence in a language other than English. Three consecutive subjects of 8 credit points each are taken from **one** of the following language programs: Cantonese, Chinese, Croatian, French, German, Greek, Indonesian, Italian, Japanese, Korean, Malaysian, Polish, Russian, Slovenian, Spanish, Thai and Ukrainian. Other language programs may be offered subject to availability and demand.

- 971xxx Language and Culture 1
- 972xxx Language and Culture 2
- 973xxx Language and Culture 3

For example:**Chinese**

- 971111 Chinese Language and Culture 1
- 972111 Chinese Language and Culture 2
- 973111 Chinese Language and Culture 3

Sub-major in Specialist Country Studies

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 following²

China

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

France

- 971414 French 1
- 972414 French 2
- 976401 Contemporary Europe

Germany

- 971424 German 1
- 972424 German 2
- 976401 Contemporary Europe

Indonesia

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

Italy

- 971434 Italian 1
- 972434 Italian 2
- 976401 Contemporary Europe

Japan

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

Korean

- 971221 Korean Language and Culture 1
- 972221 Korean Language and Culture 2
- 976221 Contemporary Korea

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

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

² 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

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 faculty approval.

Bachelor of Business (Honours)

The Honours program is subject to final approval

Course code: B003

Abbreviation: BBus(Hons)

The Bachelor of Business Honours program provides an opportunity for advanced study in the disciplinary areas of: accounting; finance and economics; management; or marketing.

It provides the ideal foundation for students who plan to pursue a career in applied research in business and the related professions, or who plan to undertake master's or doctoral research studies.

Admission requirements

Students must have completed the Bachelor of Business, or equivalent degree, with an overall credit average and an average mark of 70 (or equivalent for non-UTS students) in the discipline area in which the Honours degree is to be awarded. Admission also requires the approval of the relevant Head of School.

Applications should be made on the appropriate University admission form, as well as the Faculty questionnaire. Both forms are available from the Faculty of Business Student Offices.

Attendance pattern

The Honours degree comprises two semesters of intensive full-time study, or in approved cases, four semesters part time.

Course structure

Students must complete 48 credit points of study, comprising a 24 credit point coursework component and a 24 credit thesis component.

Accounting

The Accounting sequence within the Honours program provides students with the knowledge and skills to critically evaluate accounting issues. The coursework component provides groundings in research skills necessary for the critical evaluation of both theoretical issues and empirical studies in accounting. The thesis component focuses on an original study in one of the major areas of the School's research program, which include market-based accounting research, contracting theory, auditing, and management accounting.

- 22901 Research Methods in Accounting
- 22902 Advanced Theory in Financial Accounting
- 22903 Advanced Theory in Management Accounting
- 22908 Advanced Auditing and Assurance Theory
- 22906 Thesis in Accounting

Finance and Economics

The Finance sequence within the Honours program prepares students to undertake applied research in many areas of the financial services industry, or to undertake postgraduate research training in finance. The coursework component ensures students are up-to-date with the latest theoretical issues in finance, and are aware of the variety of research paradigms currently in use in the conduct of exemplary research. The thesis component will demonstrate the ability to formulate and execute an original applied research project in some disciplinary area of finance.

- 25921 Theory of Financial Decision Making
- 25922 Financial Econometrics
- 25923 Derivative Security Pricing
- 25924 Advanced Corporate Finance
- 25925 Thesis in Finance

Management

The Management sequence within the Honours program prepares students to undertake applied research in many areas of management, or to undertake postgraduate research training in the area. The coursework component ensures students are up-to-date with the latest theoretical issues and are aware of the variety of research paradigms currently in use in the conduct of exemplary research. The thesis component focuses on original study in one of the major areas of the School's research program, which include organisation studies, operations management, employment relations, public and not-for-profit sector management, strategic management and collaboration.

- 21907 Research Methods in Management (Honours)
- 21908 Advanced Research Methods in Management (Honours)
- 21909 Theorising Organisations and Management
- 21910 Researching Organisations and Management
- 21911 Thesis in Management

Marketing

The Marketing sequence within the Honours program prepares students to undertake further academic research or to conduct research in a marketing management position. The coursework component provides students with in-depth knowledge of contrasting theories of marketing, and expertise and skills in a range of research methods and analytical techniques currently in use in the conduct of exemplary research. The thesis component will demonstrate the ability to formulate and execute an original applied research project in some disciplinary area of marketing.

- 24901 Advanced Theory in Marketing
- 24902 Research Methods in Marketing
- 24903 Readings for Thesis – Marketing
- 24907 Advanced Research Methodology – Marketing
- 24904 Thesis in Marketing (F/T)
- or*
- 24905 Thesis in Marketing (P/T)

Bachelor of Business/ Bachelor of Arts in International Studies

Course code: B006

Abbreviation: BBus BA

The Bachelor of Business/Bachelor of Arts in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies. 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 Poland, Russia, Slovenia, Ukraine and Vietnam 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. The East Asia major is restricted to students who have a sound working knowledge of one of: Cantonese, Chinese, Japanese or Korean language.

Arrangements for In-country Study

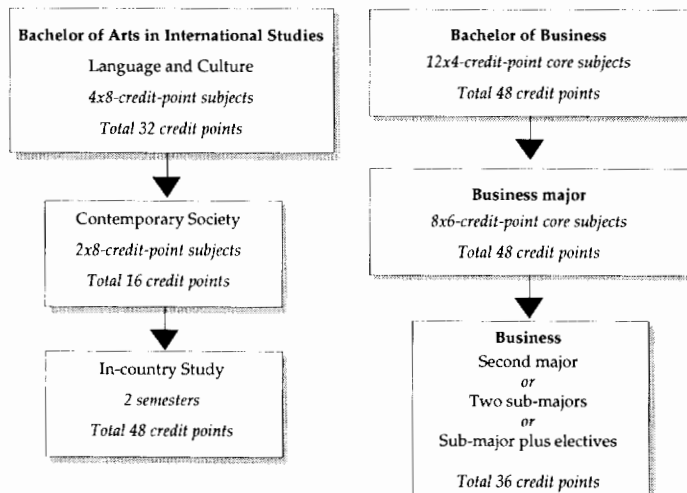
All students are required to complete four consecutive semesters of the study of language and culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel will be redirected to support the In-country Study program in general. In most cases the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

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 the following specialisations are available: Argentina, Chile, China, Croatia, East Asia, France, Germany, Greece, Indonesia, Italy, Japan, Korea, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Ukraine and Vietnam.



Each includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Modernisation and Social Change; 8 credit points of 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

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

Semester 2

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

Semester 3

- Bachelor of Business first major
- Bachelor of Business first major
- 971xxx Language and Culture ¹
- 50140 Modernisation and Social Change²

Semester 4

- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 972xxx Language and Culture ²

Semester 5

- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 973xxx Language and Culture ³

Semester 6

- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 974xxx Language and Culture ⁴
- 976xxx Contemporary Society²

Semester 7

- 977xxx In-country Study 1

Semester 8

- 978xxx In-country Study 2

Semester 9

- 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

- 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

¹ 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.

² Students undertake one of the following pairs of subjects:

China

Modernisation and Social Change
Contemporary China

Indonesia, Malaysia or South-East Asia

Modernisation and Social Change
Contemporary South-East Asia

Japan

Modernisation and Social Change
Contemporary Japan

Korea

Modernisation and Social Change
Contemporary Korea

East Asia

Two of:
Contemporary China
Contemporary Japan
Contemporary Korea
Chinese East Asia

Argentina, Chile or Mexico

Modernisation and Social Change
Contemporary Latin America

Southern China

Modernisation and Social Change
Chinese East Asia

Taiwan

Modernisation and Social Change
Chinese East Asia

Thailand or Vietnam

Modernisation and Social Change
Contemporary South-East Asia

France, Germany or Italy

Modernisation and Social Change
Contemporary Europe

Croatia, Greece, Poland, Russia, Slovenia or Ukraine

Modernisation and Social Change
Contemporary Europe or
Modern Greek History and Society

Bachelor of Business/ Bachelor of Laws

Course code: LL02

Abbreviation: BBus LLB

The Bachelor of Business/Bachelor of Laws 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 to complete the Professional Program as a Legal Practice Major (24 credit points as elective subjects within the LLB) and by undertaking a concurrent Graduate Certificate of Legal Practice (12 credit points), all under HECS arrangements. Upon completion of their degree students will then complete 16 weeks of practical experience as part of the concurrent Graduate Certificate of Legal Practice. Students are also able to complete up to one half of their practical experience requirements (i.e maximum 8 weeks) up to one year prior to their commencement of the Legal Practice course. Approval for any practical experience placement must be obtained in advance from the Faculty of Law's Practical Experience Committee.

Alternatively, students may choose to complete their undergraduate degree from the choice of electives and delay Professional Program studies for up to two years, or even forego such studies completely. Students who decide on this latter course must realise that, under the current rules of the Legal Practitioners Admission Board (LPAB), 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 LPAB.

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 9514 3444.

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.

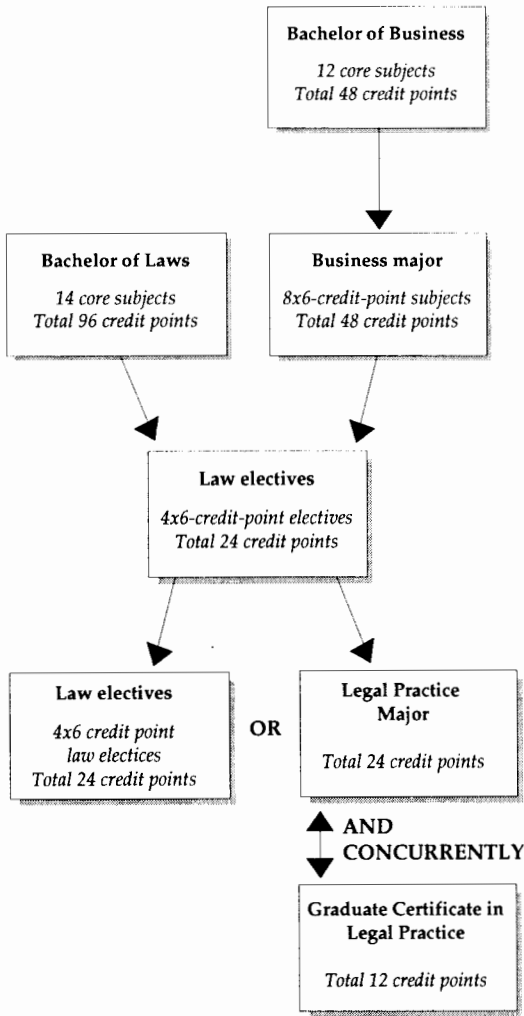
Attendance pattern

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 an additional four law electives, or the Professional Program.

Bachelor of Business/Bachelor of Laws students must complete a total of 96 credit points of Business Faculty subjects to be eligible for graduation from the Bachelor of Business.



Course program

Stage 1

- 79202 Business Law
- 25110 Microeconomics
- 22105 Accounting A
- 21125 International Business Environment
- 26122 Quantitative Methods for Business
- 25308 Financial Markets

Stage 2

- 70113 Legal Process and History
- 70105 Legal Research
- 22205 Accounting B
- 25314 Business Finance

Stage 3

- 70217 Criminal Law
- 70211 Law of Contract
- 25209 Macroeconomics
- 21130 Management and Organisations
- 24105 Marketing Principles

Stage 4

- 70311 Law of Tort
- 70616 Federal Constitutional Law
- Business major 1

Stage 5

- 70317 Real Property
- 70318 Personal Property
- Business major 2
- Business major 3

Stage 6

- 70617 Administrative Law
- 7xxxx Law elective 1
- 7xxxx Law elective 2
- Business major 4

Stage 7

- 70417 Corporate Law
- 70516 Equity and Trusts
- 71005 Practice and Procedure
- Business major 5

Stage 8

- 71216 Law of Evidence
- 71116 Remedies
- 7xxxx Law elective 3
- Business major 6

Stage 9

- 21609 Business Strategy
- Business major 7
- Business major 8
- 76xxx Law elective 4

Stage 10

- Legal practice major
- or
- Four Law electives

Note: Students undertaking the Accounting major must complete Stream 1 within that major. The subject 76212 Revenue Law (LLB) must be taken in the Accounting Concentration.

Double degree in Business and Computing Sciences

Students initially enrol in the Bachelor of Business degree and take the Computing Science Programming and Design sub-major. On satisfactory completion of the Business degree and the Computing Science Programming and Design sub-major, students may then apply for admission to the Bachelor of Science in 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.

Full details of the Bachelor of Science in Computing Science degree are contained in the 1999 *Faculty of Mathematical and Computing Sciences Handbook*.

Bachelor of Mathematics and Finance

Course code: MM03

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.

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

For further information, contact the School of Mathematical Sciences on 9514 2246.

Bachelor of Accounting

Course code: BA03

Abbreviation: BAcc

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.

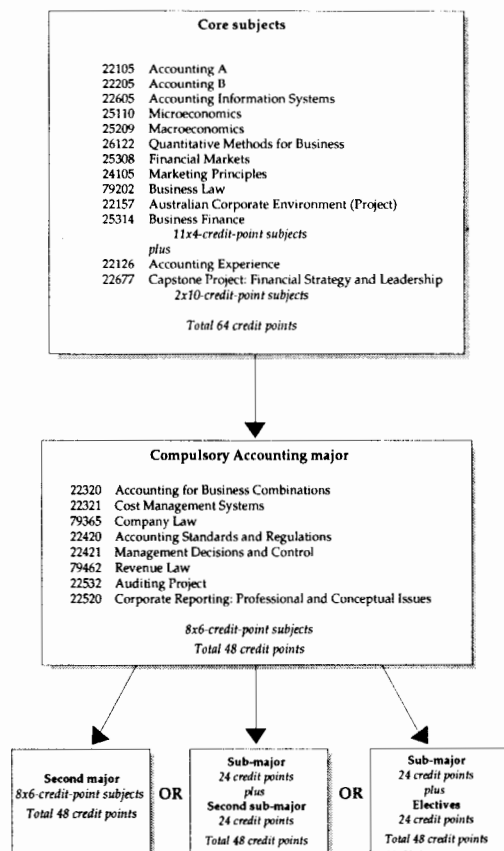
Course program

Semester I

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

¹ Fast-track studies undertaken during February.

Bachelor of Accounting course structure



Semester 2 – Industry Experience

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

Semester 3

- 22320 Accounting for Business Combinations
- 22321 Cost Management Systems¹
- 79365 Company Law
- 25314 Business Finance
- Elective 1
- Elective 2

Semester 4

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

Semester 5 – Industry Experience

- 22677 Capstone Project: Financial Strategy and Leadership
- 22532 Auditing Project

Semester 6

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

¹ Fast-track studies undertaken during February.

Majors/sub-majors

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

Professional recognition

Students successfully completing the Bachelor of Accounting will have satisfied the Accounting major educational requirements for undergraduate 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)

Abbreviation: BAcc(Hons)

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

Bachelor of Arts in Leisure Management

This course is currently under review.

Course code: BL10

Abbreviation: BA

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:

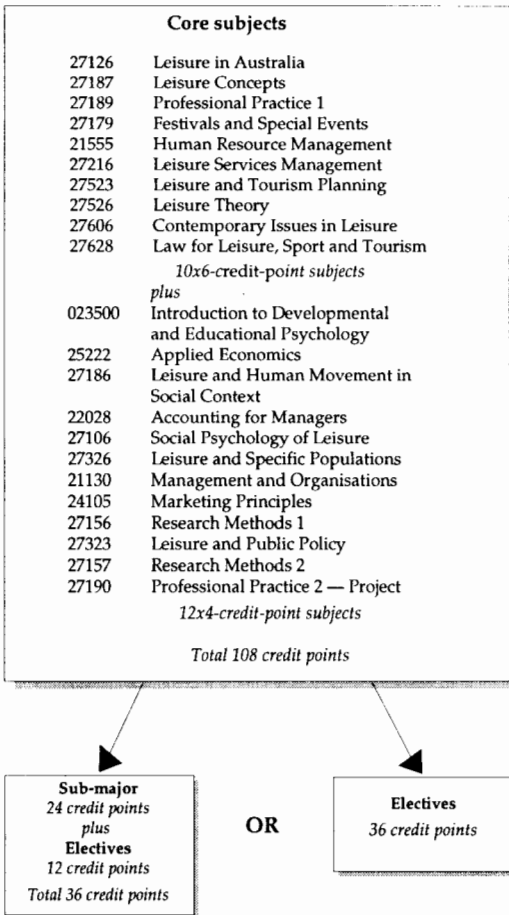
1. students who may have completed part or all of an Associate Diploma in Recreation (either at UTS or at an interstate institution);
2. students who may have completed part of a Bachelor's degree program in leisure or recreation or related area of study at another institution;
3. students who have been 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.

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.



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 program

Typical full-time program

Semester 1

- 27126 Leisure in Australia
- 27187 Leisure Concepts
- 023500 Introduction to Developmental and Educational Psychology
- 27189 Professional Practice 1
- 25222 Applied Economics

Semester 2

- 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

- 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
- 023500 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 such as Tourism Management, Sports Management or Outdoor Education.

Bachelor of Arts in Tourism Management

This course is currently under review.

Course code: BL11

Abbreviation: BA

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 appropriate 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

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

Core subjects	
27126	Leisure in Australia
27187	Leisure Concepts
27189	Professional Practice 1
27179	Festivals and Special Events
21555	Human Resource Management
27216	Leisure Services Management
27523	Leisure and Tourism Planning
27526	Leisure Theory
27606	Contemporary Issues in Leisure
27628	Law for Leisure, Sport and Tourism
<i>10x6-credit-point subjects</i>	
<i>plus</i>	
023500	Introduction to Developmental and Educational Psychology
25222	Applied Economics
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
24105	Marketing Principles
27156	Research Methods 1
27323	Leisure and Public Policy
27157	Research Methods 2
27190	Professional Practice 2 — Project
<i>12x4-credit-point subjects</i>	
<i>Total 108 credit points</i>	

Sub-major
<i>24 credit points</i>
<i>plus</i>
Electives
<i>12 credit points</i>
<i>Total 36 credit points</i>

OR

Electives
<i>36 credit points</i>

Semester 2

- 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

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

Semester 4

- 27323 Leisure and Public Policy
- 27157 Research Methods 2
- 27642 Tourism Services Marketing
- 27628 Law for Leisure, Sport and Tourism
- 27164 Tourism Services Management

Semester 5

27523	Leisure and Tourism Planning
27165	Tourism Studies Project 1
—	Elective 1
—	Elective 2
27163	Tourism Industry Practicum (cont.)

Semester 6

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 in Tourism Management, may be undertaken from those offered by the Bachelor of Arts in Leisure Management: Community Recreation, Leisure Management, Outdoor Education, Sports Management, 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; Literature of Travel and Tourism; Tourism Project Development; Ecotourism; Events Management; Outdoor Education 1 and 2; and Tourism Recreation and Protected Areas 1 and 2.

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

This course is currently under review.

Course code: BLI2

Abbreviation: BA

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 and skills 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

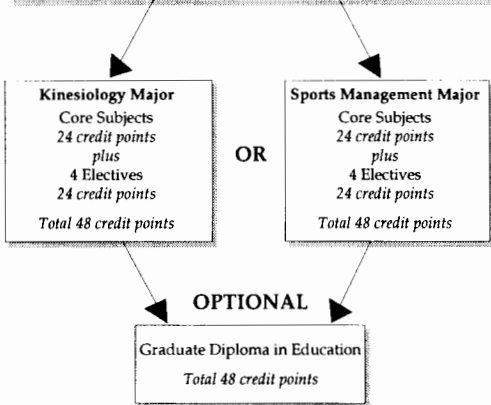
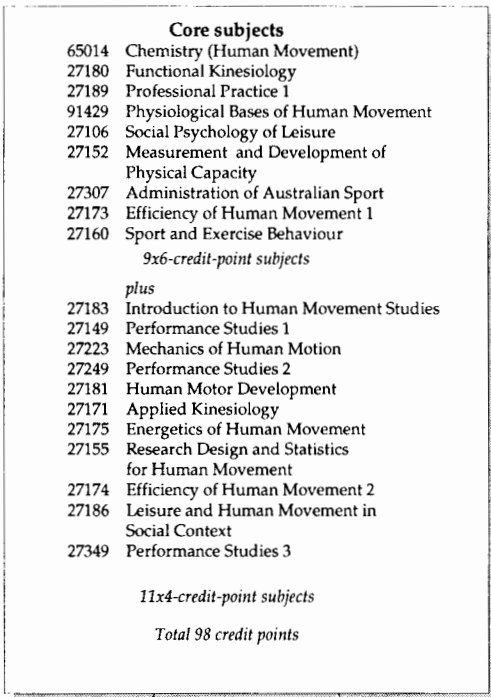
The Bachelor of Arts in Human Movement Studies is taught on a full-time basis only. The normal time for completion of requirements is three years (six semesters).

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

- 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
- 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

- 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

- 27449 Performance Studies 4
- 27331 Motor Learning and Control
- 27190 Professional Practice 2 – Project
- Elective 1
- Elective 2

Semester 6

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

Sports Management major

Semester 5

- 21130 Management and Organisations
- 22028 Accounting for Managers
- 27190 Professional Practice 2 – Project
- 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 of Leisure Services
 56013 Public Relations Principles and Process
 27161 Sports Marketing

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

Course code: BL14

Abbreviation: BA GradDipEd

Students wishing to undertake a career in the teaching of personal development, health, and physical education may undertake a fourth year of study leading to the award of Graduate Diploma in 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**

-
- 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

-
- 027001 Learning in Personal Development, Health and Physical Education (cont.)
 023192 Secondary Practicum 2
 023003 The Secondary School: 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*

Abbreviation: *BA(Hons)*

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 of 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; and
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
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
27154	Readings for Thesis
	<i>or</i>
—	Elective 1

Semester 2

27690 Honours Thesis
— Elective 2

Semester 3

27690 Honours Thesis (cont.)

Semester 4

27690 Honours Thesis (cont.)

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

The Bachelor of Arts in Leisure Management component of this course is currently under review.

Course code: BL17

Abbreviation: BA

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 for the International Studies component of this combined degree, however, some majors within the International Studies program do have specific admission requirements. Entry to the Poland, Slovenia, Ukraine and Vietnam

majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. Entry to the East Asia major is restricted to students with a sound working knowledge of at least one of the Cantonese, Chinese, Japanese or Korean languages. 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. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying 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.

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

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel will be redirected to support the In-country Study program in general. In most cases the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course structure

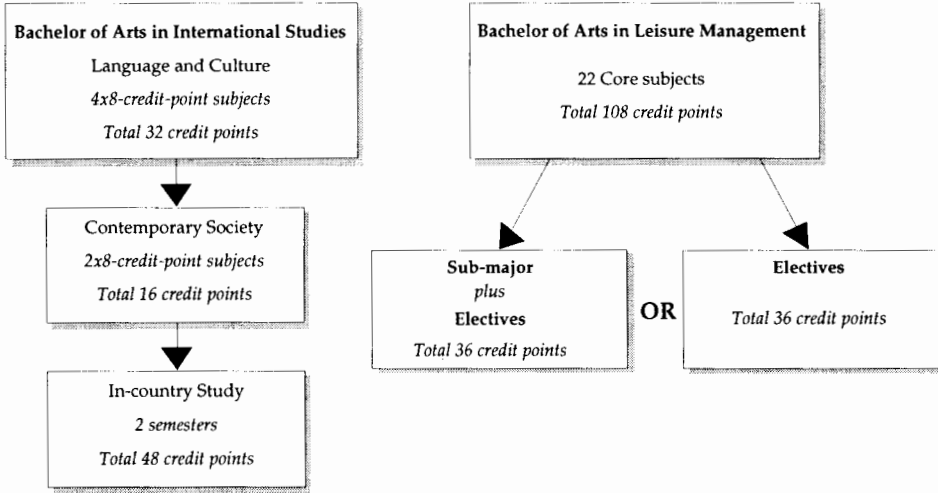
All students must complete 240 credit points of study, comprising 144 credit points relating to the Bachelor of Arts in Leisure Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Leisure Management component of the combined degree, 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: Argentina, Chile, China, Croatia, East Asia, France, Germany, Greece,

Indonesia, Italy, Japan, Korea, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand, Ukraine and Vietnam.

Each specialisation includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Modernisation and Social Change; 8 credit

points of 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

- 27126 Leisure in Australia
- 27189 Professional Practice 1
- 27187 Leisure Concepts
- 023500 Introduction to Developmental and Educational Psychology
- 25222 Applied Economics

Semester 2

- 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

- 27179 Festivals and Special Events
- 27156 Research Methods 1
- 971xxx Language and Culture 1¹
- 50140 Modernisation and Social Change²

Semester 4

- 27323 Leisure and Public Policy
- 27157 Research Methods 2
- 972xxx Language and Culture 2¹
- 27216 Leisure Services Management

Semester 5

- 24105 Marketing Principles
- 973xxx Language and Culture 3¹
- Leisure Management elective
- 21555 Human Resource Management

Semester 6

- 974xxx Language and Culture 4¹
- 976xxx Contemporary Society²
- Leisure Management elective
- 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
- Leisure Management elective

Semester 10

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

¹ 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.

² Students undertake one of the following pairs of subjects:

China

Modernisation and Social Change
Contemporary China

Indonesia, Malaysia, Vietnam, South-East Asia or Thailand

Modernisation and Social Change
Contemporary South-East Asia

Japan

Modernisation and Social Change
Contemporary Japan

Korea

Modernisation and Social Change
Contemporary Korea

Argentina, Chile, Latin America or Mexico

Modernisation and Social Change
Contemporary Latin America

South China or Taiwan

Modernisation and Social Change
Chinese East Asia

Croatia, France, Germany, Greece, Italy, Poland, Russia,

Slovenia or Ukraine

Modernisation and Social Change
Contemporary Europe

East Asia two of:

Contemporary China

Contemporary Japan

Contemporary Korea

Chinese East Asia

Bachelor of Arts in Tourism Management and in International Studies

The Bachelor of Arts in Tourism Management component of this course is currently under review.

Course code: BL16

Abbreviation: BA

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 for the International Studies component of this combined degree, however, some majors within the International Studies program do have specific admission requirements. Entry to the Poland, Slovenia, Ukraine and Vietnam majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. Entry to the East Asia major is restricted to students with a sound working knowledge of at least one of the Cantonese, Chinese, Japanese or Korean languages. 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. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences.

Arrangements for In-country Study

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

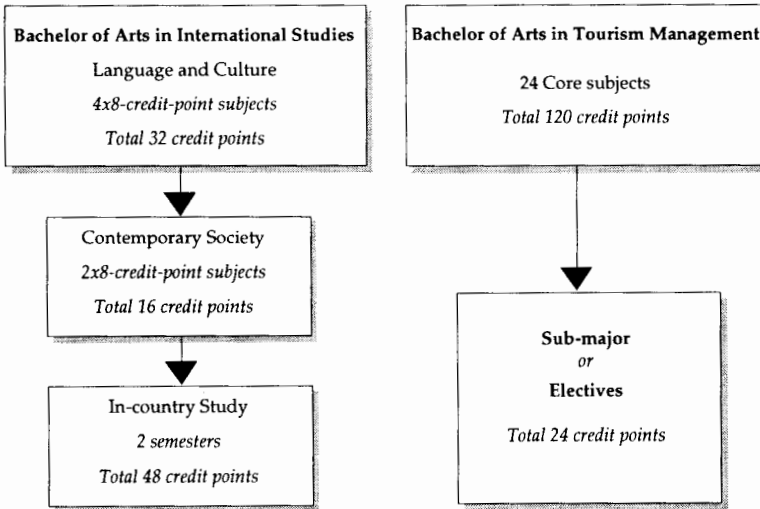
The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel will be redirected to support the In-country Study program in general. In most cases the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Argentina, France, Germany, Hong Kong, Japan and Taiwan – may be higher than in Sydney.

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: Argentina, Chile, China, Croatia, East Asia, France, Germany, Greece, Indonesia, Italy, Japan, Korea, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand, Ukraine and Vietnam.

Each specialisation includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Modernisation and Social Change; 8 credit points of 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

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

Semester 2

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

Semester 3

27327 Tourism's Environmental Interactions
 27156 Research Methods 1
 971xxx Language and Culture 1¹
 50140 Modernisation and Social Change²
 27163 Tourism Industry Practicum

Semester 4

24105 Marketing Principles
 27323 Leisure and Public Policy
 27157 Research Methods 2
 972xxx Language and Culture 2¹
 27163 Tourism Industry Practicum (cont.)

Semester 5

21555 Human Resource Management
 973xxx Language and Culture 3¹
 27523 Leisure and Tourism Planning

Semester 6

974xxx Language and Culture 4¹
 976xxx Contemporary Society²
 27164 Tourism Services Management
 27642 Tourism Services Marketing

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

-
- 27165 Tourism Studies Project 1
 — Tourism Management elective
 — Tourism Management elective
 — Tourism Management elective

Semester 10

-
- 27167 Tourist Destination Marketing and Management
 27166 Tourism Studies Project 2
 — Tourism Management elective
 27628 Law for Leisure, Sport and Tourism
-

¹ 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.

² Students undertake one of the following pairs of subjects:

China

Modernisation and Social Change
 Contemporary China

Indonesia, Malaysia, Vietnam, South-East Asia or Thailand

Modernisation and Social Change
 Contemporary South-East Asia

Japan

Modernisation and Social Change
 Contemporary Japan

Korea

Modernisation and Social Change
 Contemporary Korea

Argentina, Chile, Latin America or Mexico

Modernisation and Social Change
 Contemporary Latin America

South China or Taiwan

Modernisation and Social Change
 Chinese East Asia

Croatia, France, Germany, Greece, Italy, Poland, Russia,

Slovenia or Ukraine
 Modernisation and Social Change
 Contemporary Europe

East Asia two of:

Contemporary China
 Contemporary Japan

Contemporary Korea
 Chinese East Asia

Bachelor of Arts in Human Movement Studies and in International Studies

The Bachelor of Arts in Human Movement Studies is currently under review.

Course code: BL15

Abbreviation: BA

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

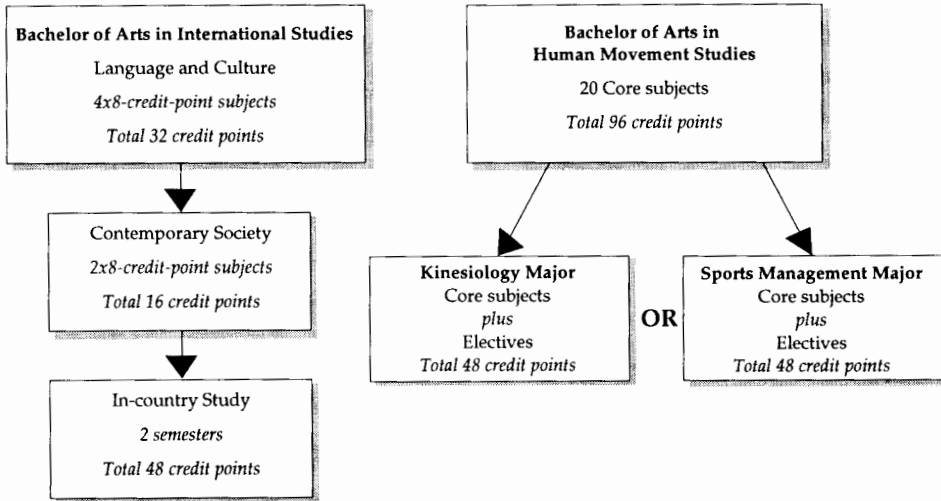
Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Human Movement Studies. There are no prior language requirements for the International Studies component of this combined degree, however, some majors within the International Studies program do have specific admission requirements. Entry to the Poland, Slovenia Ukraine and Vietnam majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. Entry to the East Asia major is restricted to students with a sound working knowledge of at least one of the Cantonese, Chinese, Japanese or Korean languages. 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. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences

Arrangements for In-country Study

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

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel will be

redirected to support the In-country Study program in general. In most cases the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.



Course structure

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

In the International Studies component, students choose one of the following specialisations: Argentina, Chile, China, Croatia, East Asia, France, Germany, Greece, Indonesia, Italy, Japan, Korea, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand, Ukraine and Vietnam.

Each specialisation includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Modernisation and Social Change; 8 credit points of 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 1¹
- 50140 Modernisation and Social Change²
- 27155 Research Design and Statistics for Human Movement
- 27249 Performance Studies 2 (cont.)

Semester 4

- 27349 Performance Studies 3
- 27160 Sport and Exercise Behaviour
- 972xxx Language and Culture 2¹
- 27186 Leisure and Human Movement in Social Context

Semester 5

- 27171 Applied Kinesiology
 27175 Energetics of Human Movement
 27307 Administration of Australian Sport
 973xxx Language and Culture 3¹

Semester 6

- 27173 Efficiency of Human Movement 1
 27174 Efficiency of Human Movement 2
 974xxx Language and Culture 4¹
 976xxx Contemporary Society²

Semester 7

- 977xxx In-country Study 1

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
 — Human Movement Studies elective
 — Human Movement Studies elective

Sports Management major

- 21130 Management and Organisations
 22028 Accounting for Managers
 27190 Professional Practice 2 – Project
 — Human Movement Studies elective
 — Human Movement Studies elective

Semester 10**Kinesiology major**

- 27159 Social Issues in Sport and Exercise
 27222 Exercise Prescription
 27190 Professional Practice 2 – Project (cont.)
 — Human Movement Studies elective
 — Human Movement Studies elective

Sports Management major

- 24105 Marketing Principles
 27628 Law for Leisure, Sport and Tourism
 27190 Professional Practice 2 – Project (cont.)
 — Human Movement Studies elective
 — Human Movement Studies elective

¹ 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.

² Students undertake one of the following pairs of subjects:

China

Modernisation and Social Change
 Contemporary China

Indonesia, Malaysia, Vietnam, South-East Asia or Thailand

Modernisation and Social Change
 Contemporary South-East Asia

Japan

Modernisation and Social Change
 Contemporary Japan

Korea

Modernisation and Social Change
 Contemporary Korea

Argentina, Chile or Mexico

Modernisation and Social Change
 Contemporary Latin America

South China or Taiwan

Modernisation and Social Change
 Chinese East Asia

Croatia, France, Germany, Greece, Italy, Poland, Russia, Slovenia or Ukraine

Modernisation and Social Change
 Contemporary Europe

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

Modernisation and Social Change
 Contemporary Europe

East Asia two of:

Contemporary China
 Contemporary Japan
 Contemporary Korea
 Chinese East Asia

Bachelor of Arts in Community Management

Course code: BB07*Abbreviation: BA*

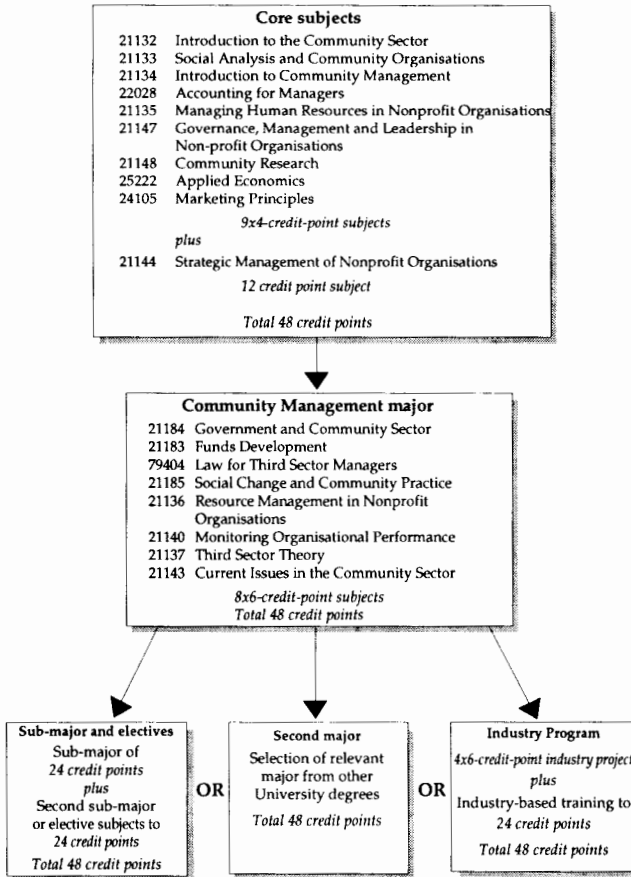
The Bachelor of Arts in Community Management is a specialised course for people already working in nonprofit organisations. The course provides students with a broad understanding of the context of nonprofit organisations and the industries in which they operate, a working knowledge of nonprofit organisations,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

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.

Bachelor of Arts in Community Management course structure



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.

Further details are available from Jenny Green, Lecturer in Community Management, telephone 9514 5440.

Postgraduate courses

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

Office location

The Graduate School of Business Information Office is located on:

Level 5, Building B5, Quay Street, Haymarket.

During semester, the office is open from:

9.00 a.m. to 8.00 p.m. Monday to Thursday

9.00 a.m. to 6.30 p.m. Friday

At other times the office is open from:

9.00 a.m. to 6.00 p.m. Monday to Thursday

9.00 a.m. to 5.00 p.m. Friday

Telephone: 9514 3660

Fax: 9514 3554

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.

The full Rules are published online at <http://www.uts.edu.au/div/publications/policies/rules/contents.html>

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.

Postgraduate subject exemptions will normally not be granted where prior studies were undertaken in a course studied more than 10 years previously. Postgraduate subject exemptions will also not be granted for prior sub-degree TAFE studies. In both instances, students can apply to the Course Director for credit by substitution or to the subject

coordinator for subject exemption by challenge, where appropriate.

Exemptions for electives will only be considered for prior postgraduate studies.

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

Graduate Certificates

Maximum of two exemptions for postgraduate level study only.

Note that no exemption for undergraduate study or TAFE study will be granted at Graduate Certificate level.

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.

Articulation

While courses are offered as stand-alone qualifications, they are also integrated programs of study that enable students who satisfactorily complete the Graduate Certificate or Graduate Diploma to apply for entry to a higher level course within their chosen field of study. Note that where a student articulates from one level of study to another, only one *testamur* will be issued.

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

Abbreviation: PhD

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 *UTS Calendar* and online at <http://www.uts.edu.au/div/publications/policies/rules/contents.html>

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: Accounting; Finance and Economics; Leisure and Tourism Studies; Management; and 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

A student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first four semesters in the case of a part-time student. This assessment is conducted under guidelines approved by Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel, constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

The thesis proposal is a substantive piece of scholarship that should identify the research topic/questions, justify it (their) significance and original contribution to knowledge in the field of study, do the former against a critical review of the relevant literature, address resource implications, and outline the proposed research design and methods. Candidates should seek advice from School Research Coordinators on how to formulate a thesis proposal.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with their candidature, unless with the approval of the Academic Board, the student is invited to re-attempt the assessment.

The final thesis

Students often ask what length a thesis should be, 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 three examiners, of which at least two are external to the University and 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. 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

Abbreviation: MBus

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. This program is for graduates seeking to extend and deepen their knowledge by undertaking an appropriate research investigation under 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. Applicants must also 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 candidates with the preparation of their theses. The first is a Research Techniques subject and 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 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.

Assessment during candidature

A student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first three semesters in the case of a part-time student. This assessment is conducted under guidelines approved by the Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel, constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

The object of this assessment is to ensure that the student is equipped with the knowledge to carry out their research program, and that sufficient progress has been made to enable completion within the prescribed time. As part of this assessment the student will normally present a seminar to the University on their topic and methodology.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with their candidature, unless with the approval of the Academic Board, the student is invited to re-attempt the assessment.

Course fees

Course fees for Master of Business (by thesis) programs may be covered by a HECS or faculty scholarship. There are, however, Union and Students' Association fees to be paid for the use of student facilities. 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**

Abbreviation: *MA*

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

To be eligible for admission to the Master of Arts program in the Faculty of Business, applicants should: hold a Bachelor of Arts degree in Human Movement Studies, Leisure Management, or Tourism Management from the University of Technology, Sydney, or equivalent qualification, and submit any other evidence of general and professional qualifications and experience which will satisfy the Academic Board that the applicant possesses the educational preparation and capacity to pursue graduate research studies; and satisfy such additional requirements as may be prescribed by the Faculty Board.

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.

Assessment during candidature

A student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first three semesters in the case of a part-time student. This assessment is conducted under guidelines approved by the Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel, constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

The object of this assessment is to ensure that the student is equipped with the knowledge to carry out their research program, and that sufficient progress has been made to enable completion within the prescribed time. As part of this assessment the student will normally present a seminar to the University on their topic and methodology.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with their candidature, unless with the approval of the Academic Board, the student is invited to re-attempt the assessment.

Course fees

Students should check with the Graduate School of Business, on telephone 9514 3660. There are, however, UTS Union and Student Association fees to be paid for the use of student facilities.

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.

MBA PROGRAM

Master of Business Administration

Course code: B056

Graduate Diploma in Business Administration

Course code: B055

Graduate Certificate in Business Administration

Course code: B054

Abbreviations: MBA; GradDipBusAdmin; there is no abbreviation for the Graduate Certificate in Business Administration.

The Master of Business Administration 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.

Part-time program

Semester 1

- 27941 Advanced Research Methods for Leisure and Tourism
and one of the following
 27760 Leisure Management Seminar
 27761 Tourism Management Seminar
 27762 Sports Management Seminar
 27763 Arts and Cultural Policy Seminar

Semester 2

- 27947 MA Thesis

Semester 3

- 27947 MA Thesis

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; tourism, sports, arts and leisure management; engineering management; health management; project management; and information technology.

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

The Graduate Diploma in Business Administration 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.

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.

Course program

		Graduate Certificate in Administration	Graduate Diploma in Administration	Master of Business Administration (MBA)
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		1	4
	Electives			4
Total Number of Subjects		4	8	16

MBA Options

Four subjects to be chosen from the following:

- 21718 Organisation Analysis and Design
- 22753 Business Analysis
- 21741 Operations Management
- 25707 Government–Business Relations
- 79708 Contemporary Business Law
- 21784 Global Business Competitive Intelligence
- 21730 Workshop in Advanced Managerial Skills
- or*
- 21779 Management Skills
- 21715 Strategic Management¹

¹ 21715 Strategic Management is available only to Graduate Diploma students who are not articulating into the MBA.

Students may, with the permission of the MBA Director, replace options subjects with electives. Applications for approval must be made in writing.

Electives

Students should choose four subjects from the suggested list below or from the MBA Options. If four subjects are chosen from one strand, this will be recorded on the student's 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.

Adult Communication Management Strand

- 013343 Adult Communication Management 1
- 013344 Adult Communication Management 2
- 013205 Adult Communication Management and Teamwork
- 013206 Adult Communication Management and Organisational Frames

Applied Information Technology Strand

For students with little or no IT at undergraduate level.

- 32607 Systems Analysis
- 32606 Database

and two of the following

- 32517 Commerce on the Internet
- 32526 Designing the Networked Enterprise
- 32207 Information Management
- 32208 Information Processing Strategy
- 32402 Information Technology Environment
- 31511 Systems Design
- 31508 Programming Fundamentals
- 31512 Networking 1

Arts Management Strand

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

Banking Strand

- 25741 Capital Markets
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25711 Securities Market Regulations

Business Economics Strand

- 25707 Government–Business Relations
- 25705 Financial Modelling and Forecasting
- 25736 Asian–Australian Economic Relations
- 25822 Industry Economics (half subject)
- 25823 Resource Economics (half subject)

Business Law Strand

- 79742 International Business Law
- 79762 International Taxation 1
- 79707 International Taxation 2
- 77783 International Commercial Dispute Resolution
- 79703 Legal Aspects of Contracts Administration

Community Management Strand

- 21766 Managing Community Organisations
 21767 Third Sector: Theory and Context
 21778 Developing Financial Resources
 79794 Legal Issues for Community Managers

Corporate Accounting Strand

- 22751 Corporate Accounting Issues
 79733 Companies and Securities Law
 22730 Advanced Audit and Computer Security
 22743 Financial Statement Analysis and Financial Modelling
 22777 International Accounting
 22705 Management Planning and Control
 22748 Financial Reporting and Analysis
 22753 Business Analysis

Dispute Resolution Strand

- 79771 Dispute Resolution
 77745 Negotiation
 77746 Advanced Mediation
 77761 Dispute Resolution in Commerce
 79761 Industrial Dispute Resolution

Employment Relations Strand

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

Engineering Management Strand

- 49001 Judgment and Decision Making
 49002 Project Management
 49004 Systems Engineering for Managers
 49006 Risk Management in Engineering
 49121 Environmental Assessment and Planning
 49309 Quality Planning and Analysis

Finance Strand

- 25721 Investment Management
 25731 International Finance
 25741 Capital Markets
 25743 Corporate Financial Analysis
 25763 Corporate Treasury Management
 25765 Corporate Finance
plus the following half-subjects
 25807 Mergers and Acquisitions
 25812 Fundraising in International Markets
 25815 Asian Capital Markets

Funds Management Strand

- 25721 Investment Management
 25741 Capital Markets
 25762 Synthetic Financial Products
plus the following half-subjects
 25809 Technical Analysis
 25811 Swaps
 25815 Asian Capital Markets

- 25817 Fixed Income Securities Theory and Practice
 25818 Real Estate Finance and Investment
 25819 Share Market Analysis
 25821 Yield Curve Analysis

Health Management Strand

- 21783 Health Resources Management
 92775 Contemporary Issues in Health Care
 92794 Politics, Power and Policies in Health Care
 21822 International Health Management
 21728 Public Sector Management
 79793 Law for Managers – Health

International Business Strand

- 21717 International Management
 25731 International Finance
 21812 Global Operations Management
 24738 International Marketing Management
 21784 Global Business Competitive Intelligence
 79742 International Business Law
 21811 Global Strategic Management
 21775 Comparative International Employment Relations
 24711 Culture, Business and Language in the Asia-Pacific Region

International Marketing Strand

- 24738 International Marketing Management
 24743 Contemporary Issues in International Marketing
 24744 Competitive International Marketing Strategy
 24703 Marketing and International Trade Relations
 24705 Marketing Projects and Services Overseas
 24700 Promotion and Advertising Overseas
 24711 Culture, Business and Language in the Asia-Pacific Region

Leisure Management Strand

- 27701 Leisure Organisation and Policy
 27702 Applied Leisure Theory
 27711 Leisure and Tourism Planning
 27713 Leisure Management
 21832 Managing for Sustainability

Management Strand

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

Managing Information Technology Strand

For students with some IT background. Evidence of prior computer studies/work experience must be submitted.

- 32204 Advanced Data Management
 32206 Advanced Information Systems Modelling
 32207 Information Management

- 32208 Information Processing Strategy
 32402 Information Technology Environment
 32503 Distributed Databases and Client/Server Computing
 32509 Human-Computer Interaction in Information Systems
 32517 Commerce on the Internet
 32526 Designing Networked Enterprise

Marketing Strand

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

Operations Management Strand

- 21743 Productivity and Quality Management
 21744 Production Planning and Control
 21745 Service Operations Management
 21812 Global Operations Management
 49002 Project Management
 21747 Operations Management Policy

Professional Accounting Strand

- Accounting Module 1¹
 — Accounting Module 2¹
 — Taxation Module¹
 — One Elective from Corporate or Strategic Management Accounting Strands

¹ These subjects are available only as part of the ICAA Professional Year Programme and successful completion will result in exemptions from the subject.

Project Management Strand

- 17101 Project Process 1
 17201 Project Process 2
 17301 Project Process 3
 17401 Project Process 4
 17105 Industry-specific Project Process 1
 17205 Industry-specific Project Process 2
 17506 Industry-specific Project Process 3

Public Management and Policy Strand

- 21711 Politics and Management
 21728 Public Sector Management
 21732 Program Evaluation
 21700 State, Market and Civil Society
 21768 Policy Analysis and Practice

Quantitative Finance Strand

- 25816 Computational Finance
 25709 Derivative Security Pricing
 25710 Financial Times Series
 25762 Synthetic Financial Products
plus the following half-subjects
 25808 Measurement and Management of Derivatives Credit Risk
 25810 Measurement and Management of Market Risk
 25806 Interest Rate Derivatives
 25805 Exotic Derivatives
 25820 Financial Market Stochastics
 25811 Swaps

Sports Management Strand

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

Strategic Management Accounting Strand

- 22746 Managerial Accounting
 22705 Management Planning and Control
 22744 Strategic Cost Management
 22708 Management Information Systems

Strategic Supply Strand

- 21797 Managing the Supply Chain
 79703 Legal Aspects of Contracts Administration
 21796 Global Materials Management
 21798 Strategic Supply Management
 21743 Productivity and Quality Management
 21784 Global Business Competitive Intelligence

Taxation Law Strand

- 79718 Advanced Taxation
 77838 Capital Gains Tax
 79763 Contemporary Issues in Taxation
 77840 Taxation Administration
 — Taxation Module¹

¹ These subjects are available only as part of the ICAA Professional Year Programme and successful completion will result in exemptions from the subject.

Tourism Management Strand

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

Admission requirements

Master of Business Administration (MBA)

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

Graduate Diploma in Business Administration

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

Graduate Certificate in Business Administration

The admission requirements 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

Transfer to the MBA may be granted to students completing one of the Graduate Diploma or Graduate Certificate courses offered within the Faculty of Business. The basic requirements for transfer are that at least a credit average is achieved, and that the transferee meets the work requirements of the MBA. In the case of a transfer, the student does not graduate from the original award.

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.

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.

Master of Business Administration (Banking and Finance)

Course code: B070

Abbreviation: MBA

The MBA (Banking and Finance) provides a comprehensive range of managerial skills and expertise that are vital for a successful career in the dynamic industry of banking and finance. Today's finance industry operates in a truly global market. The dynamics of financial innovation require participants to maintain a high level of expertise to achieve a competitive edge.

The Banking and Finance program provides students with the opportunity to acquire knowledge of finance theory and techniques for leading professional practice purposes, as well as the skills and expertise to undertake sound and practical bank lending practices. Students will also gain an understanding of the regulatory nature of securities markets and banking environments.

Students will learn strategies that cover both contemporary finance theory and leading techniques in the practice of finance and decision making. Within the electives structure, there is scope for some specialisation in both banking and finance areas.

The program consists of eight compulsory business administration core subjects and eight professional accounting specialised subjects.

This course is recognised by the Australian Institute of Banking and Finance as meeting the professional requirement for senior membership.

Admission requirements

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

Course fees

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

Course program

		Master of Business Administration (Banking and Finance)
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	●
Banking and Finance Specialisation		
25741	Capital Markets	●
25765	Corporate Finance	●
25721	Investment Management	●
25731	International Finance	●
25743	Corporate Financial Analysis	●
25751	Financial Institution Management	●
25752	Financial Institution Lending	●
25741	Security Market Regulation	●
Total Number of Subjects		16

Master of Business Administration (Engineering Management)

Course code: B067

Abbreviation: MBA

Today's industry demands innovative engineers able to bridge traditional disciplines and specialisations. These professionals are needed for: system engineering and integration roles, which are growing in prominence as systems grow in complexity; and for the traditional 'general practitioner' roles in manufacturing, project management, and production and marketing.

To broaden the skills base and orientation, the MBA (Engineering Management) offers a course structure that enables students to make a specialised study of applied social science subjects directly related to the engineering profession, as well as to develop the knowledge and skills essential for superior management performance.

The program consists of eight compulsory business administration core subjects and eight subjects selected from a choice of ten engineering management specialised subjects.

Admission requirements

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

Course fees

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

Course program

		Master of Business Administration (Engineering Management)
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	●
Engineering Management Specialisation		
49001	Judgment and Decision Making	Students choose any eight subjects
49002	Project Management	
49004	Systems Engineering for Managers	
49006	Risk Management in Engineering	
49012	Project Management Support Systems	
49013	Managing Information Technology in Engineering	
49021	Evaluation of Infrastructure Investments	
49122	Ecology and Sustainability	
49309	Quality Planning and Analysis	
49318	Manufacturing Systems Management	
Total Number of Subjects		16

Master of Business Administration (Executive Management)

Course code: B078

Abbreviation: MBA

The MBA (Executive Management) provides those students seeking senior management positions with specialist knowledge and skills in interpersonal, organisational and strategic management. It is for students who wish to study management in depth, aspire to senior management positions, and who already have significant work experience.

The program focuses specifically on both exposure to key disciplinary knowledge areas through completion of the eight compulsory business administration core subjects; and exposure in-depth to three key areas of management development (interpersonal, organisational and strategic management) through completion of the eight executive management specialised subjects.

Admission requirements

The normal minimum entry requirements are an undergraduate degree from a recognised university or other higher education institution, or an equivalent diploma or professional qualification; at least four years' practical experience in industry, commerce or government; and at least a credit grade in four MBA subjects.

Entry is competitive and by invitation. It is expected that students who successfully gain entry into the specialisation will have a higher grade average and more work experience than the minimum specified above.

Course fees

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

Course program

		Master of Business Administration (Executive Management)
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	●
Executive Management Specialisation		
21718	Organisation Analysis and Design	●
21730	Workshop in Advanced Managerial Skills	●
21784	Global Business Competitive Intelligence	●
21824	Interpreting Management Data	●
21825	Advanced Organisation Analysis and Design	●
21826	Management Action	●
21827	Change Management	●
21828	Strategic Thinking	●
Total Number of Subjects		16

Master of Business Administration (International Marketing)

Course code: B079

Abbreviation: MBA

International marketing is the study of the exchange process both between Australia and overseas markets as well as between the overseas markets themselves. The ability of organisations, both public and private, to provide goods and services to satisfy the needs and wants of their customers overseas, is essential to the wellbeing and survival of an increasing percentage of business undertakings.

The MBA (International Marketing) provides a comprehensive understanding of the factors which influence the international exchange process.

The program provides a comprehensive and integrated approach to international marketing. Students will learn managerial skills as well as acquire the expertise to

understand and evaluate the opportunities presented by overseas markets. They will also learn to develop strategies and activity programs that enhance the probability of developing mutually beneficial relationships with exchange partners in other countries.

Eight compulsory subjects ensure a solid understanding of business administration. The international marketing specialisation contains foundation subjects as well as focusing on contemporary issues in international marketing and strategies for effectively competing overseas. Electives provide the opportunity for advanced study.

Admission requirements

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

Course fees

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

Course program

		Master of Business Administration (International Marketing)
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	●
International Marketing Specialisation		
24738	International Marketing Management	●
24743	Contemporary Issues in International Marketing	●
24744	Competitive International Marketing Strategy	●
24711	Culture, Business and Language in Asia Pacific Region	●
24700	Promotion and Advertising Overseas	Students choose any four subjects
24705	Marketing Projects and Services Overseas	
24703	Marketing and International Trade Relations	
24791	Business Project – International Marketing	
24755	Applied International Marketing Research	
Total Number of Subjects		16

Master of Business Administration (Marketing)

Course code: B071

Abbreviation: MBA

The MBA (Marketing) provides a comprehensive understanding of the elements that influence and promote the exchange process. It has been designed to meet the demands of professional managers by providing a detailed theoretical and practical knowledge of marketing.

The program consists of eight compulsory business administration core subjects and a selection of Marketing specialisation subjects for a comprehensive and integrated approach to the discipline. Students will learn managerial skills as well as acquire the expertise to understand the nature of the organisations' markets. They acquire skills to develop strategies and activity programs that enhance the probability of developing a mutually rewarding relationship with exchange partners.

Course program

		Master of Business Administration (Marketing)
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	●
Marketing Specialisation		
24710	Buyer Behaviour	●
24737	Marketing Information Management	●
24720	Marketing Research	●
24738	International Marketing Management	●
24706	Services Marketing	●
24730	Advanced Marketing Management	●
24707	Business to Business Marketing	Students choose any two subjects
24736	Marketing Communications	
24705	Marketing Projects and Services Overseas	
24743	Contemporary Issues in International Marketing	
Total Number of Subjects		16

The marketing component contains foundation subjects, as well as focusing on critically important dimensions of contemporary business practice - the impact of information technology, internationalisation, and the significant growth of services. Electives are offered for advanced study in the fields of international exchange, marketing communications and aspects of international commerce. All subjects are designed to provide students with a solid theoretical base and the expertise to apply these to the marketplace.

Admission requirements

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

Course fees

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

Master of Business Administration (Organisational Learning and Change)

Course code: B069

Abbreviation: MBA

Understanding learning and change is imperative for today's managers, consultants and change agents to be able to contribute to organisational development. The MBA (Organisational Learning and Change) is a tailor-made MBA designed to attract participants with diverse experiences.

The MBA (Organisational Learning and Change) offers students the opportunity to make a specialised study of organisational learning and change as well as develop the knowledge and skills essential for superior management performance. This program provides participants with the expertise to effectively manage learning and change within enterprises in both the public and private sector.

Course program

		Master of Business Administration (Organisational Learning and Change)
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	●
<i>Organisational Learning and Change Specialisation</i>		
013363	Supporting Workplace Learning and Reform	●
013367	Cultural Diversity in the Workplace	●
013339	Technology, Skills and Workplace Change	●
21718	Organisational Analysis and Design	●
21725	Organisational Change and Adaptation	●
21722	Leadership and Management Action	●
013337	Managing Change in Adult Education	Students choose any two subjects
013332	Understanding Adult Education and Training	
21779	Management Skills	
21724	Human Resource Management	
Total Number of Subjects		16

The course has a client-focused approach in which subjects reflect major technological, economic and social changes occurring in Australian and international workplaces today. Academic staff, with research and consultancy backgrounds relating to cultural change within the workplace, offer specialist expertise in areas such as: management of organisational change processes; the facilitation of workplace learning; and utilisation of employee knowledge, skills and diversity.

Admission requirements

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

Course fees

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

Master of Business Administration (Professional Accounting)

Course code: B066

Abbreviation: MBA

The MBA (Professional Accounting) offers graduates in disciplines other than accounting, and non-university qualified accountants, such as TAFE Diplomates with extensive accounting experience, the opportunity to become accountants or to improve their accounting knowledge.

The information required to assess an organisation's performance has transcended the financial arena and now encompasses such information as: measuring environmental risk; examining the adequacy of governance and control mechanisms; addressing the effectiveness of quality management processes; assessing control over treasury operations; and benchmarking corporate strategy development.

Industry demand for well-rounded, high quality accounting managers has never been higher. As well as expecting superior professionals, employers now require accountants to be good team players with excellent interpersonal skills, and a mature understanding of the business environment in which they operate.

The program consists of eight compulsory business administration core subjects and eight professional accounting specialised subjects.

The MBA (Professional Accounting) is accredited by the ICAA and the ASCPA, as it meets the formal academic requirements for membership. All graduates must then complete the professional study programs of those bodies in order to gain full membership.

Admission requirements

The general admission requirements are an undergraduate degree, or equivalent diploma or professional qualification, and at least four years' practical experience in industry, commerce or government.

Course program

		Master of Business Administration (Professional Accounting)
28701	Business and the Changing Environment	●
25706	Economics for Management	●
22747	Accounting for Managerial Decisions ¹	●
21813	Managing People	●
24734	Managerial Marketing	●
25742	Financial Management	●
21720	Employment Relations	●
21715	Strategic Management (Capstone)	●
<i>Professional Accounting Specialisation</i>		
22753	Business Analysis	●
22748	Financial Reporting and Analysis ²	●
77865	Introduction to Taxation Law	●
22743	Financial Statement Analysis and Financial Modelling	●
22705	Management Planning and Control	●
22754	Corporate Accounting	●
79733	Companies and Securities Law	●
22730	Advanced Audit and Computer Security	●
Total Number of Subjects		16

To comply with ASCPA and ICAA professional accreditation requirements, TAFE diplomates must take the alternative subjects:

¹ 22746 Managerial Accounting

² 22751 Corporate Accounting Issues

Applicants not in possession of a recognised degree must demonstrate extensive work experience in accounting and evidence of a capacity to undertake tertiary education through the completion of a Graduate Certificate in Business Administration (or equivalent) with at least a credit average.

Exemptions may be granted for successful completion of subjects previously undertaken at an appropriate level.

Course fees

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

Master of Business Administration (Project Management)

Course code: B068

Abbreviation: MBA

Project Management has emerged as a powerful method for bringing complex and multiple tasks to effective completion. Long used in engineering and construction, a project management approach is being adopted by private and public organisations worldwide to manage change, and achieve results in today's fast moving business environment.

Course program

		Master of Business Administration (Project Management)
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	●
Project Management Specialisation		
17101	Project Process 1	●
17201	Project Process 2	●
17301	Project Process 3	●
17401	Project Process 4	●
17105	Industry Specific Project Process 1	●
17205	Industry Specific Project Process 2	●
17305	Project Technologies 1	●
17405	Project Technologies 2	●
Total Number of Subjects		16

The strong market demand for project managers recognises the value of professional expertise that combines management overview, team leadership, organisational skills, and attention to detail.

The MBA (Project Management) provides a solid knowledge base through eight compulsory business administration core subjects and eight project management specialisation subjects.

Project managers will broaden their experience by studying a wide range of business related subjects in close contact and interaction with other students of widely varying backgrounds. The degree imparts skills that adapt across many industries and activities, from heavy manufacturing, to tourism developments and health service providers. This MBA program is also ideal for project managers in the information technology and financial sectors.

Admission requirements

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

Course fees

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

Master of Business Administration (Limited Work Experience)

Course code: B063

Abbreviation: MBA

The MBA (Limited Work Experience) is designed for graduates with three years' or less work experience, who wish to develop a career as a generalist or specialist manager.

The standard of assessment throughout the course and the degree awarded upon graduation are exactly the same as the traditional MBA. However, in this program, where applicable, some classes will be designed especially to make extensive use of case studies to supplement theory where applicable.

The MBA (Limited Work Experience) is offered as a full-time program only. Completion time is normally four semesters or two years. This can be reduced by using intensive mode subjects and applying for exemptions for prior study.

The MBA is made up of 16 subjects - eight core or compulsory subjects, and eight electives which give students the opportunity to specialise in their areas of interest.

Course program

		Master of Business Administration (Limited Work Experience)
28701	Business and the Changing Environment	●
22747	Accounting for Managerial Decisions	●
25706	Economics for Management	●
21813	Managing People	●
24734	Managerial Marketing	●
25742	Financial Management	●
25741	Capital Markets	●
21775	Comparative International Employment Relations	
21715	Strategic Management (Capstone)	●
—	Specialisation 1	4 subjects
—	Specialisation 2	4 subjects
Total Number of Subjects		16

Specialisations

Students must choose two of the following areas of specialisation and complete four subjects from each.

Accounting

- 22730 Advanced Audit and Computer Security
- 22743 Financial Statement Analysis and Financial Modelling
- 22777 International Accounting
- 22705 Management Planning and Control
- 22751 Corporate Accounting Issues
- 22744 Strategic Cost Management

Finance

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

International Business

- 22777 International Accounting
- 21784 Global Business Competitive Intelligence
- 24738 International Marketing Management
- 25731 International Finance
- 21811 Global Strategic Management
- 21717 International Management

Management

- 21718 Organisation Analysis and Design
- 21779 Management Skills
- 21741 Operations Management
- 21784 Global Business Competitive Intelligence
- 21717 International Management
- 21811 Global Strategic Management
- 21832 Managing for Sustainability

Marketing

24710	Buyer Behaviour
24730	Advanced Marketing Management
24720	Marketing Research
24738	International Marketing Management

Leisure and Tourism

27705	Tourism Systems
27708	The Travel and Tourism Industry
27711	Leisure and Tourism Planning
27701	Leisure Organisation and Policy
27713	Leisure Management

Admission requirements

The general admission requirement is an undergraduate degree from a recognised tertiary institution.

Course fees

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

Master of Business Administration (Mandarin International)

Course code: B059

Graduate Diploma in Business Administration (Mandarin International)

Course code: B065

Graduate Certificate in Business Administration (Mandarin International)

Course code: B064

Abbreviations: MBA; GradDipBusAdmin; there is no abbreviation for the Graduate Certificate in Business Administration (Mandarin International).

The Master of Business Administration (Mandarin International) is the first MBA program within Australia taught in Mandarin. The MBA(MI) 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.

The course structure of the MBA(MI) program is the same as the current MBA offered by the Faculty of Business.

The Graduate Diploma in Business Administration (Mandarin International) is designed to provide a basis for the development of careers in management for graduates who have not previously undertaken administrative studies degree courses and who require a foundation in business administration skills.

The Graduate Certificate in Business Administration (Mandarin International) provides foundation skills used in the general management of a business enterprise for non-

Course program

		Graduate Certificate in Business Administration (Mandarin International)	Graduate Diploma in Business Administration (Mandarin International)	Master of Business Administration (Mandarin International)
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)			•
—	Options and Electives		1	8
Total Number of Subjects		4	8	16

graduates who have extensive business experience. The program serves as a mechanism for provisional entry of suitably qualified non-graduates into the MBA(MI).

MBA options and electives

21779	Management Skills
22753	Business Analysis
21741	Operations Management
79708	Contemporary Business Law
21717	International Management
25731	International Finance
24738	International Marketing Management
21784	Global Business Competitive Intelligence

Students may, subject to the approval of the MBA(MI) Director, take up to four non-Mandarin course subjects as offered in the classic MBA.

Admission requirements

Master of Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised tertiary institution, English language skills with an IELTS score of at least 5.0, and an appropriate level of Mandarin language skills.

The Graduate Diploma in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised tertiary institution, English language skills with an IELTS score of at least 5.0, and an appropriate level of Mandarin language skills.

The Graduate Certificate in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised tertiary institution, or a diploma with at least five years' practical experience in industry, commerce or government. English language skills with an IELTS score of at least 5.0, and an appropriate level of Mandarin language skills are also required.

Transfer to the MBA(MI)

Transfer to the MBA(MI) may be granted to students completing either the Graduate Diploma or Graduate Certificate in Business Administration (Mandarin International) who achieve a minimum of credit average. In the case of a transfer, the student does not graduate from the original award.

Students may transfer to the MBA(MI) after completing the first year of the Graduate Diploma provided a credit average has been achieved. Alternatively, transfer can be made after completing the eight subjects of the Graduate Diploma.

Students who achieve a credit average in the Graduate Certificate program are permitted to articulate into the MBA(MI) and will be given exemptions for the subjects completed in the Graduate Certificate. Students who fail to satisfy the credit average requirements for direct entry to the MBA(MI) may be permitted to articulate into the Graduate Diploma.

Course fees

The current fee is \$1,300 per subject for Australian Citizens or permanent residents. The current fee for international students undertaking full-time study is \$6,325 per semester.

Further details

Further details are available from the Course Director, Mr Jonathan Yan, Graduate School of Business, telephone 9514 3556.

Graduate Certificate in Business (Managing for Diversity)

Course code: BB77

Abbreviation: no abbreviation

This is a new course offering possible articulation into the MBA. The four modules, designed to be taken over a twelve month period, are:

- 21823 People Management
- 21829 Understanding Diversity: An International Perspective
- 21830 Understanding Diversity: Within the Organisation
- 21831 Action Research Project

Admission requirements are normally an undergraduate degree and four years' relevant work experience. In some cases, extensive work experience may be accepted.

Inquiries should be directed to the Graduate School of Business on 9514 3660.

MASTER OF BUSINESS PROGRAM

Accounting

Master of Business in Accounting

Course code: BA56

Graduate Certificate in Accounting

Course code: BA62

Abbreviations: MBus; there is no abbreviation for the Graduate Certificate in Accounting.

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) Programme. 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 Programme or the ASCPA CPA program may be granted up to three exemptions for electives within the course upon application to the Course Director.

Electives

- 22730 Advanced Audit and Computer Security
- 22795 Strategic Management Accounting
- 22744 Strategic Cost Management
- 22743 Financial Statement Analysis and Financial Modelling
- 22748 Financial Reporting and Analysis
- 22708 Management Information Systems
- 22760 Applied Research Skills in Accounting
- 22739 Business Project – Accounting
 - Accounting Module 1¹
 - Accounting Module 2¹
 - Taxation Module¹
 - Any one other elective approved by the Course Director

¹ These three subjects are the compulsory technical modules that are required by The Institute of Chartered Accountants in Australia for its Professional Year Programme, and are offered only through the ICAA.

Classes for the PY modules usually 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 ICAA 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	●	●
22747	Accounting for Managerial Decisions	●	●
79733	Companies and Securities Law	●	●
22746	Managerial Accounting	●	●
22705	Management Planning and Control		●
22751	Corporate Accounting Issues		●
—	Electives		6
Total Number of Subjects		4	12

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, usually, a minimum of 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

Abbreviations: MBus; GradDipAccFin; there is no abbreviation for the Graduate Certificate in Accounting and Finance.

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	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
25705	Financial Modelling and Forecasting	•	•	•
22746	Managerial Accounting	•	•	•
22705	Management Planning and Control		•	•
25765	Corporate Finance		•	•
25741	Capital Markets		•	•
22748	Financial Reporting and Analysis		•	•
	Electives			4
Total Number of Subjects		4	8	12

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 Modelling¹
- 22751 Corporate Accounting Issues
- 22795 Strategic Management Accounting
- 22730 Advanced Audit and Computer Security
- 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 Analysis¹
- 25731 International Finance
- 25762 Synthetic Financial Products
- 25763 Corporate Treasury Management

The following half-subjects are also available:

- 25764 Venture Capital Finance
- 25807 Mergers and Acquisitions
- 25809 Technical Analysis
- 25811 Swaps
- 25812 Fundraising in International Markets
- 25813 Financial Negotiation Skills
- 25815 Asian Capital Markets
- 25805 Exotic Derivatives
- 25806 Interest Rate Derivatives
- 25808 Measurement and Management of Derivatives Credit Risk
- 25810 Measurement and Management of Market Risk

¹ Subjects 22743 Financial Statement Analysis and Financial Modelling and 25743 Corporate Financial Analysis are deemed to be equivalent.

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, usually, a minimum of 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, usually, a minimum of 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

Abbreviation: no abbreviation

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, usually, a minimum of 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 the four subjects studied and passed in the Graduate Certificate will 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	●
25721 or 25711	Investment Management or Securities Market Regulations ¹	●
Total Number of Subjects		4

¹ Students seeking recognition for AIBF membership must do Securities Market Regulations.

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**

Abbreviations: *MBus; GradDipBusOpsM; there is no abbreviation for the Graduate Certificate in Business Operations Management.*

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.

Electives

- 21717 International Management
- 21720 Employment Relations
- 21718 Organisation Analysis and Design
- 21779 Management Skills
- 24734 Managerial Marketing
- 21812 Global Operations Management
- 21749 Computer-based Information Systems for Managers
- 21832 Managing for Sustainability
- Any one other elective approved by the Course Director

Course program

		Graduate Certificate in Business Operations Management	Graduate Diploma in Business Operations Management	Master of Business in Business Operations Management
21741	Operations Management	●	●	●
21742	Quantitative Management	●	●	●
21743	Productivity and Quality Management	●	●	●
22747	Accounting for Managerial Decisions	●	●	●
21813	Managing People	● or ●	●	●
21744	Production Planning and Control		●	●
21745	or Service Operations Management			
21747	Operations Management Policy		●	●
—	Elective		●	●
21751	Management Research Methods			●
21794	Research Proposal – Operations Management			●
21795	Research Project – Operations Management			●
—	Elective			●
Total Number of Subjects		4	8	12

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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 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

Abbreviations: MBus; GradDipEmpRels; GradDipEmpRels; there is no abbreviation for the Graduate Certificate in Employment Relations.

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.

Students undertaking 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.

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 ¹	•	•	•	•
21813	Managing People	•	•		•
—	Elective	•	•		•
21724	Human Resource Management		•	•	•
21725	Organisational Change and Adaptation		•		•
21702	Industrial Relations		•	•	•
21760	Employment Conditions		•	•	•
79711	Advanced Industrial Law			•	
79752	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				•
Total Number of Subjects		4	8	8	12

¹ 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.

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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 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*

Abbreviations: MBus; GradDipFin; there is no abbreviation for the Graduate Certificate in Finance.

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. Under certain circumstances, 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.

Electives

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

Banking Strand

- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25711 Securities Market Regulations
- plus two other Finance electives

Corporate Finance Strand

- 25731 International Finance
- 25743 Corporate Financial Analysis
- 25763 Corporate Treasury Management
- plus two other Finance electives

Funds Management Strand

- 25762 Synthetic Financial Products
- 25821 Yield Curve Analysis (half subject)
- 25817 Fixed Income Securities Theory and Practice (half subject)
- 25818 Real Estate Finance and Investment (half subject)
- 25819 Share Market Analysis (half subject)
- plus two other Finance electives

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 ¹		●	●
—	Electives			5
Total Number of Subjects		4	8	12

¹ Graduate Diploma students can choose 25711 Securities Market Regulations as an alternative to 25721 Investment Management.

Quantitative Finance Strand

- 25712 Stochastic Methods in Finance
- 25709 Derivative Security Pricing
- 25710 Financial Time Series
- Plus two other Finance electives

Finance electives available are:

- 25731 International Finance
- 25743 Corporate Financial Analysis
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25753 Issues in Banking
- 25762 Synthetic Financial Products
- 25763 Corporate Treasury Management
- 25790 Business Project – Finance
- 25710 Financial Time Series
- 25711 Securities Market Regulations
- 25712 Stochastic Methods in Finance
- 25709 Derivative Security Pricing

The following half-subjects are also available:

- 25764 Venture Capital Finance
- 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 Financial Market Stochastics
- 25816 Computational Finance
- 25822 Industry Economics
- 25823 Resource Economics
- 25805 Exotic Derivatives
- 25806 Interest Rate Derivatives
- 25808 Measurement and Management of Derivatives Credit Risk
- 25810 Measurement and Management of Market Risk

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, usually, a minimum of 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, usually, a minimum of 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**

Abbreviations: MBus; MBus; GradDipMktg; there is no abbreviation for the Graduate Certificate in Marketing.

A rewarding exchange between suppliers of goods and services and their clients or customers is essential for the viability of all providers. The Marketing courses

provide contemporary theoretical marketing knowledge and the practical skills required for superior performance in Australia and international markets.

The Graduate Certificate in Marketing introduces some of the other 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.

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,

Course program

		Graduate Certificate in Marketing	Graduate Diploma in Marketing	Master of Business in Marketing	Master of Business in International Marketing
24734	Managerial Marketing	•	•	•	•
22747	Accounting for Managerial Decisions	•	•	•	•
24710	Buyer Behaviour	•	•	•	•
24737	Marketing Information Management or	•	•	•	•
24720	Marketing Research				
24738	International Marketing Management				•
—	Elective		•	•	•
—	Elective		•	•	
24730	Advanced Marketing Management		•	•	•
—	Elective		•	•	•
24743	Contemporary Issues in International Marketing				•
24755	Applied International Marketing Research ¹ or Elective				•
—	Elective			•	
—	Elective			•	
24790	Business Project — Marketing			•	
—	Elective			•	
24744	Competitive International Marketing Strategy				•
24755	Applied International Marketing Research ¹ or				•
24791	Business Project — International Marketing ¹				•
Total Number of Subjects		4	8	12	12

¹ 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.

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 for Graduate Diploma or Master of Business Marketing

- 24700 Promotion and Advertising Overseas
- 24706 Services Marketing
- 24707 Business to Business Marketing
- 24711 Culture, Business and Language in the Asia-Pacific Region
- 24713 Sales Management
- 24720 Marketing Research¹
- 24736 Marketing Communications
- 24737 Marketing Information Management¹
- 24738 International Marketing Management
- 79741 Marketing Legislation in Australia
- 24742 New Product Management
- 24743 Contemporary Issues in International Marketing
- 24744 Competitive International Marketing Strategy
- 24750 Marketing Decision Analysis
- Any elective listed in the Master of Business in International Marketing
- Any one other elective approved by the Course Director

¹ 24720 Marketing Research and 24737 Marketing Information Management: if one of these subjects is taken as a core subject then the other may be taken as an elective.

Electives for Master of Business in International Marketing

- 24703 Marketing and International Trade Relations
- 24705 Marketing Projects and Services Overseas
- 24700 Promotion and Advertising Overseas
- 24711 Culture, Business and Language in the Asia-Pacific Region

- Any one other international subject approved by the Course Director
- Any elective listed for the Master of Business in International Marketing

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 for the first four subjects of the postgraduate program.

Graduate Diploma

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

Articulation

Students who successfully complete the Graduate Diploma in Marketing may be admitted to (1) the Master of Business in Marketing and receive credit for the eight subjects completed or (2) the Master of Business in International Marketing and receive credit for the eight subjects completed provided all electives undertaken for the Graduate Diploma were approved international subjects.

Course fees

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

MASTER OF MANAGEMENT PROGRAM

Arts Management

Master of Management in Arts Management

Course code: **BL68**

Graduate Diploma in Arts Management

Course code: **BL52**

Graduate Certificate in Arts Management

Course code: **BL54**

Abbreviations: MM; GradDipAM; there is no abbreviation for the Graduate Certificate in Arts Management.

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.

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).

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		•	•
27758	Cultural Politics: The Arts and the City		•	•
27770	Project Preparation			•
27763	Arts and Cultural Policy Seminar			•
—	Elective			•
27754	Arts Management Research Project			•
Total Number of Subjects		4	8	12

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, usually, a minimum of 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, usually, a minimum of 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

Abbreviations: MM; GradDipCommM; there is no abbreviation for the Graduate Certificate in Community Management.

UTS is Australia's premier centre for research and teaching in non-profit 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, non-profit 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 the effective management of non-profit organisations. Participants will develop an understanding of this 'third sector' and its social and economic context, and will be introduced to ways of thinking systematically about non-profit organisations and their management. Participants will gain knowledge of the range of non-profit 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 non-profit 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.

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	•	•	•
22771	Accounting for Public, Leisure and Community Organisations	•	•	•
21778	Developing Financial Resources	•	•	•
21769	Human Resources in the Third Sector		•	•
—	Elective		•	•
79794	Legal Issues for Community Managers		•	•
—	Elective		•	•
21781	Social and Community Research			•
—	Elective			•
21759	Strategic Issues in Community Management			•
21792	Research Project (Public/Community)			•
Total Number of Subjects		4	8	12

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

Electives

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

Accounting Strand

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

Adult Education Strand

- 013332 Understanding Adult Education and Training
- 013333 Adult Learning and Program Development
- 013352 Adult Education and Social Movements

Employment Relations Strand

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

International Non-profit Management Strand

- 21819 Managing in an Era of International Market Orthodoxy
- 21820 Managing in the Global Public Interest
- 21821 Grassroots Organising for Global Change

Leisure Management Strand

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

Marketing Strand

- 24734 Managerial Marketing
- 24710 Buyer Behaviour
- 24720 Marketing Research

People Management Strand

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

Public Policy Management Strand

- 21711 Politics and Management
- 21700 State, Market and Civil Society
- 21768 Policy Analysis and Practice

Volunteer Management Strand

(In association with the NSW School of Volunteer Management)

- 21817 Volunteering: Social and Organisational Perspectives
- 21818 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, usually, a minimum of 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, usually, a minimum of 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

Abbreviations: MM; GradDipHlthM; there is no abbreviation for the Graduate Certificate in Health Management.

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 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 students' critical and analytical skills in the area of health management. It develops students' research skills and provides them with 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.

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 or 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 Care		•	•
—	Elective		•	•
either – Coursework stream				
21718 or 21813	Organisation Analysis and Design or Managing People		•	•
—	Elective		•	•
24702	Marketing Theory and Practice			•
21822	International Health Management			•
21758 or 21715	Strategic Management (Public) [Public] or Strategic Management [Private]			•
—	Elective			•
or – Management Research stream				
21718 or 21813	Organisation Analysis and Design or Managing People		•	•
—	Health Research Methods Option ¹		•	•
21754	Research Proposal (Public/Community)			•
21822	International Health Management			•
21792	Research Project (Public/Community)			•
21758 or —	Strategic Management (Public) [Public] or Elective [Private]			•
Total Number of Subjects		4	8	12

¹ Health Research Methods Option.

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

92790 Evidence-Based Practice

92886 Qualitative Research Processes

92889 Quantitative Research Design

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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 per subject.

Leisure Management

Master of Management in Leisure Management

Course code: BL66

Graduate Diploma in Leisure Management

Course code: BL50

Graduate Certificate in Leisure Management

Course code: BL55

Abbreviations: MM; GradDipLeisM; there is no abbreviation for the Graduate Certificate in Leisure Management.

Leisure time is utilised in a multitude of ways which include 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 non-profit 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 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).

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	●	●	●
22771	Accounting for Public, Leisure and Community Organisations	●	●	●
27713	Leisure Management		●	●
—	Marketing Option ¹		●	●
27711	Leisure and Tourism Planning		●	●
—	Elective		●	●
27770	Project Preparation			●
27760	Leisure Management Seminar			●
27946	Master's Project			●
—	Elective			●
Total Number of Subjects		4	8	12

¹ Marketing Option – one subject to be chosen from:

24734 Managerial Marketing
27752 Marketing for Arts

27807 Tourism Marketing
27716 Sports Marketing

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, usually, a minimum of 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, usually, a minimum of two years' relevant work experience, or some 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

Abbreviations: MM; GradDipM; there is no abbreviation for the Graduate Certificate in Management.

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 non-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.

While the program has considerable flexibility, students may wish to complete a more specialised qualification by selecting specific subjects appearing under the heading Electives. For example, students wishing to complete a Supply Management specialisation could select subjects from the electives to meet their specific specialist needs.

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
either – Applied Research Option				
21751	Management Research Methods			●
21814	Management Project Design			●
21815	Management Project			●
—	Elective			●
or – Action Learning Option¹				
21756	Business Project – Strategic Management			●
21757	Action Learning Program			●
Total Number of Subjects		4	8	12

¹ 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 areas such as general management, employment relations, community management, business operations management, public sector management, or health sector management.

All subjects with a number which starts with 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 Workshop in Advanced Managerial Skills
- 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
- 21742 Quantitative Management
- 21741 Operations Management
- 21744 Production Planning and Control
- 21745 Service Operations Management
- 21743 Productivity and Quality Management
- 21797 Managing the Supply Chain
- 79703 Legal Aspects of Contracts Administration
- 21798 Strategic Supply Management

- 21832 Managing for Sustainability
- 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, usually, a minimum of 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, usually, a minimum of 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

Abbreviations: MM; GradDipM; there is no abbreviation for the Graduate Certificate in Public Sector Management.

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 hold a management position or can reasonably expect to do so in the 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, which allows development of special interests in the Coursework stream or completion of a significant project on a public sector management issue in the Management Research stream.

The courses cover not only essential practical skills but also provide a sound theoretical base necessary for the development of analytical and evaluation abilities. Some 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 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.

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		•	•
21700	State, Market and Civil Society		•	•
21751 21781 —	Management Research Methods or Social and Community Research or Elective		•	•
21768	Policy Analysis and Practice			•
21754 —	Research Proposal (Public/Community) ¹ or Elective			•
21758	Strategic Management (Public)			•
21792 —	Research Project (Public/Community) ¹ or Elective			•
Total Number of Subjects		4	8	12

¹ 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).

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. Graduate Certificate students complete one subject from any two of the groups.

Resource Management

- 22771 Accounting for Public, Leisure and Community Organisations
22747 Accounting for Managerial Decisions

Employment Relations

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

Organisation Studies

- 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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 per subject.

Sports Management

Master of Management in Sports Management

Course code: **BL69**

Graduate Diploma in Sports Management

Course code: **BL53**

Graduate Certificate in Sports Management

Course code: **BL60**

Abbreviations: MM; GradDipSportsM; there is no abbreviation for the Graduate Certificate in Sports Management.

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	The Sport Environment	●	●	●
27716	Sports Marketing	●	●	●
22771	Accounting for Public, Leisure and Community Organisations	●	●	●
27718	Sport and the Law	●	●	●
—	Elective		●	●
56744	Public Relations Management		●	●
27717	Event and Facility Management		●	●
27707	Leisure and Tourism Research		●	●
27770	Project Preparation			●
27762	Sports Management Seminar			●
—	Elective			●
27946	Master's Project			●
Total Number of Subjects		4	8	12

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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 per subject.

Tourism Management

Master of Management in Tourism Management

Course code: BL67

Graduate Diploma in Tourism Management

Course code: BL51

Graduate Certificate in Tourism Management

Course code: BL56

Abbreviations: MM; GradDipTourismM; there is no abbreviation for the Graduate Certificate in Tourism Management.

The tourism industry in Australia is complex, dynamic and rapidly growing. 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 among 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

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	•	•	•
27700	Tourism's Environments	•	•	•
27707	Leisure and Tourism Research	•	•	•
27706	Tourism Strategy and Operations		•	•
27807	Tourism Marketing		•	•
27767	Tourist Behaviour		•	•
—	Elective		•	•
27770	Project Preparation			•
27761	Tourism Management Seminar			•
—	Elective			•
27946	Master's Project			•
Total Number of Subjects		4	8	12

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).

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, usually, a minimum of 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, usually, a minimum of 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 \$1,250 per subject.

PROGRAMS OFFERED IN CONJUNCTION WITH OTHER FACULTIES

Coastal Resource Management

Master of Coastal Resource Management

Course code: KB59

Graduate Certificate in Coastal Resource Management

Course code: KB69

These courses form a joint program from the Faculty of Science, 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 telephone 9514 4042/4393.

Engineering Management

Master of Engineering Management

Course code: EP85

Graduate Certificate in Engineering Management

Course code: EP57

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

The Master of Engineering Management program places greater emphasis on the interface between technology and management than does the traditional MBA. The program provides opportunity for engineers who seek career prospects in engineering

management to undertake a formal course of relevant study at the Master's degree level. The course is designed for engineers or scientists who perform, or who aspire to perform, management tasks while maintaining currency in their technical specialities.

The Master of Engineering Management program comprises 10 subjects and may be articulated into the MBA program.

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

Inquiries about these courses should be directed to the Graduate Students Adviser, Robyn Saunders, Faculty of Engineering, on telephone 9514 2606.

Information Technology Management

Master of Business in Information Technology Management

Course code: MC85

Graduate Diploma in Information Technology Management

Course code: MC75

Graduate Certificate in Information Technology Management

Course code: MC63

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

They provide managers in the information technology and telecommunications industry with the opportunity to develop their business knowledge and skills. They focus on business problems of particular relevance to

the IT industry and emphasise the application of knowledge to contemporary challenges in the industry.

The program provides opportunity for those professionals who seek career prospects at senior management level to undertake a formal course of relevant study at postgraduate level with a range of options and a variety of attendance patterns.

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, Professional Programs Manager, on telephone 9514 1925, or David Wilson, Director, Management Development Program, on telephone 9514 1832.

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.

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 particular issues of interest suitable 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 inhumane 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 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 factors as quality management, Just-in-Time (JIT) production methods, bench-

marking 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.

21132

Introduction to the Community Sector

Undergraduate

4cp

Provides a foundation for understanding the context of non-profit 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.

21133

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.

21134

Introduction to Community Management

Undergraduate

4cp

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

21135**Managing Human Resources in Non-profit 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.

21136**Resource Management in Non-profit 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 non-profit organisations.

21137**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 from a long-term perspective.

21140**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 non-profit organisations, and the use of evaluation data for performance improvement.

21143**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.

21144**Strategic Management of Non-profit 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.

21145**Managing Volunteer Programs**

Undergraduate
6cp

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

21146**Volunteering in the Community Sector**

Undergraduate
6cp

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

21147**Governance, Management and Leadership in Non-profit 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.

21148

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 knowledge of community needs, analysis and profiles; assessing client response to services; evaluating other aspects of organisational performance; and undertaking research into social issues.

21183

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.

21184

Government and Community Sector

Undergraduate

6cp

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

21185

Social Change and Community Practice

Undergraduate

6cp

Critically appraises the contributions that 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.

21186

Community Management Project 1

Undergraduate

6cp

21187

Community Management Project 2

Undergraduate

6cp

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 will be 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.

21188

Community Sector Project 1

Undergraduate

6cp

21189

Community Sector Project 2

Undergraduate

6cp

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.

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 led 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 non-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 helps them to develop 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.

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 case studies 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; prerequisite: 21591 International Management*

Involves an exploration of the dimensions of the business–government relationship and the roles of these major institutional players in different societies. A fundamental question involves the direction and effectiveness of influence and control. Includes a comparative analysis of the business–government 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**Management of 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 class discussion, reflective journal and case history analysis, students test their levels of conceptual abilities and understanding of contemporary business practice.

21700**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.

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.

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; Commonwealth-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: 22747 Accounting for Managerial Decisions; 25706 Economics for Management; 24734 Managerial Marketing; 25742 Financial Management*

This is 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*

This subject presents 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 formal industrial relations; 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*

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.

21730**Workshop in Advanced Managerial Skills***Postgraduate**6cp; prerequisites: 21813 Managing People and at least two years' work experience*

Provides a unique workshop-based approach for students to understand themselves and develop their managerial skills and competencies. Learning is experiential and progresses in the following way. Students first participate in a two-day seminar which provides theoretical frameworks and exercises for gaining feedback and insights into their patterns of managerial behaviour. Together with a first assignment, this enables them to focus on particular areas where they would choose to develop increased effectiveness.

A three-day workshop then provides opportunities for students to explore their managerial patterns and to experiment with new and more effective ways of improving their managerial competencies in the areas they have defined. A second post-workshop assignment builds upon and consolidates transfer of learning to work and other situations.

The approach used in this subject is intensive and its teaching methodology is very different from that employed in 21779 Management Skills. Students should choose either subject depending on the teaching approach they prefer. If students have completed 21779 first, it is possible to then undertake Workshop in Advanced Managerial Skills with permission from the subject coordinator.

21731**Resources Management (Non-profit)***Postgraduate**6cp*

Provides a foundation knowledge of resource management in community (non-profit) 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 non-profit, 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 non-profit sectors. It examines the effect of program evaluation on efficiency, effectiveness and accountability, and develops students' 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 an 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; Commonwealth–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

This subject is based on 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; organisational 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 undertake in-depth and extensive reading in this area. The project proposal will be presented orally to a graduate seminar. It must also be submitted as 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; prerequisite: 21751 Management Research Methods or 21781 Social and Community Research*

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 understanding 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 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 problem for a host organisation. Students will present progress report seminars and a final report. Sponsoring organisations will be invited to comment on the report before marks are allocated.

21758**Strategic Management (Public)***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 non-profit sectors and the previous studies of students. It helps them to develop 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 (non-profit) 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.

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. Students study a growing body of knowledge about the third sector, its origins, dimensions and contribution to society, economy and polity of Australia and selected other countries. It 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 (Non-profit), 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 non-profit 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

Provides students with a knowledge of the nature and management of employment relations from an international perspective. Introduces, at a conceptual level, the major elements of human resource management and the industrial relationship, including key forces, parties and processes. Examines the

impact of culture, history and other variables upon the development of employment relations practices and processes, and analyses several national systems of employment relations. Considers the nature and impact of international labour standards and the role of bodies such as the International Labour Organisation, the European Union and ASEAN. Also examines the particular employment relations issues and difficulties associated with multinationals, expatriate labour and cross-cultural management.

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 from 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; prerequisite: a minimum of two years' work experience

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 taken under the direction of a member of staff. The topic must be approved by the Coordinator of the MBA and the appropriate Head of School. Formal lectures in selected areas may be undertaken, as directed by the supervising lecturer. The subject allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the speciality strand in the MBA program. Therefore, the subject chosen should be related to other subjects within the chosen strand.

21781

Social and Community Research

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 political tool, 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 (Non-profit) or its 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 analytical 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.

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; prerequisites: 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, and submitted as 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 non-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 the following: 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; and 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 non-profit sectors, this subject 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 non-profit 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.

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.

21817

Volunteering: Social and Organisational Perspectives

Postgraduate
6cp

The level of volunteering in a society is a sign of its well being, and third sector organisations are the main beneficiaries of volunteering. This subject 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.

21818

Strategic Volunteer Development

Postgraduate
6cp; corequisite: 21817 *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.

21819

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 non-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, the subject provides an international comparison of management responses to current economic, political and social issues.

21820

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; and re-defining the public interest.

21821

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.

21822

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.

21823

People Management

Postgraduate
6cp

Identifies the full range of skills and experience that people in organisations can contribute from their differing cultural and social contexts. Shows how most effectively to use these skills within the organisation. Equips students to critically analyse standard approaches to human resource management that assume that 'one size fits all', as well as to help their organisations develop workplace environments that emphasise flexibility and diversity.

21824

Interpreting Management Data

Postgraduate
6cp

Contributes to the students' vocational and professional competencies by enhancing their knowledge of business through conducting, analysing, interpreting, and utilising management data in order to improve managerial decision-making and to facilitate knowledge-based management in organisations.

21825

Advanced Organisation Analysis and Design

Postgraduate
6cp; prerequisite: 21718 *Organisation Analysis and Design*

Provides managers with in-depth exposure to trends in new organisational practices. Managers often experience these in their work settings, but lack knowledge of the assumptions behind these practices, and evidence about their effects. Provides managers with the means to critically evaluate new organisational practices and assess their applicability to the 21st century organisation.

21826

Management Action

Postgraduate
6cp; prerequisites: 21730 *Workshop in Advanced Managerial Skills*; 21813 *Managing People*

Managers often experience a tension between their own theories-in-use and normative theories of management which frequently represent prescriptions for managerial effectiveness. This subject develops an awareness and understanding within the practicing manager of their own theories-in-use. It examines the nature of the engagement that exists between these theories-in-use, normative theories of management including empirically-derived understanding of managerial work and behaviour and seeks to develop within the practising manager a critical analytical framework which can be utilised to guide future managerial actions and behaviours.

21827

Change Management

Postgraduate
6cp; prerequisite: 21825 *Advanced Organisation Analysis and Design*

Provides managers with a framework for re-thinking their past change management experiences, and for gaining a critical appreciation of future change management practices. Takes students through four aspects of change management: leading change; managing individual experiences of change; conceptualising the need for change; and critiquing specific change management programs.

21828

Strategic Thinking

Postgraduate
6cp

Contributes to students' vocational and professional competencies by providing an holistic, comprehensive and applied approach to the concepts of corporate strategy that is essential to strategic thinking. Designed especially for advanced management and MBA study.

21829**Understanding Diversity:
An International Perspective***Postgraduate*
6cp

Provides insight into the management of diversity in an international perspective. Explores the impacts of the changing global economy and world order, demographic changes, social organisations and stratification and different politico-legal structures in business organisations and the consequences for the management of diversity.

21830**Understanding Diversity:
Within the Organisation***Postgraduate*
6cp

Provides insight into the management of diversity and focuses on understanding diversity within organisations. Examines competing explanations for a concern with diversity and emphasises various diversity change strategies and processes, including designing, implementing and evaluating the effects of diversity strategies.

21831**Action Research Project***Postgraduate*
6cp

Reinforces previous learning and enables the student to develop skills to 'make a difference' in their own organisation.

21832**Managing for Sustainability***Postgraduate*
6cp

Provides students with a framework for incorporating the natural environment into business strategies and practices. Provides an opportunity to systematically understand business-environment relationships and integrate concepts and techniques from disciplines ranging from operations management to environmental sociology. Provides a unique set of skills for future managers to transform environmental challenges into business opportunities.

21907**Research Methods in Management
(Honours)***Undergraduate*
6cp

Provides some of the analytical and practical research skills required for successful completion of the major research component of the honours program, the Thesis in Management. Topics include: surveys; experiments and quasi-experiments; content analysis; and qualitative techniques such as case studies, interviewing and action research.

21908**Advanced Research Methods in
Management (Honours)***Undergraduate*
6cp; prerequisites: 21907 *Research Methods in Management (Honours)* or equivalent; 21909 *Theorising Organisations and Management* or equivalent

Provides research students with the knowledge and skills to make critical methods and design choices in business research. Reviews the common problems in making choices and reviews the costs and benefits of various options available to business researchers. Applies students' existing knowledge of disciplinary theories, research methods and statistics to solving research design issues and writing appropriately. Requires students to be familiar with the main theories in their chosen field of interest, as well as the basic statistics and methods issues, such as assessing reliability and validity.

21909**Theorising Organisations and
Management***Undergraduate*
6cp

Provides the critical skills, methodological judgment, and theoretical sophistication to be able to design a competent research project. Provides a forum each semester for students to present an update on the research efforts and review the work of others.

21910**Researching Organisations and Management***Undergraduate**6cp; prerequisites: 21909 Theorising Organisations and Management; 21908 Advanced Research Methods in Management (Honours)*

Provides the critical skills, methodological judgment, and theoretical sophistication to be able to design a competent research project.

21911**Thesis in Management***Undergraduate**24cp; prerequisite: admission to the Honours program*

Requires the student to produce a 20,000 word (maximum) 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.

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*

Introduces students to accounting from a 'user' as opposed to a 'practitioner' perspective. Focuses on effective management and decision-making through the development and application of analytical skills from accounting. Skills include analysis and interpretation of

financial statements, assessment of alternative sources of finance, the costing of products and services, critical assessment of internal control systems, and planning.

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**For Bachelor of Accounting students only**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.

22157**Australian Corporate Environment (Project)***Undergraduate**For Bachelor of Accounting students only**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 the 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.

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 concerned with 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 in taxation matters suggested in the Accounting Guidance Releases; and accounting for taxation structures including such entities as companies, trusts and superannuation funds.

22318

Contemporary Issues in Management Accounting

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. The subject 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; recommended: to be taken at the same time as 22420 Accounting Standards and Regulations

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;

recommended: to be taken at the same time as 22320 Accounting for Business Combinations

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 the ways in which accounting information can be used 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.

22517

Advanced Auditing Techniques

Undergraduate

6cp; prerequisite: 22522 Auditing

Teaches skills and knowledge required to perform an 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 and 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 and risk analysis, to evaluate threats and risks posed by computer crime and other fraudulent activities.

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 22522 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**For Bachelor of Accounting students only
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; 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; business disaster planning and recovery; and business and financial planning and budgeting.

22567**Accounting for Small Business 2***Undergraduate**6cp; prerequisite: 22205 Accounting B*

Provides students with the 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 microcomputers 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.

22605**Accounting Information Systems***Undergraduate**For Bachelor of Accounting students only**6cp*

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**For Bachelor of Accounting students only**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, when, in fact, its role is to increase the effectiveness and efficiency of organisations. Functionalist theory of accounting such as activity-based costing, agency theory and contracting cost theory will be considered. In recent years there has been increasing criticism of mainstream functionalist accounting research because of its inability to provide an adequate understanding of the actual functioning of accounting in organisations. The subject also

looks at recent accounting studies which have attempted to redress this deficiency by locating accounting in its organisational, societal and historical contexts.

22708

Management Information Systems

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 practising information systems managers. Areas of particular interest will be cases in IT architecture, IT and business transformation, and IT-driven changes in organisational structure.

22730

Advanced Audit and Computer Security

Postgraduate

6cp

Teaches skills and knowledge required to perform an 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 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; Students undertaking this subject should not enrol in the equivalent subject 25743 Corporate Financial Analysis.*

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; prerequisite: 22747 Accounting for Managerial Decisions*

Provides students with the skills and competencies to undertake accounting analysis. Accounting analysis is a tool in performing business analysis using financial statements. In making accounting analyses, students will distinguish between the information revealed by management on the firm's underlying business activities, the sources and effects of distortions of this information that can be induced into the accounting numbers and the errors that can arise in accounting estimates used in the accounting numbers. This is an intermediate level financial accounting subject.

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.

22753**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.

22754**Corporate Accounting***Postgraduate**6cp*

Examines the institutional and legal framework of modern Australian accounting including reference to international accounting standards and local and overseas standards

and exposure drafts. The main topics include: accounting for acquisition of assets including business enterprises; valuation and goodwill; consolidated accounts of complex economic entities; accounting for associate companies and joint ventures; accounting for financial instruments; corporate restructuring and liquidation.

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 analysis techniques and computer-based statistical packages, which include experimental and case studies.

22771

Accounting for Public, Leisure and Community Organisations

Postgraduate

6cp

Concerned with accounting from a 'user' rather than from a 'practitioner' perspective. Focuses on effective management and decision making through the development and application of analytical skills from accounting and finance. Equips graduates with appropriate skills in accounting, finance and management. Topics include the nature and purpose of accounting; basic accounting concepts and key financial statements; analysis and interpretation of financial statements; finance, financing and financial vulnerability; audit and external review; costing products and services; internal control and internal control systems; and strategic and business planning.

22777

International Accounting

Postgraduate

6cp; prerequisite: 22747 Accounting for Managerial Decisions

In the context of many corporations experiencing a strongly developing global business environment, this subject explores the causes and effects of diversity in corporate financial accounting and evaluates the efforts undertaken to harmonise accounting standards and practice internationally. Considers the identities and interests of stakeholders in this process. Equips

students with the knowledge and skills to appreciate the characteristics and limitations in the interpretation of accounting reports originating from various countries and that arise from cultural and other factors impacting on each country's national accounting profession.

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.

22901**Research Methods in Accounting**

*Undergraduate
6cp*

Introduces the notion of scientific and applied research. Develops ability to identify research questions, develop theoretical frameworks and empirically test theories. Provides insight into structuring of research reports.

22902**Advanced Theory in Financial Accounting**

*Undergraduate
6cp*

Introduces current developments in financial accounting research. Examines, in-depth, key areas of economics-based research in financial accounting. Provides the knowledge base essential for undertaking independent financial accounting research.

22903**Advanced Theory in Management Accounting**

*Undergraduate
6cp*

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 independent management accounting research.

22906**Thesis in Accounting**

*Undergraduate
24cp; prerequisite: admission to the Honours program*

Requires the student to produce a 20,000 word (maximum) 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.

22908**Advanced Auditing and Assurance Theory**

*Undergraduate
6cp*

Introduces students to the current developments in auditing and assurance research. The research embraces economics-based and judgment-based research in these areas. Students completing this subject will acquire the knowledge base essential for conducting audit and assurance research.

24105**Marketing Principles**

*Undergraduate
4cp*

Covers the basic principle 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
6cp; 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 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; prerequisite: 24105 Marketing Principles

Provides a basic theoretical grounding in the field of consumer behaviour, by drawing upon the contributing disciplines of psychology, social psychology, sociology, anthropology, communication and economics. Develops a better understanding and awareness of consumers as the central focus of marketing action and to encourage students to appreciate the value of models as tools of conceptual analysis. Encourages students to think of marketing strategy within a broader social framework involving public policy formulation and embracing such issues as ethics, regulations and consumerism as necessary considerations in an increasingly competitive and constrained social, political and economic environment.

24203

Quantitative Marketing Analysis

Undergraduate

6cp; prerequisites: 24105 Marketing Principles; 26122 Quantitative Methods for Business

Introduces students to quantitative methods used in marketing, concentrating on the analysis of survey data and in multivariate statistical techniques. Combines a theoretical but non-mathematical understanding of the statistical techniques with their practical application in a marketing context. A computer statistical package – SPSS – is used to illustrate the lectures and allow students to develop practical data-analysis skills. Emphasises the ‘when’ and ‘how’ of multivariate analysis and the interpretation and implications of results.

24205

Business Marketing

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 personal selling, 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 affected 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 com-

panies. 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 in both spreadsheet and statistical applications 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 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 and the development of a comprehensive marketing plan.

Develops the ability to identify, evaluate, recommend, communicate and defend long term strategies. Presents, analyses and develops marketing strategies that will positively and ethically progress the firm's objectives.

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 24309 Introductory Marketing Research. Students will work together in teams to undertake an investigation of a marketing management problem. Each team 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 small number of compulsory lectures. Focus is instead on team meetings geared to the specific problems of the research being undertaken.

24440

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.

24510

Research Methods in Advertising

Undergraduate

6cp; prerequisites: 24309 Introductory Marketing Research; 24210 Advertising and Promotions Management

Exposes students to research methods and techniques used to develop, test and evaluate advertising campaigns. Focuses more on message and market research rather than media and money research. Students form syndicates to conduct secondary research on an advertising topic or issue that has been studied using an experimental design, and will use the Internet as one research tool to investigate an Internet-related advertising issue. Students must attend the first class in order to qualify for a place in a research syndicate.

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 augments the research skills developed in Applications of Marketing Research. Students work alone or 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: completion of at least two subjects in the Business to Business Marketing Sub-major

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 multi-stage group project involving the initial client communications brief, target-market research, creative strategy, executional development and testing, and media planning stages; and conclude the subject 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 gained 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

This subject represents an advanced course in research design and multivariate statistical analysis of survey data. It extends and develops a broad understanding of the

theoretical basis and practical implementation of multivariate analysis.

24700

Promotion and Advertising Overseas

Postgraduate

6cp; prerequisites: 24702 Marketing Theory and Practice or 24734 Managerial Marketing desirable: 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.

24703

Marketing and International Trade Relations

Postgraduate

6cp; prerequisites: 24702 Marketing Theory and Practice or 24734 Managerial Marketing desirable: 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 when business persons seek to secure the support of governments to improve access and overcome barriers to the entry of their products and services overseas.

24705**Marketing Projects and Services Overseas***Postgraduate**6cp; prerequisites: 24702 Marketing Theory and Practice or 24734 Managerial Marketing desirable: 24738 International Marketing Management*

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 an 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 knowledge 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.

24709**Clients and Markets***Postgraduate**6cp*

Examines the social and historical forces that create specific markets and client groups for public sector and non-profit organisations; critically evaluates the role and scope of marketing operations in these organisations as contrasted with private, profit-seeking organisations; develops an understanding of changes in organisational markets and patterns of distribution for the products of the public and non-profit sectors; develops skills and the techniques and methods of marketing management in public sector and non-profit organisations; examines consumer and client responses to public and non-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.

24710**Buyer Behaviour***Postgraduate**6cp; prerequisite: 24702 Marketing Theory and Practice or 24734 Managerial Marketing*

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.

24711**Culture, Business and Language in the Asia-Pacific Region**

Postgraduate
6cp

Aims to create cultural and linguistic sensitivity when doing business with countries in the Asia-Pacific. Introduces cultural norms, basic business language and business practices and the view in the region of issues in the global business scene – such as human rights, the environment and employment practices. Linguistic sensitivity will be further developed by twenty hours' study of an Asian language. Languages offered are Indonesian, Mandarin or Japanese. Special programs in each have been developed focusing on basic business conversation.

24713**Sales Management**

Postgraduate
6cp; prerequisite: 24702 *Marketing Theory and Practice* or 24734 *Managerial Marketing*

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; prerequisite: 24702 *Marketing Theory and Practice* or 24734 *Managerial Marketing*

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 24734 *Managerial Marketing*

Develops the student's ability to apply marketing theory and the principles of decision making to problems in marketing strategy. Organisational resources are finite. 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. Articles on strategy, case studies and a business simulation which introduces the dynamic nature of market places 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 to bring about change. 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 Communications**

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: 24702 Marketing Theory and Practice or 24734 Managerial Marketing

Introduces students to electronic markets and marketing information systems by building on the concepts of interaction, relationships and networks. As a starting point the student is acquainted with the societal trends in the information economy and marketing information as a strategic asset as well as its discovery, creation, dissemination, quality and retrieval. This foundation helps to better understand the network-based business model (the Virtual Corporation) and the supporting inter-firm information exchanges. A critical component will be project work pertaining to the alignment of key technologies with marketing strategies especially at market entry; an ethnographic research study on the use of new marketing information technology in the workplace; and the practical aspects of information exchange and utilisation in major industries.

24738

International Marketing Management

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; prerequisite: 24702 Marketing Theory and Practice or 24734 Managerial Marketing

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; prerequisites: 24702 Marketing Theory and Practice or 24734 Managerial Marketing; 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: 24702 Marketing Theory and Practice or 24734 Managerial Marketing; 24738 International Marketing Management; 24743 Contemporary Issues 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: 24702 Marketing Theory and Practice or 24734 Managerial Marketing; 24738 International Marketing Management; 24743 Contemporary Issues 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

6cp

Introduces students to the basics of scientific method and shows how to apply it to the evaluation and development of marketing theory in teaching, practice and research. The evolution of marketing thought is used as the primary way of considering what marketing theories there are, their quality and their usefulness in progressing research in marketing.

24902**Research Methods in Marketing**

Undergraduate
6cp

Introduces students to various advanced research methods in the marketing discipline, with an emphasis on quantitative and multivariate analytical techniques. Adopts an applications-oriented approach to applying advanced statistics and computer software to theory development and theory testing in marketing. Develops considerable expertise in conducting sound and rigorous research projects in both theoretical and applied research settings.

24903**Readings for Thesis – Marketing**

Undergraduate
6cp; prerequisites: 24901 *Advanced Theory in Marketing*; 24902 *Research Methods in Marketing*

Provides an opportunity to engage in a structured literature review to assist in selecting a thesis topic. Improves awareness of up-to-date research in marketing by exploring current research activities of recently published authors.

24904 (F/T) and 24905 (P/T)**Thesis in Marketing**

Undergraduate
24cp; prerequisite: admission to the Honours program

Requires the student to produce a 20,000 word (maximum) thesis based on an original marketing 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. The topic may be derived from any marketing-related area. The replication and extension of a published academic marketing article could also be considered.

24907**Advanced Research Methodology – Marketing**

Undergraduate
6cp; prerequisites: 24901 *Advanced Theory in Marketing*; 24902 *Research Methods in Marketing*

Individually supervised subject to provide knowledge, understanding and experience with research methodologies and the analysis techniques which will be utilised in the research thesis.

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. Other topics include: 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, 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, public enterprise, deregulation and privatisation, competition policy, 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; macro-economic 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. Emphasis is placed on practical analysis of firm behaviour in a market.

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 macro-economic 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, options and swaps) that can be used for financial risk management purposes.

25309**Macroeconomic Theory and Policy**

Undergraduate
6cp; prerequisite: 25209 *Macroeconomics*

Further develops the material covered in the introductory subject 25209 *Macroeconomics*. Traces the development of classically-oriented and Keynesian-oriented theory and seeks to identify how these theoretical developments have affected the way policies are put into practice when addressing key macro-economic issues. These issues include: the operation of monetary and fiscal policy; inflation and unemployment; business cycle theory; and international influences on the domestic economy.

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: First, the pure theory of trade which examines basically why countries trade, and the benefits to be gained, examining associated issues such as commercial policy, real wages and customs unions; second, 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. The subject also deals with the principal statutory controls governing the transaction of insurance business in Australia.

25403**Theory of General Insurance***Undergraduate**6cp; prerequisites: Bachelor of Business core subjects in Semesters 1 and 2*

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; prerequisites: Bachelor of Business core subjects in Semesters 1 and 2*

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.

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: Bachelor of Business core subjects in Semesters 1 and 2*

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: Bachelor of Business core subjects in Semesters 1 and 2*

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: 25409 Commercial Bank Management; Bachelor of Business core subjects in Semesters 1 and 2*

Encompasses the theoretical aspects of monetary economics as well as its application both to the practice of monetary policy and the prediction of likely future trends in funds flows, credit aggregates and other macroeconomic statistics. Other topics include: 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*

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 for this subject.

25421**International Financial Management***Undergraduate**6cp; prerequisite: Bachelor of Business core subjects in Semesters 1 and 2*

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*

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 together with the arbitrage pricing model and their application to investment management. Other topics are: pricing of bonds and the term structure of interest rates and 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. Other topics are: estimation of the cost of capital; capital structure and valuation; and empirical evidence on capital structure and dividend policy.

25522**Bank Lending Practice***Undergraduate**6cp; prerequisites: Bachelor of Business core subjects in Semesters 1 and 2*

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. Other topics are: lending, international trade, current issues, lending principles and practice, loans, advances and other financing instruments, corporate lending practices, project finance, international financing, and 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. This subject 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 follows, together with discussion of 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: Bachelor of Business core subjects in Semesters 1 and 2; 25406 Quantitative Techniques for Finance and Economics*

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. Develops students' ability to implement theoretical concepts developed and 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 relating 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 – providing 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, and demonstrates the ways in which 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.

25713**International Capital Markets***Postgraduate*

6cp; prerequisite: 25706 Economics for Management

Provides participants with a basic understanding of the operations of financial institutions and capital markets. Presents a first-level treatment of the payment, financing and financial risk management systems provided by financial systems and the economic forces that cause movements in interest and exchange rates.

25721**Investment Management***Postgraduate*

6cp; prerequisite: 25742 Financial Management

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 in the sense that the risk management techniques learnt there can be integrated in portfolio risk management.

25731**International Finance***Postgraduate*

6cp; prerequisite: 25742 Financial Management

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

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; 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 these 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*

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 optional balance of debt and equity, dividend policy, and leasing.

25743**Corporate Financial Analysis**

*Postgraduate
6cp; prerequisite: 25742 Financial Management
Students undertaking this subject should not enrol in the equivalent subject 22743 Financial Statement Analysis and Financial Modelling.*

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*

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*

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*

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; prerequisite: 25742 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**3cp; prerequisite: 25742 Financial Management*

Examines the nature of the venture capital market and investment processes, and the growing number of financial institutions involved as venture capital suppliers. Analyses the various types of new ventures appropriate for venture capital finance, including start-up, expansion and management buy-out.

25765**Corporate Finance***Postgraduate**6cp; prerequisite: 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***Postgraduate**6cp; prerequisites: any four 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.

25805**Exotic Derivatives***Postgraduate**3cp; prerequisite: 25712 Stochastic Methods in Finance*

Provides participants with an in-depth understanding of recently developed practical and computationally efficient techniques for the modelling, pricing and hedging of exotic derivative securities which are in general path-dependent. Valuation techniques will be applied to Log and Power contracts, Asian, Chooser, Compound, Barrier, Rainbow and Quanto options. The more difficult case of incorporating stochastic volatility will be considered. Some comparison with alternative valuation methods, such as partial differential equation solutions and Monte Carlo simulation techniques will also be made. To facilitate learning, computer software will be provided to supplement the theoretical aspects of the course and provide a practical hands-on approach to a number of case studies.

25806**Interest Rate Derivatives***Postgraduate**3cp; prerequisite: 25712 Stochastic Methods in Finance*

Provides participants with an in-depth knowledge and understanding of the state-of-art techniques for the pricing and hedging of interest rate derivative securities such as zero and coupon bonds, European and American bond options, forward and futures contracts, options on futures, interest rate swaps, caps and floors and swaptions and some interest rate exotics. The evaluation of such derivatives will be considered in a consistent arbitrage free term structure model. Also discusses issues related to term structure modelling and parameter estimation. Sophisticated computer software will provide participants with hands-on and practical solutions to a number of realistic, market-related problems in the management of interest rate risk.

25807**Mergers and Acquisitions***Postgraduate**3cp; prerequisite: 25742 Financial Management*

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.

25808**Measurement and Management of Derivatives Credit Risk***Postgraduate**3cp; prerequisite: 25712 Stochastic Methods in Finance*

Examines risk management from the perspective of credit risk – which is the risk arising in the event of one counterparty defaulting on a transaction when the value of the transaction is positive to the other party. Several techniques involved in the study of credit exposures on individual transactions and the aggregation exposures in the case of portfolios will be discussed. In particular, the Monte Carlo approach, the scenario-based method for measuring credit exposure, and the factor approach to exposure measurement. The translation of a credit exposure amounts (maximum or expected) to a credit loss amounts will be discussed with reference to the

probabilities of default and the rate of recovery will be considered. The effect of counterparty netting will be studied. The evolution of exposure amounts over the life of a transaction will be considered in terms of diffusions and amortisation. The relationship between market risk and credit risk will be examined as the two concepts can be viewed as two sides to the same coin. The allocation of reserves and capital required in light of the credit risk measurements will also be studied with respect to the distribution of potential losses and institutional policies. Analytical and technical problems arising in the modelling of counterparty exposures will be discussed, including the modelling of market variables, effects of counterparty netting, correlation of market risk, correlation between default and exposure and the correlation of default among counterparties. A Monte Carlo-based risk management system incorporating credit risk, CARMA, will be discussed.

25809**Technical Analysis***Postgraduate**3cp; prerequisite: 25721 Investment Management*

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.

25810**Measurement and Management of Market Risk***Postgraduate**3cp; prerequisite: 25712 Stochastic Methods in Finance*

Provides participants with an in-depth knowledge and understanding of the state-of-art techniques for the pricing and hedging of interest rate derivative securities such as zero and coupon bonds, European and American bond options, forward and futures contracts, options on futures, interest rate swaps, caps and floors and swaptions and some interest rate exotics. The evaluation of such derivatives will be considered in a consistent arbitrage free term structure model. Also discusses issues related to term structure modelling and parameter estimation. Sophisticated computer software will provide participants with a hands-on and practical solutions to a number of realistic market-related problems in the management of interest rate risk.

25811**Swaps***Postgraduate**3cp; prerequisite: 25742 Financial Management*

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: 25742 Financial Management*

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; prerequisite: 25742 Financial Management*

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; prerequisites: 25752 Financial Institutions Management*

The exact nature of the subject material will be determined by each presenter.

25815**Asian Capital Markets***Postgraduate**3cp; prerequisite: 25742 Financial Management*

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 Financial Market Stochastics*

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: 25742 Financial 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: 25742 Financial 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**Financial Market Stochastics***Postgraduate**3cp; prerequisite: 25712 Stochastic Methods in Finance*

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*

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.

25822**Industry Economics***Postgraduate**3cp; prerequisite: 25706 Economics for Management*

Provides students with skills in analysis of industry conduct and behaviour. Enables the prediction of market performance of firms and industries. Topics include introduction to industrial organisation; market definition; economics of scale, dominance and entry; price discrimination and oligopoly pricing; vertical integration; market power; and price, profits and efficiency.

25823**Resource Economics***Postgraduate**3cp; prerequisite: 25706 Economics for Management*

Provides an understanding of the economics of resource development and its environmental impacts. Topics include an outline of the resource sector; principles of sustainable economic development; market and market-failure principles; cost-benefit analysis and estimating environmental values; and major environmental issues, such as global warming.

25824**Project Financing***Postgraduate**3cp; prerequisites: 25741 Capital Markets and 25765 Corporate Finance*

Provides students with an understanding of particular risks involved in project financing. Develops abilities to overcome the risks involved in project finance through analytical techniques. Looks at the role of project financing in the modern economy with reference to recent projects in Australia and South-East Asia. Topics include identification and management of project risk; project financing; evaluation of projects; structuring; and documentation.

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; prerequisites: Bachelor of Business core subjects in Semesters 1 and 2; 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.

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.

25921**Theory of Financial Decision Making***Undergraduate**6cp; prerequisite: admission to the Honours program*

Introduces the foundations of modern portfolio theory and how it is applied. Topics covered include: theory of choice; mean-variance criterion; capital market equilibrium; Capital Asset Pricing Model and Arbitrage Pricing Theorem; and equilibrium evaluation of derivative securities.

25922**Financial Econometrics***Undergraduate**6cp; prerequisite: admission to the Honours program*

Extends knowledge of financial econometrics and model building to enable comprehension of advanced research literature and confident use of econometric techniques in research. Topics include: maximum likelihood estimation and inference in linear and nonlinear models; modern time series methods of dealing with intergrated variables; modelling volatility with the ARCH class of models; and econometrics packages.

25923**Derivative Security Pricing***Undergraduate**6cp; prerequisite: admission to the Honours program*

Provides the techniques needed to analyse and price derivative securities and to understand some of the key associated quantitative arguments. Topics include: derivative securities; arbitrage arguments; geometric Brownian motion model of asset prices; Ito's lemma; rusk neutral pricing; Black Scholes option pricing model; currency, index and futures options; hedging techniques; and interest rate derivative securities.

25924**Advanced Corporate Finance***Undergraduate**6cp; prerequisite: admission to the Honours program*

Through study of the research literature, provides an understanding of the motivation, construction and empirical testing of theories in corporate finance. Covers a selection of classic papers in corporate finance, some current research work, and a significant

quantity of Australian empirical work. Research studied is concerned with the major issues involved in a company's investment and financing decisions and the interaction of these activities with the formation of prices in the markets for the company's securities.

25925**Thesis in Finance***Undergraduate**24cp; (2 semester subject); prerequisite: admission to the Honours program*

Requires the student to produce a 20,000 word (maximum) 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.

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, and applications in business.

Business Statistics: this area of study uses SPSS extensively as the teaching software package. Topics include: 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; and 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.

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; prerequisite: 27187 *Leisure Concepts*

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; and 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 1**

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 1

Develops the substantive content from Outdoor Education 1 and focuses specifically on understanding the environmental, personal and social development, and program management aspects, of outdoor experiences. Provides students with the competencies necessary to organise and manage outdoor

education programs selected from the following: abseiling, rock climbing, caving, canoeing, cross-country skiing, canyoning, orienteering and expeditioning.

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 the literature relevant 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 1

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 1*

Provides students with the knowledge and skills to both systematically examine existing research material and conduct small-scale research projects. Provides students with the opportunity to learn and integrate software programs into industry-based research projects and undertake a research project which has 'real-life' application.

27158

The Small Leisure/Tourism Business

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 the psychological responses involved in exercise 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 its 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**4cp; 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 an 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 1

Examines principles related to the prescription of exercise to non-risk individuals. Considers exercise adherence, program development and evaluation, and special populations.

27223**Mechanics of Human Motion**

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 1

Provides students with the knowledge and skills necessary to understand the effects of human growth and development on performance in physical activity. It will provide students with the knowledge and skills necessary to understand the development of human physical capacities, strength, power, flexibility and cardiorespiratory fitness. Competence in a range of exercise, sport and gymnastics activities is required.

27306**Marketing of Leisure Services**

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 world-wide 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, power processes in the community and 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**Tourism, Recreation and Protected Areas 1***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**Tourism, Recreation and Protected Areas 2***Undergraduate**6cp; prerequisite: 27501 Tourism, Recreation and Protected Areas 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 subject 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. The course is 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.

27700**Tourism's Environments***Postgraduate**6cp*

Provides students with an awareness of significant contemporary issues arising from tourism's impacts on its economic, physical, social and cultural environments, and appropriate policy, planning and management responses to these issues. These issues form a significant part of the context in which modern tourism as a whole and specific firms within it operate

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*

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 Strategy and Operations

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, non-profit 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: 2705 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 Sport Environment***Postgraduate**6cp*

Through a comprehensive examination of private, public and voluntary sport structures and organisations, develops an organisational understanding of sport management as it considers the resource demands which sport imposes at various levels of performance.

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 Sport 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 Sport Environment*

Introduces students to legal principles and law as they relate to sport activity and its management. Considers the sportsperson 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, antidiscrimination, 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.

27721**Sport in the Global Marketplace**

Postgraduate
6cp

Examines the production, meaning, and consumption of sport and leisure activities across contrasting social, political, and economic systems. Develops a clear understanding of, and sensitivity to, the shared values, beliefs, attitudes, customs and traditions in potential foreign markets which are fundamental to success in the international sport business industry.

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, and 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.

27757**Ecotourism Planning and Management**

Postgraduate
6cp

Addresses the range of management and planning issues appropriate to the operation of ecotourism in Australian society. Provides students with an understanding of key aspects of ecotourism project and operations. Explores principles and practices for commercial and public agencies that work but still include the underlying principles and ethics of ecotourism. Examines the management skills that are needed to establish a successful ecotourism project or operation. Considers issues such as ethical marketing and community relationships. Explores the context for management, planning and operation in this area such as conservation, protected area management and organisational relationships in the tourism industry.

27758**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 a sense 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.

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 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 in order 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, with inbound tour operators, and in 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.

27770**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.

27771**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.

27772**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 and the need to integrate recreation with nature conservation.

27773**Guiding and Interpretation Management**

*Postgraduate
6cp*

Develops students' skills as interpretative tourism guides and in understanding the management of this area of a company/agency. Focuses on the roles of leadership and small group communication to develop an understanding of the skills that are required of a guide and to manage this area. Explores interpretation and the forms it takes in areas such as heritage, museums and protected areas, to enable students to meet the needs and expectations of potential clients when operating or managing guiding. Presents environmental, outdoor and experiential education methods and techniques to develop skill in the areas of guiding and interpretation such as an understanding of ecological concepts, risk

management and liability. An experiential learning approach based in a variety of settings, particularly the outdoors, will be used.

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 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.

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 in making 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; prerequisite: 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*

This subject is based on an 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. A series of case studies in sport, the arts, tourism and outdoor recreation are examined.

27945**Leisure and Tourism Futures***Postgraduate**6cp*

Examines forecasting techniques and their application to leisure and tourism and their use 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**6cp; prerequisites: 27707 Leisure and Tourism Research; 27770 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*

An introductory subject for students who have not undertaken previous business studies and which should be undertaken in the first semester. Examines current and potential environmental changes which can influence the conduct of business, particularly in the Asia-Pacific region. 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 for the creation of new possibilities and alternatives in business. The subject is presented over five full days, split into two modules of three and two days each. The first module is conducted before the commencement date of formal lectures in each semester.

28790**Business Consultative Project***Postgraduate**6cp; prerequisites: all core subjects of the MBA program*

Provides the opportunity for indepth, 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 such as entrepreneurship centred on small and medium enterprise (SME) clusters.

SUBJECTS OFFERED BY OTHER FACULTIES

013205

Adult Communication Management and Teamwork

Postgraduate
6cp

Uses the adult communication management perspective to examine applied theory and research on developing a contemporary organisation team. In particular, investigates team leadership and strategies for building and maintaining best performing teams.

013206

Adult Communicational Management and Organisational Frames

Postgraduate
6cp

Uses the adult communication management perspective to examine the applicability of a select number of organisational frames for mapping and transforming the culture of human systems. In particular, investigates the variables influencing the successful implementation of specific frames for organisational design and analysis.

013332

Understanding Adult Education and Training

Postgraduate
6cp

Assists adult educators to think more clearly about their work and to act on it more effectively. Begins with an exploration of students' practical theories and conceptual frameworks. Students are then introduced to a variety of theories relating to the core activities of teaching, group work, learning facilitation, program design and evaluation, policy formation and implementation. Examines debates related to such significant contemporary issues as the relationship of adult education and workplace change, and the mass media as a force for propaganda or education. Enables students to make the transition to postgraduate study by providing them with opportunities to write in both experiential and scholarly ways.

013333

Adult Learning and Program Development

Postgraduate
6cp

Allows students to explore the skills needed to become competent in designing and facilitating adult learning experiences and to become familiar with significant literature in this area. Provides an introduction to the areas of adult learning and program development for students with no previous academic experience in these areas.

013343

Adult Communication Management I

Postgraduate
6cp

Develops participants' ability to apply the adult communication management conceptual framework to professional practice. Particular attention is given to core abilities: language, non-verbal communication, listening, assertiveness and inter-cultural communication competence.

013344

Adult Communication Management 2

Postgraduate
6cp; prerequisite: 013343 Adult Communication Management I

Uses the adult communication management perspective to examine applied theory and research on management practices and organisational development strategies. In particular, investigates the various roles of the communication manager in learning organisations and systems.

015006

Program Development

Undergraduate
6cp

Provides participants with the knowledge and skills to conduct needs analysis and 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.

015018**Workplace Practicum***Undergraduate**6cp*

Draws on theoretical principles and practical skills considered in other subjects to further develop practical human resource development (HRD) skills. A major component of this subject is the requirement for students to successfully complete an observed practicum conducted in their workplace working with a group of trainees/staff members. Students will develop skills in reflecting on and critically analysing aspects of their own practice and will enhance their own skills in and understandings of the nature of effective HRD practice.

015022**Human Resource Development Practices***Undergraduate**6cp*

Extends the students' understanding of the theoretical principles which underlie human resource development practice. Allows participants to apply their insights gained in this area and develop their practical training, development and facilitation skills. The relationship of teaching to learning will be explored in the context of participants' concurrent role in the workplace as teachers and learners.

015034**Program Delivery and Evaluation***Undergraduate**6cp*

Provides the opportunity for students to examine and apply models of program delivery to their own workplace. Through workplace activities and negotiated learning tasks, students will develop competence in implementing, managing and evaluating training programs.

015054**Organisational Learning: an Experiential Approach***Undergraduate**6cp*

The capstone subject provides an interactive learning environment, using a structured simulation to represent a hypothetical organisational setting within which students work together to develop an understanding of

the forces at work within groups and organisations. Provides resources for learning about professional development and learning interventions within the organisation in order to support and sustain continuous improvement and lifelong learning.

015066**Leading and Facilitating Change***Undergraduate**6cp*

Provides the knowledge, skills and attributes necessary for adult educators to monitor and facilitate changes in their own organisations. Focuses on how theories, models and current research about change management impact on the participants' field of practice.

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.

015141**Human Resource Development Strategies***Undergraduate
6cp*

Examines the diversity of practices that contribute to effective human resource development in organisational settings. Extends students' skills in developing practical, targeted, human resource development strategies which are appropriate for individual, team and organisational development. It also introduces concepts of learner and performance assessment.

015162**Competency Assessment in the Workplace***Undergraduate
6cp*

Provides participants with the knowledge and skills to develop and implement workplace assessment strategies in order to measure both the achievement of learning outcomes and competent performance in the workplace.

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, as well as those of gifted and talented students; and with an understanding of the educational issues relevant to the use of alternative curricula and

learning contexts, including alternative pathways in post-compulsory education.

023003**The Secondary School: Social Bases and Critical Issues***Undergraduate
4cp*

Students learn about the nature of educational problems in the school and the education system in New South Wales in terms of their social and philosophical underpinnings. Examines the role of the Federal Government in education; explains how social characteristics influence the educational outcomes of certain social groups and identify appropriate policies and programs which address these outcomes; identifies and analyses the direction of social and educational change and the interaction between schools and society in this regard; analyses and evaluates alternative viewpoints in relation to some critical issues raised. Students will 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 1***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 discuss skills, insights, 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 1;
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.

023500

Introduction to Developmental and Educational Psychology

Undergraduate
6cp

Helps students understand that principles derived from developmental and educational psychology 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. Learning activities engage students in consideration of cognitive, physical and affective aspects of human development; and in critical consideration of instructional procedures and learning activity in the leisure context.

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.

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 a model 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 (two semesters); 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 are also included.

16554

Urban Economics

Undergraduate
8cp (two semesters); prerequisites: 25110
Microeconomics; 25209 Macroeconomics

Topics covered include: 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.

17101

Project Process I

Postgraduate
6cp

This subject forms an introduction to, and overview of, generic project management. It covers characteristics of projects and project management; generic project phases and life cycles; an introduction to project management processes; the context of project management; and teams and teamwork in project management.

17105

Industry-Specific Project Process I

Postgraduate
6cp

Each subject in this strand presents a project management case study for a specific industry or project type. This one examines and critically evaluates industry-specific project processes

and practices and compares them with generic process models. Building and construction industry projects will form the basis of one subject in this strand. Other specific industries and project types which may be examined in a subject in this strand are information technology, 'soft' projects such as research and development; change management or organisation change; and product development.

17201

Project Process 2

Postgraduate
6cp

Examines the first, or initiation and concept phase, of a four-phase generic project process or life cycle. Topics include: stakeholder identification; identification of needs and opportunities; internal and external factors affecting projects; project appraisal; project objectives and performance measures; generation and analysis of options; feasibility studies and sensitivity analysis; initial project time, cost, risk and quality plans; testing and approvals; and assessment of process capability.

17205

Industry-Specific Project Process 2

Postgraduate
6cp

See 17105 Industry-Specific Project Process 1

17301

Project Process 3

Postgraduate
6cp

Examines the second, or planning and development phase, of a four-phase generic project process or life cycle. Topics include: project scope management; project scheduling; development of project budgets; project quality management; project organisation and resourcing; project communication planning; project risk management; project documentation; change management; asset management; and value management.

17305

Project Technology 1

Postgraduate
6cp

Covers one or more project management topics which may be drawn from the following: the latest research and development in project management; managing project interfaces;

project human resource management; project organisation; project leadership; risk management; project information management; advanced project cost and scheduling; value engineering and management; risk management; quality management and quality assurance; financial management; marketing; projects and the environment.

17401

Project Process 4

Postgraduate
6cp

Examines the third (implementation) and fourth (completion) phases of a four-phase generic project process or life cycle. Topics include: management of internal and external project environments; management of stakeholder relationships; project scope and change control; project time and cost control; quality control and quality assurance; management of project human resources; project information management; contract management; conflict management; project commissioning and handover; post-project evaluation; and continuous improvement.

17405

Project Technology 2

Postgraduate
6cp

Covers one or more project management topics which may be drawn from the following: the latest research and development in project management; managing project interfaces; project human resource management; project organisation; project leadership; risk management; project information management; advanced project cost and scheduling; value engineering and management; risk management; quality management and quality assurance; financial management; marketing; projects and the environment.

17506

Industry-Specific Project Process 3

Postgraduate
6cp

See 17105 Industry-Specific Project Process 1

31414**Information Systems**

Undergraduate
6cp

Deals with information systems in their organisational context. Uses the effects of information systems on society, organisations and individuals to illustrate information systems concepts. Introduces techniques for analysing and describing user requirements. Emphasises human activities, the importance of the user in the analysis phase and the usability of systems. Also emphasises communication skills – the ability of the analyst and designer of an information system to work as part of a team in problem-solving, to design efficient and effective interfaces and to give presentations on time.

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 or 31508 Programming Fundamentals

This subject focuses on top-down structured program design techniques, and their application to the development of commercial programming applications. It emphasises quality and usability of the resultant systems and 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.

31443**Distributed Databases and Client – Server Computing**

Undergraduate
6cp; prerequisite: 31434 Database Design

Covers a range of topics in distributed databases and client-server computing. Describes in detail the classical approach to distributed databases and supports this approach with both theoretical and practical examples. Introduces modern client-server and database-server techniques.

31508**Programming Fundamentals**

Undergraduate and Postgraduate
6cp

Students learn programming concepts, and learn to write medium-size programs in an object-oriented language.

31511**Systems Design**

Undergraduate
6cp; prerequisite: 31424 Systems Modelling

Develops students' practical skills in designing medium-scale computer applications.

31512**Networking I**

Undergraduate and Postgraduate
6cp

Introduces students to data communications concepts and provides detailed information about the physical and data link layers for several network types.

31777**Human – Computer Interaction***Undergraduate
6cp*

Focuses on human factors and information systems aspects of user-centred systems development and design. Provides students with HCI principles, concepts, tools and techniques needed to build user-centred systems, particularly in terms of the design of interfaces that satisfy user needs and create usable products that support user tasks and goals. Major topics include: the role and scope of HCI; HCI methods such as requirements analysis; task analysis and usability testing; usability evaluation and user-centred design support.

31921**Objectbases***Undergraduate
6cp; prerequisite: 31434 Database Design*

Introduces the students to OODB concepts. Reviews the basic OO principles and discusses their application to databases. Supports the theoretical discussion of the topic with practical exercises using a commercially available OODBMS.

31934**Introduction to Database Design***Postgraduate
4cp; prerequisite: 31940 Introduction to Systems Modelling or equivalent*

Introduces students to basic database design and implementation concepts. Presents database design techniques including relational design and E-R analysis. Describes relational and object-oriented databases and discusses the applicability of each approach to various problem domains.

31940**Introduction to Systems Modelling***Postgraduate
4cp*

Introduces information system concepts including their static and dynamic components. Describes how these concepts can be used to model systems in order 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 development

including object-oriented methods, data flow diagrams and Entity-Relationship modelling, and describes the relationships between these techniques and their application.

31941**Introduction to Procedural Programming***Postgraduate
4cp*

This subject is centred on top-down structured program design techniques, and their application to the development of commercial programming applications. Emphasis will be on quality and usability of the resultant systems. Debugging and testing skills are developed. The language used is C.

31942**Introduction to Computer Systems Architecture***Postgraduate
4cp*

Provides a sound basis for understanding how computer hardware and data communications support higher level software constructions. All software undergoes a process of translation or interpretation which reduces it to primitive operations capable of being performed by the 'hardware'. Examines the organisation and design of computer systems that execute these operations. Presents some fundamental concepts and technology in data communications, which alone provide a good grounding in the area or which can serve as a basis for later subjects that treat communications and networks in greater depth.

31943**Introduction to Information Systems***Postgraduate
4cp*

Deals with information systems in their organisational context. Discusses the effects of information systems on society, organisations and individuals. Examples from typical organisations are used to illustrate information systems concepts. Introduces techniques for analysing and describing user requirements. 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.

31950

Networked Enterprise Design

Undergraduate

6cp; prerequisite: 31424 Systems Modelling

Describes evolution of systems towards distributed environments with more emphasis on supporting cooperation between distributed workers. Describes how people work together and the changes to work practices resulting from distribution of such work using information technology. Covers the ways of using collaboration technology such as LOTUS Notes or the Internet to support distributed work and the design processes followed to construct computer-based cooperative systems.

32204

Advanced Data Management

Postgraduate

6cp; prerequisite: undergraduate level database experience

Covers a range of advanced database topics, including: relational, object-oriented database systems and distributed databases. The subject area is treated mainly from a technological viewpoint, but also includes discussions of management issues.

32206

Advanced Information Systems Modelling

Postgraduate

6cp; prerequisite: 31424 Systems Modelling

Information systems requirements can be modelled in many different ways. The modelling method used should be suitable to the class of the system. The modelling methods differ in terms of their expressive power and ability to describe requirements in specific application domains. This subject presents and compares the information systems modelling methods used in structured and object-oriented methodologies. Formal and de facto industry standards for modelling information systems are also covered.

32207

Information Management

Postgraduate

6cp; prerequisite: IT experience

Covers three broad topics: management of the information resources of an organisation;

management of the development and maintenance of systems using those resources; and management of IT personnel and users of the information resources. Management of information resources requires the calculation of the costs and benefits of such resources, both in accounting and qualitative terms, and the controlling and recovering of costs so that services can be used in an efficient and effective manner. It also includes the security, privacy and legal matters which are part of data management. Management of system development and maintenance includes project management and control, systems development methodologies and tools, and IT organisation structures. The emphasis in IT personnel and client relationship management is on the effective use of IT staff in an increasingly user-oriented world.

32208

Information Processing Strategy

Postgraduate

6cp; prerequisite: 32207 Information Management

Provides students with an awareness of the problems in developing corporate strategies for information processing and to develop skills in the selection and use of appropriate techniques. Topics include: tools for strategic planning and a review of strategic planning tools such as business systems planning, economic analysis and critical success factors; corporate needs for information technology, covering the potential role of information technology in organisations of the 1990s, such as competitive strategies, client-server systems, multimedia and outsourcing; and strategic planning, a review of state-of-the-art methodologies and frameworks for developing information processing strategies.

32402

Information Technology Environment

Postgraduate

6cp; prerequisite: IT experience

Deals with trends and issues in the management of IT. Typical issues are: IT within the company - user and expert cultures; competition vs. collaboration in the IT industry; relations between suppliers and customers; hardware manufacturers and software houses; downsizing and outsourcing; encouraging innovation; IT as a global industry; social impacts of IT; employment effects; and IT as a leading part of the economy.

32503**Distributed Databases and Client/Server Computing***Postgraduate**6cp; prerequisite: Undergraduate level database experience*

Covers a range of topics in distributed databases and client/server computing. Main topics include discussion of distributed database design, distributed transactions and queries, and data replication strategies. Introduces modern client/server and database server techniques.

32509**Human-Computer Interaction in Information Systems***Postgraduate**6cp*

Provides students with an understanding of the principles, concepts, tools and techniques needed to manage the development of information systems from a human-computer interaction perspective. Usability is considered throughout information systems development from initial systems concepts to implementation.

32510**Principles of Object-oriented Programming in C++***Postgraduate**6cp; prerequisite: 32106 Object-oriented Software Development*

This subject is based on a review of object-oriented design principles and practice. Topics include: objects, classes, run-time instantiation, inheritance, information hiding, polymorphism and libraries and their implementation in C++.

32517**Commerce on the Internet***Postgraduate**6cp*

Gives students exposure to Internet commerce and develops an understanding of the stakeholders and their capabilities and limitations in the strategic convergence of technology and business. Students will develop skills in identifying the advantages and disadvantages of the various electronic payment options. Students will complete computer-based activities on Internet commerce.

32526**Designing Networked Enterprise***Postgraduate**6cp; prerequisite: 32607 Systems Analysis or equivalent*

Describes evolution of systems towards distributed environments with more emphasis on working together across distance. Describes how people work together and the changes to work practice resulting from distribution of such work, including telework of mobile workers. Covers the collaboration technology, such as email, video-conferencing, co-authoring and workflows, needed to support distributed work. Emphasises the design process, describing how to choose and implement collaborative technologies based on systems such as the World Wide Web or LOTUS Notes to meet the needs of distributed groups across organisations as well as using Intranets within organisations.

32601**Advanced Project Management***Postgraduate**6cp; prerequisite: IT experience*

Provides an essential understanding of advanced project management issues and identifies the knowledge required of a project manager in the information technology industry.

32602**Impact of Information Technology***Postgraduate**6cp; prerequisite: IT experience*

Reviews the effect of the introduction of computer technology into workplaces, improved efficiency of work organisations, increased occupational health hazards for computer terminal operators, and increased potential for computer crime. Physical, psychological and environmental factors that contribute significantly to conditions such as RSI are explained in depth. Examines the effects of information technology on employment patterns. Defines and categorises computer crime and discusses the difficulties associated with its prevention and detection, and with subsequent legal actions. Explains measures to ensure the protection of privacy.

32605**Managerial Analysis and Evaluation of Information Systems***Postgraduate**6cp; prerequisite: IT experience*

Presents a range of fundamental accounting, risk analysis and performance criteria for information systems. Provides basic skills in evaluating computer-based information systems. For students who are involved in management, it is important that they are aware of what information systems can provide, how to rate them and how to specify their requirements for their organisation's advantage.

32606**Database***Postgraduate**6cp; prerequisite: 31424 Systems Modelling*

Introduces students to basic database design and implementation concepts. Presents database design techniques including relational design and E-R analysis. Describes relational databases and object-oriented databases and discusses the applicability of each approach to various problem domains.

32607**Systems Analysis***Postgraduate**6cp*

Introduces information system 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 development, including object-oriented methods, data flow diagrams and Entity-Relationship modelling, and describes the relationships between these techniques and their application.

32702**Contemporary Telecommunications***Postgraduate**6cp; prerequisite: Undergraduate level computer hardware experience*

Introduction to data communications and networks. Network architecture and standards.

New communications technologies. Internet-working. Domestic and international communications environment. Application-oriented services. Network resource architectures. Client/server systems. Introduction to distributed processing. Distributed databases. Criteria for selection of communications systems. GOSIP. Migration to integrated systems.

32703**Information Technology Strategy***Postgraduate**6cp; prerequisite: IT experience*

Provides students with an awareness of the problems in developing corporate strategies for information processing, and develops students' skills in the selection and use of appropriate techniques.

33401**Introductory Mathematical Methods***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 1*

Methods of integration; improper integrals. Ordinary differential equations; first-order linear and variable separate equations; higher order linear equations; undetermined coefficients. Sequences and series; tests for convergence; power series; radius of convergence; Taylor'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**Optimisation I***Undergraduate**6cp; prerequisites: 35212 Linear Algebra; 35232 Advanced Calculus or 33401 Introductory Mathematical Models*

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 Introductory Mathematical Models; 35241 Optimisation 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 Optimisation I*

Transportation problems; the transportation simplex method; assignment problems; transhipment 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; problems solved using commercially available software.

35353**Regression Analysis***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.

49001**Judgment and Decision Making***Postgraduate**6cp*

Develops an understanding of rational decision aids in the light of modern descriptive theories of judgment, choice and decision in organisations. Presents the methods of management science, decision analysis and judgment analysis. Critically assesses models of individual, group and strategic decision making.

49002**Project Management***Postgraduate**6cp*

The emphasis is an interdisciplinary one of relevance to all fields of engineering. Considers the management, financial and contractual responsibilities of engineering managers and

organisations from the establishment of a project team and the instigation of a contract. The perspective of all parties, including principal contractors and subcontractors is considered.

49004**Systems Engineering for Managers***Postgraduate**6cp; prerequisite: 49001 Judgment and Decision Making or its equivalent; corequisite: 49002 Project Management*

The underlying process of problem solving through engineering projects is interpreted as a unifying discipline. Drawing on contemporary scholarship and best practice, the philosophy, concepts, techniques and tools of this systems engineering process are examined in the context of engineering management, and their domain of applicability explored. Provides extensive opportunity for individual and group encounters with the challenges of the systems approach, and is illustrated by case studies presented by guest lecturers.

49006**Risk Management in Engineering***Postgraduate**6cp; prerequisite: 49145 Engineering Statistics or equivalent*

Develops students' abilities to identify, assess, ameliorate and limit risk in the management and practice of engineering through the application of the concepts and tools of risk engineering. On completion, students are able to identify the main hazards in an engineering project and to design an appropriate risk management strategy. Topics supported by case studies include: semantics of risk and hazard; risk as a social construct; principles of risk management; steps in risk engineering; integration with engineering process; risk perception, risk communication, and the acceptability of risks; statutory provisions in NSW relating to some engineering risks; legal principles relating to engineering risks (contract, liability etc.); checklists and scoping for risk identification and assessment; design criteria and code provisions for various risks; comparing risks; quantified and qualitative risk assessment methods; risk assessment in emergencies; and financial tools in the management of engineering risks.

49121**Environmental Assessment and Planning***Postgraduate**6cp*

Analyses the principles of sustainable development and the expectations which they place on various aspects of human interaction with the environment. Existing and proposed measures by governments are examined in the areas of environmental legislation, environmental economics and land-use planning in relation to sustainable development.

49309**Quality Planning and Analysis***Postgraduate**6cp; prerequisite: 45145 Engineering Statistics or equivalent*

Develops students' understanding of the imperatives, culture, philosophy, scope, strategies and practice of total quality management. Covers problem identification, process design, continuous improvement, vendor supplies, customer service, quality auditing, the development of a quality assurance practices manual, and compliance with relevant Australian standards and supplier assessment schemes.

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.

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.

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.

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.

54240

Journalism 2

Undergraduate
8cp

Develops news and short story writing skills to a high level. Gives an insight into a range of different research, interviewing and reporting styles. Explores the relationship between journalists and their sources, and that between journalism and the institutions which are the subject of much daily reporting e.g. parliament, the courts, police, and large companies. Students will produce a series of short stories from their chosen ‘round’.

54241

Print Features

Undergraduate
8cp; prerequisite: 54240 Journalism 2

Introduces students to the skills involved in feature writing. Gives an insight into the breadth of styles available to non-fiction writing. Explores the genres in which this sort of journalism is produced, including social realist writing, essays, columns, profiles, ‘new journalism’ and more complex in-depth features. Students are encouraged to read widely. Practices and critiques a range of techniques of researching, interviewing and writing. Discusses ethical considerations in the context of particular examples of production.

54242

Print Production and Subediting

Undergraduate
8cp; prerequisite: 54240 Journalism 2

Teaches print editing and production techniques from start to finish, so students will be capable of handling anything from a brief news report to their own publication. Develops skills in each of the four main components of publishing - selection, preparation, presentation and production. Students learn and practise the conventions of subediting and computer layout. The impact of electronic technology on print production is a major focus.

54340

Electronic Publishing

Undergraduate
8cp; prerequisite: 54240 Journalism 2

Takes the professional practice skills in print/radio/video journalism and explores their implications for the electronic publishing of journalism. Students will develop a prototype multimedia project. Explores multimedia developments at an industry level and the implications of electronic publishing for small scale and home-based professional journalism.

54341

Investigations

Undergraduate
8cp; prerequisite: 54240 Journalism 2

Examines the development of the notion of investigative journalism and explores its role in the larger context of journalism practice and politics generally. Develops investigative research techniques and analyses these techniques in the context of previously published stories. Students undertake one or more stories, discussing ethical, legal and strategic issues, as well as problems of confidentiality. The emphasis is placed on the process of attempting a story, rather than simply on results. Tackles the question of how and where investigative stories can be published.

54344

Specialist Reporting

Undergraduate
8cp; prerequisite: 54240 Journalism 2

Applies professional journalism skills to a specialist reporting area such as business, law and science. Explores the relationship between sources and specialist reporters and the relationship between the audience and the

journalist. Explores a range of specialist publishing contexts including specialist magazines, trade magazines, client publications and specialist rounds in mainstream outlets.

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: Information 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 needs, 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; and 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; and 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.

Other topics include: 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; and future practices.

59636

Introduction to Journalism

Undergraduate

8cp

Introduces the key issues of journalism and the media, particularly those relevant to the reporting of business. Introduces students to the basic elements of professional journalism practice and provides an understanding of, and practice in, key skills of news writing and interviewing. Provides an awareness of ethical and regulatory issues relevant to journalism, especially those relevant to the reporting of business.

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 1C***Undergraduate**6cp; prerequisite: core of HSC 2-unit Chemistry or equivalent*

Provides an introduction to some fundamental concepts in chemistry. Covers: chemicals and chemical reactions; atomic structure; periodic table; chemical bonding; enthalpy changes in chemical reactions; and the structures and properties of solids. A laboratory program complements the learning experiences in the lectures and tutorials.

65201**Chemistry 2C***Undergraduate**6cp; prerequisite: 65101 Chemistry 1C or equivalent*

Builds on the foundation studies in 65101. Covers: chemical equilibrium; acid-base theory; complex ions; electrochemistry; chemical kinetics; structure and bonding in carbon chemistry; chemical reactions of carbon compounds. A laboratory program complements the learning experiences in the lectures and tutorials.

65202**Organic Chemistry I***Undergraduate**6cp; prerequisite: 65101 Chemistry 1C or equivalent*

Builds on material in Chemistry 2C. Primarily concerned with the structures and chemical actions of the common families of organic compounds. Other major topics include Stereochemistry, Infra-red Spectroscopy. Lecture and tutorial material is completed by a closely integrated set of laboratory experiences.

65306**Analytical Chemistry I***Undergraduate**6cp; prerequisite: 65201 Chemistry 2C or equivalent*

Lecture, laboratory and computer-aided instruction components of the course cover: spectroscopic methods of analysis including ultraviolet-visible spectroscopy, nuclear magnetic resonance spectroscopy, mass spectrometry; separation techniques including solvent extraction, distillation; precipitation, and a range of chromatographic methods; volumetric techniques including acid-base, redox, non-aqueous, and potentiometric methods; and errors, calibration and interpretation of analytical data.

65307**Physical Chemistry I***Undergraduate**6cp; prerequisite: 65201 Chemistry 2C; 33190 Mathematical Modelling for Science or HSC 2-unit Mathematics*

Provides students with a working knowledge of chemical thermodynamics and optical spectroscopy which can then be applied to other subjects within the course. Introduces fundamental concepts in both spectroscopy and thermodynamics and applies these principles to problem solving situations. Lectures are complemented by tutorials and practical experiments.

65410**Chemical Safety and Legislation***Undergraduate**6cp; prerequisite: 65201 Chemistry 2C or equivalent*

This subject covers the following topics: the NSW Occupational Health and Safety Act; the role of various governmental agencies; toxic effects of chemicals; classification of dangerous goods; precautionary labels and material safety data sheets; corrosives, oxidisers and explosives; compressed gases; personal protective equipment (PPE) in the laboratory; waste; good laboratory practice; good manufacturing practice; and QC/QA issues.

65411**Inorganic Chemistry I
(Transition Metal Chemistry)***Undergraduate**6cp; prerequisite: 65201 Chemistry 2C*

Topics covered include: transition metals; electron configurations and oxidation states; fundamentals of coordination chemistry; crystal field theory; spectral and magnetic properties of metal complexes; and chelating agents and applications in analytical chemistry, industrial processes and medicine.

70105**Legal Research***Undergraduate**4cp*

Familiarises students with the basic tools available to engage in legal research. Includes an introduction to various paper-based resources (citation, digests etc). 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 – 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; corequisites: 70105 Legal Research; 70217 Criminal Law*

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; corequisites: 70113 Legal Process and History; 70105 Legal Research*

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 considered. 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; corequisites: 70105 Legal Research; 70217 Criminal Law*

Discusses the functions and aims of the tort. Examines 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; nuisance; and 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; corequisite: 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, and leases.

70318

Personal Property

Undergraduate

4cp; prerequisite: 70211 Law of Contract; corequisite: 70311 Law of Tort

Topics include classifications of personal property, choses in action and choses in possession; acquisition of title to goods; law of bailment; insurance; securities interests in chattels; and law of negotiable instrument with particular reference to cheques.

70417

Corporate Law

Undergraduate

8cp; corequisite: 70317 Real Property

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; prerequisite: 70317 Real Property; corequisite: 70417 Corporate Law

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; and rights of beneficiaries.

70616

Federal Constitutional Law

Undergraduate

8cp; prerequisites: 70113 Legal Process and History; 70105 Legal Research; corequisite: 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, and external affairs. Other areas examined are explicit and implicit restrictions of power, the questions of inconsistency and intergovernmental relations. The general role of the High Court in Australian constitutional law is considered along with the Separation of Powers Doctrine as it relates to the independence of the Judiciary.

70617

Administrative Law

Undergraduate

8cp; prerequisite: 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* (Cwlth); review of Commonwealth decisions under the *Administrative Appeals Tribunal Act, 1976* (Cwlth); role and function of the Ombudsman; if time permits, freedom

of information and privacy legislation will also be touched upon, and the role of the ICAC.

71005

Practice and Procedure

Undergraduate

4cp; corequisite: 70516 Equity and Trusts

Develops students' understanding of the process of litigation from the commencement of proceedings through to final hearings. 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; and advocacy skills.

71116

Remedies

Undergraduate

6cp; corequisite: 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; prerequisite: 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, 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.

76212

Revenue Law

Undergraduate

for Bachelor of Business/Bachelor of Laws students only

6cp; prerequisites: 70617 Administrative Law; 70417 Corporate Law; 70516 Equity and Trusts

Examines the legal principles that relate to revenue law in Australia. Topics include: the structure and sources of tax law; tax policy and tax reform; income – concepts of income, income from labour, property and business, statutory extensions to the income base; deductions – general and specific deductions, substantiation; capital gains tax; fringe benefits tax; tax accounting; tax administration; and tax avoidance and ethics.

77745

Negotiation

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution

Provides an understanding of the theories and processes of negotiation. Concentrates on principled negotiation as taught by the Harvard Law School's Negotiation Project. Also utilises materials from the Project. Develops students' skills in negotiation. Covers the use of negotiation as a process of dispute resolution and for contract formation.

77746

Advanced Mediation

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution or demonstrated experience in the field

Concentrates on the micro-skills of mediation at an advanced level. Gives students an in-depth understanding of the detail of the skills and techniques used by experienced mediators. The skills will be further developed to an advanced level. Includes co-mediation and mediation in multiparty disputes.

77749

Construction Industry Dispute Resolution

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution or demonstrated experience in the field

Covers the theory and practical implications of using the newer dispute resolution processes in the construction industry. Includes dispute prevention and management. This industry is recognised as one which has

attracted experimentation in resolution processes. Covers the history of these processes and their successes and failures and the place of formal and informal arbitration within the industry. Studies new initiatives and current construction industry dispute resolution programs in the USA and Australia.

77761

Dispute Resolution in Commerce

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution or demonstrated experience in the field

Explores the application of dispute resolution theory and practical skills to the corporate environment; the causes of conflict within a corporation; and between a corporation and the outside world. Studies the range of dispute resolution processes to ascertain their relevance and the problems in applying them to the various types of dispute that occur. Students will have the opportunity to study the impediments to changing the dispute resolution culture of an organisation, and they will be encouraged to build models for implementing change in a range of corporate environments. Explores the differences in implementation between the public and private sectors and between different sectors of the corporate/business world.

77763

Community Dispute Resolution

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution or demonstrated experience in the field

Introduces a particular application of the dispute resolution for the resolution of disputes involving the community. Gives the history of community dispute resolution in Australia. (Community Justice Centres of NSW collaborate in its teaching). Topics include dispute resolution by police in crisis, consumer complaints, disputes involving the elderly, neighbourhood and family disputes. Addresses the use of dispute resolution to cover multi-party community disputes. Gives the arguments for and against the use of mediation and other forms of dispute resolution in communities, and critiques the whole movement.

77764

Environmental Dispute Resolution

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution or demonstrated experience in the field

Studies the use of dispute resolution in environmental disputes and the potential for developing dispute resolution processes in this area. Examines the application of dispute resolution processes to planning issues, and matters currently dealt with by the NSW Land and Environment Court. In development of students' practical skills, explores strategies which can be used for dispute resolution in multi-party disputes, for policy development and where public interest groups are involved.

77783

International Commercial Dispute Resolution

Postgraduate

6cp

Covers negotiation in international commercial disputes; cross-cultural commercial negotiations; trans-national aspects of arbitration; arbitration as contract; statutory regulation of arbitration; international arbitration law; negotiating with the Japanese and a Middle-Eastern country; the role of dispute resolution centres; arbitration institutions; drafting and analysing arbitration agreements. A compulsory component of the course is a three-day skills workshop. Students cannot undertake this subject if they have already completed 77751 International Commercial Arbitration.

77793

Computer Law

Postgraduate

6cp

Looks at the current law and its future development to deal with new forms of intellectual property related to computing and electronic data transmission; the need for management to consider risk management of computer projects; and the problems posed by computer abuse and fraud for the legal system. Emphasises the importance of law to the development of the high technology and computer-industries for the future both nationally and internationally.

77801**International Trade Law***Postgraduate**12cp (one semester); prerequisite: basic knowledge of law*

Topics include the sale of goods; representation overseas; finance; export credits and insurance; carriage of goods; arbitration and litigation; customs law and international trade regulation.

77802**International Economic Law***Postgraduate**6cp; prerequisite: basic knowledge of law*

Develops an understanding of the law governing the international economy and relations between participants in that economy. Examines the concept of international economic law including specific resource issues such as the common heritage; the deep sea bed; Antarctica; international legal regulation of investment, finance and trade; the institutions – IMG, GATT, IBRD and the relationship between national and international economic law involving such concepts as extra-territoriality, and sovereign immunity.

77807**Economic Law in the People's Republic of China***Postgraduate**6cp; prerequisite: basic knowledge of law*

Provides an in-depth understanding of China's modernisation program and its interpretation of 'Economic Law'. Topics include domestic economic contract law; foreign economic contract law; and the traditional Chinese concept of 'Contract' versus communist Chinese ideology and pragmatism.

77811**Deceptive Trade Practices and Product Liability***Postgraduate**12cp (two semesters); prerequisite: basic knowledge of law*

Based on an advanced study of Parts V and VI of the Trade Practices Act (and analogous legislation), topics include deceptive trade practices; remedies; unconscionable conduct; and suppliers', service providers' and manufacturers' liability. Emphasis is placed upon recent legal developments.

77812**Restrictive Trade Practices***Postgraduate**12cp (two semesters); prerequisite: basic knowledge of law*

This subject represents an advanced study of recent directions in trade practices law including monopolisation, mergers, exclusive dealing, and re-sale price maintenance.

77813**Corporate Insolvency and Restructuring***Postgraduate**6cp; prerequisite: basic knowledge of law*

Comprises an advanced study of corporate insolvency law. Topics include the regulating structure; secured and unsecured creditors; reservations; liquidation; schemes of arrangement; official management; the role of directors; and foreign companies and foreign proceedings.

77838**Capital Gains Tax***Postgraduate**12cp (two semesters)*

Involves an in-depth study of capital gains tax (CGT) including consideration of legislative amendments since the introduction of CGT; the effects of CGT on partnerships, trusts, companies, non-residents, and death; the 'nightmare' provisions; CGT and convertible notes; CGT and roll-over provisions; current practical problems; overseas experience; the role of the CGT Subcommittee; and ATO rulings and practice.

77839**Superannuation Law***Postgraduate**6cp; prerequisite: basic knowledge of taxation law*

Provides an overall understanding of the taxation, legal and industry matters affecting superannuation. Covers history of superannuation; overview of current situation; trust deed issues; legislative framework - ITAA and OSSA and Regs, SGL; relationship of superannuation to topical issues such as insolvency, family law, administration companies, and surplus.

77840**Tax Administration**

Postgraduate
6cp

Access to timely and relevant tax-related information is crucial to the ATO's attempts to correctly assess taxpayers and to taxpayers' attempts to resist assessments. Critically analyses the rationale for and structure of the current tax administration system, and then proceeds to a detailed analysis of the key strategic elements of that system including tax audits, self-assessment, objections and appeals, as well as collection and recovery of unpaid tax. Examines alternatives for reform.

77852**Current Issues in Corporate Law**

Postgraduate
6cp; prerequisite: basic knowledge of law

Based on an advanced study of current developments and central issues in corporate law, topics include issues in corporate governance and the Corporations Law Simplification Program.

77865**Introduction to Taxation Law**

Postgraduate
6cp; For MBA (Professional Accounting) students

Provides an introduction to fundamental concepts and the basic structure of taxation in Australia. Emphasises the key concepts of income and deductions, and explores practical application of these concepts to individuals, companies, trusts and partnerships. Introduces specific regimes including CGT, FBT, and international taxation. Addresses tax avoidance, administration and other current topics.

77866**Taxation of Partnerships and Trusts**

Postgraduate
6cp; prerequisite: basic knowledge of taxation law

Provides a theoretical and practical overview of the taxation of partnerships and trusts and the taxation of partners and beneficiaries in respect of their interests in those entities. Topics include the calculation of net income or losses of partnerships and trusts and the allocation of net income/losses to partners and net income to beneficiaries. Considers the impact of variations in partnership and trust interests and the application of the capital gains tax provisions to dealings with these entities.

77867**Workplace Dispute Resolution**

Postgraduate
6cp; prerequisite: 79771 Dispute Resolution

Explores the applications of dispute resolution theory and practical skills in the workplace. Also explores the causes of conflict within the workplace setting and the legislative requirements for dealing with workplace disputes.

Studies the range of dispute resolution processes to ascertain their relevance and the problems encountered in applying them to the various types of disputes which occur. Also examines the impediments to changing the dispute resolution culture in the workplace. Students will be encouraged to develop dispute resolution models and design systems for implementation in both the public and private sectors.

79161**Introduction to Insolvency Law**

Undergraduate
6cp; prerequisite: 79202 Business Law or its 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 its 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, and 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 its 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 its equivalent; 79365 Company Law or its 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 its 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.

79365

Company Law

Undergraduate

6cp; prerequisite: 79202 Business Law or its 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 its 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 its 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 its equivalent; 79365 Company Law

Examines certain selected topics in-depth 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 its 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 its 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.

79603

International Business Law and Regulation

Undergraduate

6cp; prerequisite: 79202 Business Law or its 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 its 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 its 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 its 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; and tradeable permits.

79662

Business Bankruptcy

Undergraduate

6cp; prerequisite: 79202 Business Law or its 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 its 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, and international tax planning.

79667

Indirect Taxation

Undergraduate

6cp; prerequisites: 79202 Business Law or its 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; prerequisite: basic knowledge of taxation

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; prerequisite: basic knowledge of taxation

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: basic knowledge of tax law

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; For MBA students

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

For Employment Relations students

6cp; prerequisite: 79731 Industrial Law or its equivalent

Develops students' understanding of the collective aspects of the legal regulation of the employer/employee relationship introduced in the subject 79731 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; and other revenue laws.

79731

Industrial Law

Postgraduate

For Employment Relations students

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 aspects.

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*

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 law*

Topics covered are: 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; and the transnational corporation.

79749**Law for Managers – Administration***Postgraduate**6cp; prerequisite: 21728 Public Sector Management*

Familiarises students with the operations of the legal system including the role of parliament, the courts, and the tribunal. Students will be helped to understand the way the legal rules are made and applied and the problems of rule handling in a non-legal context; and will be encouraged to become 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**For Employment Relations students**6cp; prerequisite: 79731 Industrial Law or equivalent*

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**For Employment Relations students**6cp; prerequisite: 79731 Industrial Law*

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**Industrial Dispute Resolution***Postgraduate**6cp; prerequisite: 79771, 77735 Dispute Resolution or demonstrated experience in the field*

Covers the history of industrial dispute resolution in Australia. Looks at the relevance of dispute resolution to the workplace and to the relationship between unions and management. As this latter is a new area for the use of mediation and dispute resolution in Australia, the subject seeks to develop a model process for such dispute resolution, particularly in view of the introduction of enterprise bargaining and the initiative to introduce mediation/dispute resolution into the industrial relations area in NSW. Input from industry will be provided.

79762**International Taxation I***Postgraduate**6cp; prerequisite: basic knowledge of tax law*

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 enough 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*

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.

79793**Law for Managers – Health***Postgraduate**6cp*

Equips students with relevant and practical legal knowledge and skills to assist them to become better managers; gives students a knowledge and understanding of law and the legal system, how it operates and how it can be used by managers; makes students aware of the way in which law affects their decisions as managers and how managers ought to design their workplace having regard to the impact upon the workplace; and gives students an understanding of the legal rights, obligations and liabilities which arise in the health environment.

79794**Legal Issues for Community Managers***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 non-profit organisation; and particular areas of law which impact on the liability and responsibility of community managers.

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; and homeostasis. Endocrine system – the major endocrine glands and their hormones; and hormone disorders. Integumentary system – skin structure and function; specific and non-specific defence mechanisms; and wound healing. Musculoskeletal system – bone structure; organisation of the axial and appendicular skeleton; joints; muscular system; muscle tissues; principal skeletal muscles; and 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; and 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; and 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; and the structure of lipid bilayers.

91519**Physiological Foundations of Health 2***Undergraduate**6cp*

The nerve cell; the nerve impulse and its propagation; and 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; and an introduction to main functional areas of the brain. Voluntary movement – the neural pathway; light and sound; biologically important families of carbon compounds; and 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;

and fluids. Quantities of chemical substance – moles; solutions and their concentrations; osmosis; and fluid balance in the body tissues. Cardiovascular system – structure of blood vessels and their distribution; heart function; and blood pressure. The chemical basis for respiration and acid/base balance – chemical equilibrium, with acids and bases, pH and buffers; acidosis and alkalosis; and gases. Respiratory system – gross and fine anatomy; mechanism of breathing; gas exchange and gas transport; role of haemoglobin; and 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; and clinical toxicology and antidotal therapy.

91520**Pathophysiology I***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; and alterations in nutrition and metabolism.

91521**Pathophysiology 2***Undergraduate**6cp; prerequisite: 91520 Pathophysiology I*

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; and basic principles of pharmacology with specific emphasis on drugs used in the treatment of cardiovascular, respiratory, renal and nervous system disorders.

92112**Health Care in Australia**

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 are also discussed.

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 have 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.

92790**Evidence-Based Practice**

Postgraduate
6cp; weekly or intensive mode

Expands students' understanding of, and commitment to, the development of evidence-based nursing practice. Develops a broad understanding of quantitative approaches to nursing research without becoming preoccupied with statistical analysis. Develops students' ability to evaluate research findings and extract their clinical relevance.

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.

92886**Qualitative Research Processes**

Postgraduate
6cp; weekly or intensive mode

Develops further the students' understanding of qualitative research. Explores issues related to the philosophical underpinnings of qualitative research; the various methodologies used; and congruence between methodology, method, analysis and dissemination of findings.

92889**Quantitative Research Design***Postgraduate**6cp; weekly or intensive mode*

Continues the development of research knowledge and skills for students interested in quantitative methods, focusing on the application of more complex experimental, quasi-experimental, and correlational designs in nursing research. Deepens students' understanding of univariate and multivariate research designs.

98204**Tourism, Recreation 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**50140****Modernisation and Social Change***(Faculty of Humanities and Social Sciences)**8cp; 4hpw*

The aim of this subject is to provide students with an understanding of the processes of modernisation and social change in a comparative context using case studies in countries of Western Europe, Latin America, East and South-East Asia. The lectures will highlight a number of key issues, for example whether the processes of social change are universal or specific; the consequences of modernisation in and for the economy, politics, society, culture and ideology of non-Western societies; and whether the established Eurocentric analytical models are still useful in understanding the modern world. It will be emphasised that differing interpretations of modernisation flow from various relations of power which lead to a multiplicity of views on its meanings and significance.

971111, 972111, 973111, 974111**Chinese Language and Culture 1***8cp; 6hpw; prerequisite: nil*

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.

Chinese Language and Culture 2*8cp; 6hpw; prerequisite: Chinese Language and Culture 1*

Chinese 2 aims continues to develop 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.

Chinese Language and Culture 3*8cp; 6hpw; prerequisite: Chinese Language and Culture 2 or HSC Chinese*

Chinese 3 is the entry point for students who have completed HSC 2/3 Unit Chinese and who first learnt Chinese at school in Australia.

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.

Chinese Language and Culture 4

8cp; 2nd semester, 6hpw; prerequisite: Chinese Language and Culture 3

Chinese 4 is the second unit for students who have completed HSC 2/3 Unit Chinese.

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.

Chinese Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Chinese Language and Culture 4

Chinese 5 is the third unit for students who first learnt Chinese at school in Australia and obtained HSC-level Chinese.

Chinese 5 aims at further developing students' communicative competence in general social interactions. While reinforcing the macro-skills of reading, writing, listening and speaking, this unit will focus on practical writing skills. Students are expected to know about 2,000 Chinese characters by the end of this unit.

Chinese Language and Culture 6

8cp; 6hpw; prerequisite: Chinese Language and Culture 5

Chinese 6 is the fourth subject for students who have obtained HSC 2/3 Chinese with basic communicative skills and the ability to undertake In-country Study in China.

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 further develop students writing skills. Students are expected to know about 2,500 Chinese characters by the end of this unit.

Chinese Language and Culture 7

8cp; 4hpw; prerequisite: a working knowledge of Chinese characters as well as communicative competence in a Chinese language other than Modern Standard Chinese.

Chinese 7 is for students who have a working knowledge of Chinese characters as well as communicative competence in a Chinese language other than Modern Standard Chinese.

This unit aims at developing communicative competence to meet students' needs in social and professional interactions where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Simplified characters, pronunciation, intonation and situational Chinese usages are the focus of class instruction.

Chinese Language and Culture 8

8cp; 4hpw; prerequisite: Chinese Language and Culture 7 or equivalent

This unit aims at developing a communicative competence at a more sophisticated level. Students are exposed to a range of Chinese texts in varied socio-cultural contexts to master Chinese for different purposes, and are provided with opportunities to further improve speaking and listening skills through discussions of the texts and making cross-cultural comparisons.

Chinese Language and Culture 9

8cp; 4hpw; prerequisite: Chinese Language and Culture 8 or equivalent

This unit aims at developing in students a high level of communicative competence required for understanding various electronic and published media articles, correspondence and texts related to contemporary society Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range Chinese texts to master Chinese for different purposes, and are provided with opportunities to maintain speaking and listening skills through discussion of texts.

Chinese Language and Culture 10

8cp; 4hpw; prerequisite: Chinese Language and Culture 9 or equivalent

This unit aims at further developing in students a high level of communicative competence in reading and writing to meet students' needs in social and professional interactions Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are

exposed to a range of diverse texts of modern Chinese literature, history, language and culture to master written Chinese for different purposes, and are provided with further opportunities to maintain speaking and listening skills through discussion of the texts.

97121, 972121, 973121, 974121

Cantonese Language and Culture 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 Language and Culture A-2

8cp; 2nd semester, 6hpw; prerequisite: Cantonese Language and Culture 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 Language and Culture A-3

8cp; 1st semester, 6hpw; prerequisite: Cantonese Language and Culture 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 Language and Culture A-4

8cp; 2nd semester, 6hpw; prerequisite: Cantonese Language and Culture 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 Language and Culture 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 Language and Culture B-2

8cp; 2nd semester, 4hpw; prerequisite: Cantonese Language and Culture 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 Language and Culture 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 50 *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 Language and Culture 2

8cp; 2nd semester, 6hpw; prerequisite: Japanese Language and Culture I

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 150 *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 Language and Culture 3

8cp; 1st semester, 6hpw; prerequisite: Japanese Language and Culture 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 250 *kanji* by the end of the unit.

Japanese Language and Culture 4

8cp; 2nd semester, 6hpw; prerequisite: Japanese Language and Culture 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 350 *kanji*.

Japanese Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Japanese Language and Culture 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 470 *kanji*.

Japanese Language and Culture 6

8cp; 2nd semester, 6hpw; prerequisite: Japanese Language and Culture 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 590 *kanji*.

971311, 972311, 973311, 974311

Indonesian Language and Culture 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 Language and Culture 2

8cp; 2nd semester, 6hpw; prerequisite: Indonesian Language and Culture 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 Language and Culture 3

8cp; 1st semester, 6hpw; prerequisite: Indonesian Language and Culture 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 Language and Culture 4

8cp; 2nd semester, 6hpw; prerequisite: Indonesian Language and Culture 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 Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Indonesian Language and Culture 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 Language and Culture 6

8cp; 2nd semester, 6hpw; prerequisite: Indonesian Language and Culture 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

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 Language and Culture 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 Language and Culture 2

8cp; 2nd semester, 6hpw; prerequisite: Malaysian Language and Culture 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 Language and Culture 3

8cp; 1st semester, 6hpw; prerequisite: Malaysian Language and Culture 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 Language and Culture 4

8cp; 2nd semester, 6hpw; prerequisite: Malaysian Language and Culture 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 word and an ability to recognise, predict and use common word order and affixational patterns and recognise and respond to 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 Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Malaysian Language and Culture 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 thread of articles and documents on familiar topics and write short texts, such as letters and instructions.

Malaysian Language and Culture 6

8cp; 2nd semester, 6hpw; prerequisite: Malaysian Language and Culture 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 Language and Culture

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 Language and Culture

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 Language and Culture

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 Language and Culture 1

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 Language and Culture 2

8cp; 2nd semester, 6hpw; prerequisite: Spanish Language and Culture 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 Language and Culture 3

8cp; 1st semester, 6hpw; prerequisite: Spanish Language and Culture 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 Language and Culture 4

8cp; 2nd semester, 6hpw; prerequisite: Spanish Language and Culture 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 Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Spanish Language and Culture 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 Language and Culture 6

8cp; 2nd semester, 6hpw; prerequisite: Spanish Language and Culture 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 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. 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.

971734, 972734, 973734, 974734

Russian

Russian is offered to UTS students through an arrangement with Macquarie University. 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. 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. 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 to 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. 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, Taiwa 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 dynamics of political, social and economic systems in Modern Japan. Central themes are the causes and consequences of social change and continuity in the context of Japan's emergence as an economic superpower. In the process, it offers a general introduction to Japan's culture. This subject requires no prior knowledge of Japan or of Japanese.

976301

Contemporary South-East Asia

8cp; 2nd semester, 4hpw

This subject provides an introduction to the countries of Indonesia, Malaysia, Vietnam and Thailand. The themes of modernity and identity will be examined at a political-economic level and also at the individual level. Issues which will be explored include migration patterns in the context of regional interrelationships; increasing urbanisation; legacies of colonialism; the commodification of culture and the growing impact of tourism; new creative forms in visual literary and performing arts; the beliefs about and behaviour of women in the region; and ways in which religion and social practice intersect.

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. Intense struggles for nationhood,

democracy, economic modernisation, and secularisation, have all resonated in the countries of Latin America. During the middle of the 20th century Latin America's primary concerns were focused on national self-determination, inward industrialisation, and populist authoritarian efforts to legitimise elite rule. In the late 20th century the emphasis has shifted towards economic growth, internationalisation, and pressures to improve the capacity and accountability of governments. The unit aims to prepare students with the historical background, cultural awareness and analytic skills to interpret everyday social, political and economic reality during their period of In-country study. The subject requires no prior knowledge of Latin America or Spanish.

977xxx

In-country Study 1

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

As part of the International Studies combined degrees, students spend two semesters of In-country Study at a university or institution of higher education overseas. This is determined by the student's International Studies major.

The following majors are available in the International Studies program: Argentina, Chile, China, Croatia, France, Germany, Greece, Indonesia, Italy, Japan, Latin America, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand, Ukraine and Vietnam.

978xxx

In-country Study 2

24cp; prerequisite: completion of 4 semesters of study in the International Studies program

As part of the International Studies combined degrees, students spend two semesters of In-country Study at a university or institution of higher education overseas. This is determined by the student's International Studies major.

The following majors are available in the International Studies program: Argentina, Chile, China, Croatia, France, Germany, Greece, Indonesia, Italy, Japan, Latin America, Malaysia, Mexico, Poland, Russia, Slovenia, South China, South-East Asia, Spain, Taiwan, Thailand, Ukraine and Vietnam.

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
21440 Management Skills	21215 Management and Communication Skills 51105 Communication 21406 Management Skills 11111 Communication 1

238 SUBJECT EQUIVALENTS

Current subject	Equivalent subject offered previously
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 Management of 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
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

Current subject		Equivalent subject offered previously	
22610	Accounting for Insolvency	22610 22610	Termination Accounting Termination Accounting and Executorship
24105	Marketing Principles	24105 24201 21107 24301 36403	Principles of Marketing Principles of Marketing Principles of Marketing Principles of Marketing Marketing for Managers
24202	Consumer Behaviour	24202 24302 36605	Buyer Behaviour Consumer Behaviour Consumer Behaviour
24203	Quantitative Marketing Analysis	24203 24305	Quantitative Analysis in Marketing Quantitative Analysis in Marketing
24205	Business Marketing	24205 24205 24410	Business to Business Marketing Sales Management Industrial Marketing
24210	Advertising and Promotions Management	24210 24411 24508 24406 11604	Advertising Management Advertising Management Promotional Management Promotional Management Advertising and Media Management
24220	International Marketing	36505 24507 24407	International Marketing International Marketing International Marketing
24309	Introductory Marketing Research	24309 24403 24403 36504	Fundamentals of Marketing Research Marketing Research Fundamentals of Marketing Research Research for Marketing Problems
24331	Decision Models in Marketing	24331 24512	Marketing Decision Models Marketing Decision Models
24415	Marketing Planning and Strategy	24415 24506 36612	Marketing Strategy Marketing Management/Strategy Marketing Planning and Implementation
24430	Applications of Marketing Research	24430 24503	Applied Marketing Research Applied Marketing Research
25110	Microeconomics	23105 23207 23207 23102 32201	Microeconomics Microeconomics Microeconomic Theory Economics 2 Economics 2
25209	Macroeconomics	23106 23101 23204 32301	Macroeconomics Economics 1 Macroeconomics Economics 3
25210	Microeconomic Theory and Policy	25210 23310 21114 23104 23309 23104	Microeconomic Policy Microeconomic Policy Economics 4 Economics 4 Advanced Microeconomics Economics 4
25303	Industry Economics	23402	Industry Economics
25304	Asian-Australian Economic Relations	23417	Asian-Australian Economic Relations

240 SUBJECT EQUIVALENTS

Current subject		Equivalent subject offered previously	
25305	Labour Market Economics	23403 32302	Theory and Application of Labour Economics Labour Market Economics
25308	Financial Markets	25308 32402 25541	Financial Institutions and Markets Financial Institutions and Markets Financial Institutions and Markets
25309	Macroeconomic Theory and Policy	25309 23308 23308 23103	Macroeconomic Policy Macroeconomic Policy Advanced Macroeconomic Policy Economics 3
25314	Business Finance	25314 21102 25141 31504 25301	Business Finance 1 Finance 1 Financial Management 1 Corporate Finance Financial Management
25315	International Economics	23406 32601	International Economics International Business Economics
25409	Commercial Bank Management	25409 25412	Commercial Banking and Finance Commercial Banking and Finance
25410	Corporate Financial Analysis	25410	Corporate Financial Statement Analysis
25420	Applied Financial Management	25414 25401 22141 25142 31604	Business Finance 2 Financial Management and Policy Financial Management Financial Management 2 Advanced Corporate Finance
25421	International Financial Management	25531 31603 25515	International Finance International Finance International Finance
25503	Investment Analysis	25503 25521 31502	Investment Analysis and Portfolio Management Investment Analysis and Portfolio Management Security Analysis and Portfolio Management
25506	Capital Budgeting and Valuation	25506	Asset Pricing and Capital Market Studies
25522	Bank Lending Practice	25522 25601	Bank Lending Banking and Lending Practice
25606	Financial Time Series	25610	Financial Time Series
25620	Derivative Securities	25620	Advanced Financial Instruments
25621	Financing Decisions and Capital Market Theory	25621	Financing Decisions
26122	Quantitative Methods for Business	26122 21241 21141 21120 33185 63185 37101	Business Statistics Business Statistics Business Statistics Quantitative Methods Statistics Statistics Quantitative Methods
31504	Business Information Systems Design	22115 22220 38101	Business Information Systems Business Information Systems 1 Computing 1
70516	Equity and Trusts	79467 79468	Law of Trusts Equity and Trusts

Current subject	Equivalent subject offered previously
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
79270 Industrial and Labour Law	22468 Labour Law 1 79268 Labour Law
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
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 Project Management	32601
Aboriginal Forms of Discourse	54331	Advanced Public Sector Management	21753
Aboriginal Initiatives in Education:		Advanced Research Methods for	
Towards Community Control	015112	Leisure and Tourism	27941
Aboriginal People and the Media	54231	Advanced Research Methodology –	
Aboriginal Social and Political History	54230	Marketing	24907
Accounting A	22105	Advanced Research Methods in	
Accounting B	22205	Management (Honours)	21908
Accounting and Finance for the Arts	27759	Advanced Resource Management	21782
Accounting Experience	22126	Advanced Revenue Law	79606
Accounting, Finance and Management	27751	Advanced Taxation	79718
Accounting for Business Combinations	22320	Advanced Theory in Employment Relations	21750
Accounting for Insolvency	22610	Advanced Theory in Financial Accounting	22902
Accounting for Managerial Decisions	22747	Advanced Theory in Management	
Accounting for Managers	22028	Accounting	22903
Accounting for Overseas Transactions	22309	Advanced Theory in Marketing	24901
Accounting for Public, Leisure and		Advanced Theory in Taxation	79668
Community Organisations	22771	Advertising and Promotions Management	24210
Accounting for Small Business 1	22566	Advertising Practice	59330
Accounting for Small Business 2	22567	Advertising Strategies	59333
Accounting for Superannuation	22312	Ageing and Leisure	27169
Accounting for Valuation	22311	Analysing Management Thinking	21365
Accounting Implications of		Analysis of the Olympic Games	27764
Structures and Taxation	22313	Analytical Chemistry 1	65306
Accounting Information Systems	22605	Analytical Procedures in Human	
Accounting Practices for Management	27787	Movement	27170
Accounting Standards and Regulations	22420	Applications of Marketing Research	24430
Action Learning Program	21757	Applied Economics	25222
Action Research Project	21831	Applied Financial Management	25420
Administration of Australian Sport, The	27307	Applied International Business	21532
Administrative Law	70617	Applied International Marketing Research	24755
Adult Communication Management 1	013343	Applied Kinesiology	27171
Adult Communication Management 2	013344	Applied Leisure Theory	27702
Adult Communication Management and		Applied Research Skills in Accounting	22760
Teamwork	013205	Applied Sport Psychology	27172
Adult Communicational Management and		Applied Studies A	27915
Organisational Frames	013206	Applied Studies B	27925
Adult Education and Social Movements	013352	Applied Studies C	27935
Adult Learning and Program		Arts and Cultural Policy Seminar	27763
Development	013333	Arts and Entertainment Management	27115
Advanced Audit and Computer Security	22730	Arts Audience Research Methods	27768
Advanced Auditing Techniques	22517	Arts Environment in Australia, The	27753
Advanced Auditing and Assurance Theory	22908	Arts Management Research Project	27754
Advanced Commercial Law	79659	Arts Organisations and Management	27755
Advanced Companies and Securities Law	79411	Asian Capital Markets	25815
Advanced Corporate Finance	25925	Asian–Australian Economic Relations	25304
Advanced Data Management	32204	Asian–Australian Economic Relations	25736
Advanced Industrial Law	79711	Auditing	22522
Advanced Information Systems Modelling	32206	Auditing Project	22532
Advanced Marketing	24106	Australian Corporate Environment (Project)	22153
Advanced Marketing Management	24730	Australian Management	21755
Advanced Mediation	77746	Bank Lending Practice	25522
Advanced Organisation Analysis		Banking and Business Ethics	25814
and Design	21825	Banking Law	79366

Business Analysis	22753	Computer Law	77793
Business and the Changing Environment	28701	Construction Industry Dispute Resolution	77749
Business and the Media	59635	Consumer Behaviour	24202
Business Bankruptcy	79662	Contemporary Business Law	79708
Business Consultative Project	28790	Contemporary China	976111
Business Finance	25314	Contemporary Europe	976401
Business, Government and Society	21210	Contemporary International	
Business Information	55060	Marketing Issues	24517
Business Law	79202	Contemporary Issues in Health Care	92775
Business Marketing	24205	Contemporary Issues in	
Business Marketing Project	24555	International Marketing	24743
Business Process Management	21131	Contemporary Issues in Leisure	27606
Business Project – Accounting	22739	Contemporary Issues in	
Business Project – Accounting and Finance	22749	Management Accounting	22318
Business Project – Finance	25790	Contemporary Issues in Taxation	79763
Business Project – International Marketing	24791	Contemporary Japan	976211
Business Project – Marketing	24790	Contemporary Korea	976221
Business Project – Strategic Management	21756	Contemporary Latin America	976501
Business Strategy	21609	Contemporary South-East Asia	976301
Business to Business Marketing	24707	Contemporary Telecommunications	32702
Buyer Behaviour	24710	Corporate Accounting	22754
Cantonese Language and Culture A1–B2	97x121	Corporate Accounting Issues	22751
Capital Budgeting and Valuation	25506	Corporate Finance	25765
Capital Budgeting and Valuation (Honours)	25905	Corporate Financial Analysis	25410
Capital Gains Tax	77838	Corporate Financial Analysis	25743
Capital Markets	25741	Corporate Insolvency and Administration	79162
Capstone Project: Financial Strategy and		Corporate Insolvency and Restructuring	77813
Leadership	22677	Corporate Law	70417
Change Management	21827	Corporate Reporting: Professional	
Channels of Distribution	24333	and Conceptual Issues	22520
Chemical Safety and Legislation	65410	Corporate Treasury Management	25763
Chemistry 1C	65101	Cost Management Systems	22321
Chemistry 2C	65201	Criminal Law	70217
Chemistry (Human Movement)	65014	Croatian 1–4	97x744
Chinese Language and Culture	97x111	Cultural Politics: The Arts and the City	27758
Chinese East Asia	976101	Cultural Tourism	27811
Clients and Markets	24709	Culture, Business and Language in	
Commerce on the Internet	32517	the Asia–Pacific Region	24711
Commercial Bank Management	25409	Current Issues in Corporate Law	77852
Community Arts	27131	Current Issues in Finance	25744
Community Dispute Resolution	77763	Current Issues in Industrial Law	79753
Community Management Project 1	21186	Current Issues in the Community Sector	21143
Community Management Project 2	21187	Customs Duties/Levies	79706
Community Research	21148	Database	32606
Community Sector Project 1	21188	Database Design	31434
Community Sector Project 2	21189	Deceptive Trade Practices and	
Companies and Securities Law	79733	Product Liability	77811
Company Law	79365	Decision Models in Marketing	24331
Comparative International		Derivative Securities	25620
Employment Relations	21775	Derivative Security Pricing	25709
Competency Assessment in the Workplace	015162	Derivative Security Pricing	25923
Competitive International		Designing Networked Enterprise	31950
Marketing Strategy	24744	Designing Networked Enterprise	32526
Computational Finance	25816	Developing Financial Resources	21778
Computer-based Accounting	22515	Differential Equations	35231
Computer-based Information		Dispute Resolution	79771
Systems for Managers	21749	Dispute Resolution in Commerce	77761

244 ALPHABETICAL LIST OF SUBJECTS

Distributed Databases and Client – Server Computing	31443	Fixed Income Securities Theory and Practice	25817
Distributed Databases and Client/Server Computing	32503	Foundations of Communication	56955
Economic Law in the People's Republic of China	77807	French Language and Culture 1–4	97x414/5
Economics for Management	25706	Functional Kinesiology	27180
Economics for Public and Community Managers	21764	Fundraising in International Markets	25812
Economics of Leisure and Tourism	27704	Funds Development	21183
Economics of Money and Finance	25416	Gender at Work	52221
Ecotourism	27649	Gender, Culture and Power	52306
Ecotourism Planning and Management	27757	German Language and Culture 1–4	97x424/5
Efficiency of Human Movement 1	27173	Global Business Competitive Intelligence	21784
Efficiency of Human Movement 2	27174	Global Materials Management	21796
Electronic Publishing	54340	Global Operations Management	21812
Employment Conditions	21760	Global Strategic Management	21811
Employment Legislation	79752	Global Strategy	21530
Employment Relations	21720	Governance, Management and Leadership in Non-profit Organisations	21147
Employment Relations Research Project	21716	Government Accounting	22206
Employment Relations Research Proposal	21752	Government and Community Sector	21184
Energetics of Human Movement	27175	Government–Business Relations	25707
Enterprise Bargaining and Workplace Relations	21430	Grassroots Organising for Global Change	21821
Entrepreneurship and Innovation	21409	Greek 1–4	97x710
Environment of Health Management	21738	Group Communication	56002
Environmental Assessment and Planning	49121	Guiding and Interpretation Management	27773
Environmental Dispute Resolution	77764	Health Care in Australia	92112
Environmental Influences in Sport and Exercise Performance	27176	Health Funding Policy and Resource Management	21739
Environmental Law in Business	79660	Health Planning and Evaluation	92115
Equity and Trusts	70516	Health Services Management	92114
Ethics and Accountants	22026	Honours Thesis	27690
Event and Facility Management	27177	Hospitality Operations 1	27644
Event and Facility Management	27717	Hospitality Operations 2	27654
Events Management	27703	Human–Computer Interaction	31777
Evidence-Based Practice	92790	Human–Computer Interaction in Information Systems	32509
Exercise Prescription	27222	Human Ecology	27313
Exercise Rehabilitation	27178	Human Motor Development	27181
Exotic Derivatives	25805	Human Resource Development Practices	015022
Federal Constitutional Law	70616	Human Resource Development Strategies	015141
Festivals and Special Events	27179	Human Resource Management	21555
Financial Econometrics	25922	Human Resource Management	21724
Financial Institution Lending	25752	Human Resources in the Third Sector	21769
Financial Institution Management	25751	Impact of Information Technology	32606
Financial Management	25742	In-country Study 1	977xxx
Financial Market Stochastics	25820	In-country Study 2	978xxx
Financial Markets	25308	Indirect Taxation	79667
Financial Modelling and Forecasting	25705	Indonesian Language and Culture 1–4	97x311
Financial Negotiation Skills	25813	Industrial and Labour Law	79270
Financial Reporting and Analysis	22748	Industrial Dispute Resolution	79761
Financial Statement Analysis and Financial Modelling	22743	Industrial Law	79731
Financial Time Series	25606	Industrial Relations	21702
Financial Time Series	25710	Industry Economics	25303
Financing Decisions and Capital Market Theory	25621	Industry Economics	25822
		Industry – Specific Project Process 1	17105
		Industry – Specific Project Process 2	17205
		Industry – Specific Project Process 3	17506
		Information Issues	55080
		Information Management	32207

Information Processing Strategy	32208	Introduction to the Community Sector	21132
Information Science 2:		Introduction to Tourism Systems	27184
Information User Behaviour	55041	Introduction to Tourist Behaviour	27185
Information Science 3:		Introductory Marketing Research	24309
Organisation of Information	55042	Introductory Mathematical Methods	33401
Information Science 4:		Investigations	54341
Information Retrieval	55043	Investment Analysis	25503
Information Systems	31414	Investment Analysis (Honours)	25906
Information Technology Environment	32402	Investment Management	25721
Information Technology Strategy	32703	Issues in Aboriginal Education	015111
Inorganic Chemistry 1	65411	Issues in Banking	25753
Interest Rate Derivatives	25806	Issues in Community Management	21810
International Accounting	22240	Issues in Financial Statement Analysis	22319
International Accounting	22777	Italian Language and Culture 1-4	97x434/5
International Aspects of		Japanese Language and Culture 1-4	97x211
Australian Taxation Law	79666	Journalism 2	54240
International Business and Government	21593	Judgment and Decision Making	49001
International Business Environment	21125	Korean Language and Culture 1-4	97x221
International Business Law	79742	Labour Market Economics	25305
International Business Law and		Land Tax and Payroll Tax	79702
Regulation	79603	Law and Finance	79502
International Capital Markets	25713	Law and the Arts	27756
International Commercial Dispute		Law and the Manager	79403
Resolution	77783	Law for Leisure, Sport and Tourism	27628
International Economic Law	77802	Law for Managers – Administration	79749
International Economics	25315	Law for Managers – Health	79793
International Employment Relations	21306	Law for Marketing Management	79211
International Financial Management	25421	Law for Third Sector Managers	79404
International Finance	25731	Law of Contract	70211
International Health Management	21822	Law of Evidence	71216
International Management	21591	Law of Tort	70311
International Management	21717	Leadership and Management Action	21722
International Management Field Study	21595	Leading and Facilitating Change	015066
International Management Project	21056	Learning in Personal Development,	
International Marketing	24220	Health and Physical Education	027001
International Marketing Country Study	24518	Legal Aspects of Contracts Administration	79703
International Marketing Management	24738	Legal Issues for Community Managers	79794
International Marketing Management		Legal Process and History	70113
Project	24607	Legal Research	70105
International Promotion and Advertising	24440	Leisure and Fitness Centre Operations	27316
International Taxation 1	79762	Leisure and Human Movement in	
International Taxation 2	79707	Social Context	27186
International Tourism	27182	Leisure and Public Policy	27323
International Trade Law	77801	Leisure and Specific Populations	27326
Interpreting Management Data	21824	Leisure and the Law	27771
Introduction to Community Management	21134	Leisure and Tourism Futures	27945
Introduction to Computer Systems		Leisure and Tourism Planning	27523
Architecture	31942	Leisure and Tourism Planning	27711
Introduction to Database Design	31934	Leisure and Tourism Research	27707
Introduction to Developmental		Leisure Concepts	27187
and Educational Psychology	023500	Leisure Facility Design	27315
Introduction to Human Movement Studies	27183	Leisure in Australia	27126
Introduction to Information Systems	31943	Leisure Management	27713
Introduction to Insolvency Law	79161	Leisure Management Seminar	27760
Introduction to Journalism	59636	Leisure Organisation and Policy	27701
Introduction to Procedural Programming	31941	Leisure Policy	27944
Introduction to Systems Modelling	31940	Leisure Services Management	27216
Introduction to Taxation Law	77865	Leisure Studies Project	27809

246 ALPHABETICAL LIST OF SUBJECTS

Leisure Studies Special Project	27620	Master's Project	27946
Leisure Theory	27526	Master's Study Unit	27719
Lifestyle Analysis	27108	Mathematics 1	35101
Linear Algebra	35212	Mathematics 2	35102
Literature of Travel and Tourism	27151	Measurement and Development of Physical Capacity	27152
MA Thesis	27947	Measurement and Management of Derivatives Credit Risk	25808
Macroeconomic Theory and Policy	25309	Measurement and Management of Market Risk	25810
Macroeconomics	25209	Mechanics of Human Motion	27223
Malaysian Language and Culture 1-4	97x331	Meeting Special Needs in the Secondary School	023002
Management Action	21826	Mergers and Acquisitions	25807
Management and Organisations	21130	Microeconomic Theory and Policy	25210
Management Decisions and Control	22421	Microeconomics	25110
Management Development Outdoors	26702	Monitoring Organisational Performance	21140
Management Information Systems	21763	Motor Learning and Control	27331
Management Information Systems	22708	Natural Area Management	27772
Management of the Strategy Process	21630	Negotiation	77745
Management Planning and Control	22705	Network Optimisation	35344
Management Project	21058	Networking 1	31512
Management Project	21815	New Product Management	24742
Management Project Design	21814	Nutrition for Physical Activity	27105
Management Research Methods	21751	Objectbases	31921
Management Skills	21440	Designing the Networked Enterprise	31950
Management Skills	21779	Olympic Games, The	27103
Managerial Accounting	22746	Operations Management	21741
Managerial Analysis and Evaluation of Information	32605	Operations Management Policy	21747
Managerial Marketing	24734	Operations Research Practice	35340
Managing Change in Adult Education	013337	Optimisation 1	35241
Managing Community Organisations	21766	Organic Chemistry 1	65202
Managing for Sustainability	21832	Organisation Analysis and Design	21718
Managing Human Resources in Non-profit Organisations	21135	Organisational Behaviour	21719
Managing in an Era of International Market Orthodoxy	21819	Organisational Change and Adaptation	21725
Managing in the Global Public Interest	21820	Organisational Communication	56003
Managing People	21813	Organisational Learning: an Experiential Approach	015054
Managing the International Organisation	21531	Organisational Structure and Change	21221
Managing the Supply Chain	21797	Outdoor Education 1	27134
Managing Transportation for Tourism	27766	Outdoor Education 2	27135
Managing Volunteer Programs	21145	Pathophysiology 1	91520
Managing Women	59340	Pathophysiology 2	91521
Manufacturing Management		Performance Studies 1	27149
Information Systems	31618	Performance Studies 2	27249
Marketing and International Trade Relations	24703	Performance Studies 3	27349
Marketing Communications	24736	Performance Studies 4	27449
Marketing Decision Analysis	24750	People Management	21823
Marketing for the Arts	27752	Personal Property	70318
Marketing Information Management	24737	Physical Chemistry 1	65307
Marketing Legislation in Australia	79741	Physiological Bases of Human Movement	91429
Marketing of Leisure Services	27306	Physiological Foundations of Health 1	91518
Marketing of Services	24306	Physiological Foundations of Health 2	91519
Marketing Planning and Strategy	24415	Policy Analysis and Practice	21768
Marketing Principles	24105	Polish 1-4	97x764
Marketing Projects and Services Overseas	24705	Politics and Management	21711
Marketing Research	24720	Politics of Aboriginal History, The	54330
Marketing Research Project	24546	Politics, Power and Policies in Health Care	92794

Popular Culture	27710	Research Design and Statistics for	
Practice and Procedure	71005	Human Movement	27155
Prevention and Care of Athletic Injuries	27608	Research Methods 1	27156
Principles and Practices of Sports Coaching	27221	Research Methods 2	27157
Principles of Object-oriented		Research Methods in Accounting	22901
Programming in C++	32510	Research Methods in Advertising	24510
Principles of Risk and Insurance	25350	Research Methods in Management	
Print Features	54241	(Honours)	21907
Print Production and Subediting	54242	Research Methods in Marketing	24666
Probability and Stochastic Processes	35361	Research Methods in Marketing	24902
Procedural Programming	31429	Research Project – Operations Management	21795
Production Planning and Control	21744	Research Project (Public/Community)	21792
Productivity and Quality Management	21743	Research Proposal – Operations	
Professional Practice 1	27189	Management	21794
Professional Practice 2 – Project	27190	Research Proposal (Public/Community)	21754
Professional Practice for Graduates	27769	Research Seminars in Accounting	22786
Program Delivery and Evaluation	015034	Research Seminars in Finance and	
Program Development	015006	Economics	25786
Program Evaluation	21732	Research Seminars in Management	21786
Programming Fundamentals	31508	Research Seminars in Marketing	24786
Project Financing	25824	Research Techniques in Accounting	22785
Project in Advertising	24604	Research Techniques in Finance and	
Project Management	49002	Economics	25785
Project Preparation	27770	Research Techniques in Management	21785
Project Process 1	17101	Research Techniques in Marketing	24785
Project Process 2	17201	Researching Organisations and	
Project Process 3	17301	Management	21910
Project Process 4	17401	Resource Economics	25823
Project Technologies 1	17305	Resource Management in Non-profit	
Project Technologies 2	17405	Organisations	21136
Promotion and Advertising Overseas	24700	Resources Management (Non-profit)	21731
Psychology of Secondary Students	023001	Restrictive Trade Practices	77812
Public Communication	56004	Revenue Law	76212
Public Relations Contexts and Applications	56012	Revenue Law	79462
Public Relations Management	56744	Risk Management	25553
Public Relations Principles and Process	56013	Risk Management in Engineering	49006
Public Relations Professional Practice	56014	Russian 1–4	97x734
Public Relations Strategies and Management	56011	Sales Management	24713
Public Sector Management	21728	Secondary Practicum 1	023191
Qualitative Research Processes	92886	Secondary Practicum 2	023192
Quality Management	21410	Secondary School: Social Bases and	
Quality Planning and Analysis	49309	Critical Issues, The	023003
Quantitative Management	21742	Securities Market Regulations	25711
Quantitative Marketing Analysis	24203	Securities Market Regulations	79264
Quantitative Methods for Business	26122	Service Operations Management	21745
Quantitative Research Design	92889	Services Marketing	24706
Quantitative Techniques for Finance		Share Market Analysis	25819
and Economics	25406	Slovenian 1–4	97x754
Readings for Thesis	27154	Small and Medium Enterprise Management	21082
Readings for Thesis – Marketing	24903	Small Leisure/Tourism Business, The	27158
Readings in Administration	21780	Social Analysis and Community	
Real Estate Finance and Investment	25818	Organisations	21133
Real Property	70317	Social and Community Research	21781
Recreation Leadership	27104	Social and Environmental Accounting	22219
Regression Analysis and		Social Bases of Education	023502
Experimental Design	35353	Social Change and Community Practice	21185
Reinsurance	25552	Social Issues in Sport and Exercise	27159
Remedies	71116	Social Psychology of Leisure	27106

248 ALPHABETICAL LIST OF SUBJECTS

Socially and Ecologically		Tourism in Social Context	27162
Responsible Business	21083	Tourism Industry, The	27648
Sociology of Leisure	27943	Tourism Industry Practicum	27163
Sociology of Sport and Leisure	27311	Tourism Management Project	27806
Spanish Language and Culture 1-4	97x501	Tourism Management Seminar	27761
Special Topics in Auditing	22531	Tourism Marketing	27807
Specialist Reporting	54344	Tourism Project Development	27645
Sport and Exercise Behaviour	27160	Tourism, Recreation and Natural	
Sport and the Law	27718	Resource Management	98204
Sport Environment, The	27715	Tourism, Recreation and Protected Areas 1	27501
Sport in the Global Marketplace	27721	Tourism, Recreation and Protected Areas 2	27601
Sports Management Seminar	27762	Tourism Services Management	27164
Sports Marketing	27161	Tourism Services Marketing	27642
Sports Marketing	27716	Tourism Strategy and Operations	27706
Stamp Duties	79701	Tourism Studies Project 1	27165
State, Market and Civil Society	21700	Tourism Studies Project 2	27166
Statistics 1	35151	Tourism Systems	27705
Statistics 2	35252	Tourism's Environments	27700
Stochastic Methods in Finance	25712	Tourism's Environmental Interactions	27327
Strategic Cost Management	22744	Tourist Attractions Management	27646
Strategic Financial Management	25708	Tourist Attractions Management	27714
Strategic Human Resource Management	21407	Tourist Behaviour	27767
Strategic Information Management	22796	Tourist Destination Marketing and	
Management	21759	Management	27167
Strategic Management	21715	Tourist Event Management	27765
Strategic Management Accounting	22795	Transportation in Tourism	27647
Strategic Management of Non-profit		Travel and Tourism Industry, The	27708
Organisations	21144	Travel and Tourism Law	27808
Strategic Management (Public)	21758	Travel and Tourism Operations 1	27643
Strategic Supply Chain Management	21311	Travel and Tourism Operations 2	27653
Strategic Supply Management	21798	Trends in Health Care	92113
Strategic Thinking	21828	Ukrainian 1-4	97x774
Strategic Volunteer Development	21818	Understanding Adult Education	
Superannuation Law	77839	and Training	013332
Swaps	25811	Understanding Diversity: An International	
Synthetic Financial Products	25762	Perspective	21829
Systems Analysis	32607	Understanding Diversity: Within the	
Systems Design	31511	Organisation	21830
Systems Engineering for Managers	49004	Urban Economics	16554
Systems Modelling	31424	Valuation Methodology	16352
Tax Administration	77840	Values, Ethics and Outcomes	21765
Taxation of Partnerships and Trusts	77866	Venture Capital Finance	25764
Technical Analysis	25809	Volunteering in the Community Sector	21146
Thai 1-4	97x320	Volunteering: Social and	
Theorising Organisations and Management	21909	Organisational Perspectives	21817
Theory of Financial Decision Making	25921	Water-based Recreation	27137
Theory of General Insurance	25403	Women and Leisure	27168
Thesis in Accounting	22906	Workplace Dispute Resolution	77867
Thesis in Finance	25925	Workplace Practicum	015018
Thesis in Finance and Economics	25910	Workshop in Advanced Managerial Skills	21730
Thesis in Management	21911	Yield Curve Analysis	25821
Thesis in Marketing (F/T)	24904	Youth and Leisure	27188
Thesis in Marketing (P/T)	24905		
Third Sector Theory	21137		
Third Sector: Theory and Context	21767		

Boards and committees

FACULTY BOARD IN BUSINESS

Ex officio members

Dean of the Faculty

Professor R W Robertson (Chair)

Associate Dean, Curriculum

Associate Professor G W Ticehurst

Associate Dean, Research

Professor P Booth

Head, School of Accounting

Professor Z P Matolcsy

Head, School of Finance and Economics

Associate Professor C Terry

Head, School of Leisure and Tourism Studies

Associate Professor A J Veal

Head, School of Management

Associate Professor J Onyx

Head, School of Marketing

Associate Professor N Barrett

Head, Graduate School of Business

Associate Professor B Hunt

Professors

C Chiarella

S Clegg

A Hall

C Kearney

K Miller

D Stokes

Faculty Administrator

T Seabrook

Nominated members

P Warning, University Library

J McKenzie, Centre for Learning and Teaching

J Parkin, Faculty of Engineering

M Adams, Faculty of Law

B Howard, Faculty of Mathematical and Computing Sciences

K Fry, Faculty of Humanities and Social Sciences

Faculty staff members

School of Accounting

A Bridges

E France

G Lowe

F Portelli

School of Finance and Economics

W Bui

M Freeman

M Peat

H Pritchard

School of Leisure and Tourism Studies

B Hayllar

T Taylor

K Toohey

B Watt

School of Management

J Crawford

A Hermens

C Innes

I Palmer

School of Marketing

J Cornish

R Fletcher

R McGuiggan

B Perrott

Graduate School of Business

R Fishman

R Trayler

Support staff

K Larsen

L Maher

Student members

School of Accounting

T Wong

School of Finance and Economics

Vacant

School of Leisure and Tourism Studies

Vacant

School of Management

Vacant

School of Marketing

Vacant

Graduate School of Business

Vacant

Clerk to Faculty Board

(for correspondence)

Mr B Andrews

Faculty Board in Business

PO Box 123

Broadway, NSW 2007

DEAN'S ADVISORY COMMITTEE

Dean of the Faculty

Professor R W Robertson

Associate Dean, Research

Professor P Booth

Associate Dean, Curriculum

A/Professor W Ticehurst

Head, School of Marketing

A/Professor N Barrett

Head, School of Accounting

Professor Z Matolcsy

Head, School of Management

A/Professor J Onyx

Head, School of Finance and Economics

A/Professor C Terry

Head, Graduate School of Business

A/Professor B Hunt

School of Finance and Economics

R Trayler

Head, School of Leisure and Tourism Studies

Associate Professor A J Veal

Faculty Administrator

T Seabrook

Manager, Business Computing Services Unit

R Lal

SCHOOL ADVISORY COMMITTEES

School of Accounting

Ex officio members

Dean of the Faculty

Professor R W Robertson

Head, School of Accounting

Professor Z P Matolcsy

Professors of Accounting

P Booth

D Stokes

Other members

G Robertson, Partner, Arthur Andersen and Co. (Chair)

G Cappelletto, Director, Education, The Institute of Chartered Accountants in Australia

K Fennell, (former) NSW Deputy Auditor-General

W Lonergan, Partner, Coopers and Lybrand
R Philp, (former) Group Chief Accountant, CSR Ltd

M Powditch, Executive Vice-President, Bankers Trust Australia

R Sylvester, Director, Syndication – Primary Markets Group, ANZ Investment Bank

School of Finance and Economics

Ex officio members

Dean of the Faculty

Professor R W Robertson

Head, School of Finance and Economics

Associate Professor C Terry

Staff members of the School

Associate Professor B Hunt

Professor C Kearney

Associate Professor L Perry

M Stevenson

R Trayler

Other members

P Vann, Chairman, Q Group Australia (Chair)

J Adams, Director, Australian Investment Management Ltd

I Bell, Structured Finance Support, Coopers & Lybrand

I Matherson, Executive Director, Australian Investment Managers Association

G Smith, Chief Executive, Frank Russell Australia Co.

School of Leisure and Tourism Studies

Ex officio members

Dean of the Faculty

R W Robertson

Head, School of Leisure and Tourism Studies

Associate Professor A J Veal

Staff members of the School

B Hayllar

R Lynch

W Spinks

Other members

R Elphinston, Director, Sports and Facilities, SOCOG (Chair)

G Best, Executive Director, Olympic Coordinating Authority

E Butcher, Administrator, National Institute of Dramatic Art

K Templeton, Chief Executive Officer,
Sydney Swans Football Club

M L Koloff, Executive Director, Tourism
Council Australia – NSW Chapter

M Mannington, Director, ID Tours South
Pacific Pty Ltd

School of Management

Ex officio members

Dean of the Faculty

Professor R W Robertson

Head, School of Management

Associate Professor J Onyx

Staff members of the School

C Innes

I Palmer

Other members

G Bawtree, Manager, Competition and
Pricing, The Water Board

A Fraser, Group Inventory Manager, J
Blackwood and Sons Ltd

J Holden, Project Manager, Data
Administration, Commonwealth Banking
Corporation

D Morelli, Director, Australian Payroll
Management

M Sloane, Management Consultant
(Chair to be appointed)

School of Marketing

This Board is currently being reconstituted.

Ex officio members

Dean of the Faculty

Professor R W Robertson

Head, School of Marketing

Professor N Barrett

Staff members of the School

D Darby

K Miller

L Young

Other members

M Woodbridge, Director of Marketing,
Radisson Hotels Pty Ltd (Chair)

B Davy, Marketing Director, Procter &
Gamble Australia Pty Ltd

Vacant

Vacant

Vacant

Graduate School of Business

Ex officio members

Dean of the Faculty

Professor R W Robertson

*Head, Graduate School of Business and Director,
Master of Business Administration*

Associate Professor B Hunt

Manager, Student Liaison Unit

L Maher

Other members

Chair

To be appointed

G Dixon, Senior Manager, Andersen
Consulting

P Holt, Director, Australian Business Ltd

The Hon. Mr Justice Fisher, President,
Industrial Commission of NSW

P Fritz, Managing Director, Technical
Computing and Graphics Pty Ltd

D M Leckie, Vice President, Bankers Trust
Australia Ltd

Staff list

Professor and Dean of Business

R W Robertson, MA (UVic), FRAIPR, FATRI

Dean's Unit

Executive Assistant to Dean

S Johnston

Associate Dean, Research

P Booth, BEc (Syd), GradDipEd (Syd Teach Coll), MEc (UNE), PhD (Griff), FCPA

Senior Research Officer to Associate Dean, Research

T Tambiah, BA (Davidson College, USA)

Associate Dean, Curriculum

G W Ticehurst, BSc (UNSW), DipEd, MEd (Syd), MSc, PhD (Macq)

Secretary to Associate Dean, Curriculum

A Whiston

Adjunct Professors

R Adler, BCom (UNSW), MEc (Macq), ACA
K Foley, BCom (Hons), MCom (UNSW), PhD (ANU)

P Fritz, AM, DipAppSc, BAppSc, DipTech (Comm) (NSWIT), MORS, MACS, FCPA
W Hogan, BA (Auck), PhD (ANU), DSc (Hons) (N'cle)

Director of Studies (Kuala Lumpur)

P H R Meyer, MA, MEd (Syd), Cert ATESOL (ACL)

Faculty Administrator

T L Seabrook, BA (UNSW), MA (Syd), MEd (Admin) (Hons) (UNSW)

Executive Assistant to Faculty Administrator

D Robinson

Marketing Manager

D Megow, BA (Hope College), MM (JLKelloggGSM)

Public Relations Officer

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

Committee Services Officer

B Andrews, GradDipEmpRels (UTS)

Alumni and Community Relations Officer

Vacant

Academic Director Business Computing

M Peat, MEc (Syd)

Finance and Resources Manager

Vacant

Facilities Manager

P Sztelma, BCA (W'gong)

Facilities Assistants

H Li

J Smith, BA (Comm) (UWS)

Management Information Officer

A Nolan

Administrative Assistant

T Tran, BBus (UTS)

Receptionist

Vacant

Student Liaison Unit

Student Liaison Manager

L Maher, BEd, GradDip (Deakin)

Haymarket Student Office

Senior Administrative Officer

K Warrington, BBus (HRM) (CSU-Bathurst)

Student Liaison Officer

M Kirchner, BA (Syd)

Course Promotions Manager

S Anderson

Student Advisers

S Plunkett-Cole, AssDipArts (TAFE)

Vacant

International Student Office

International Student Officer

A Taylor, BBus (N'cle)

International Student Adviser

S Watson, BA (Flinders)

Kuring-gai Student Office

Senior Administrative Officer

K Larsen, BA (UNSW)

Faculty Graduation Officer

E Whitehead

Faculty Timetable Officer

A Davidson, AdvCertTrg&Dev (TAFE)

Student Advisers

S Ogale BA (Macq)

J Millins BA (N'cle)

Graduate School of Business Student Office

Senior Administrative Officer

J Hudson, BA (MIHE)

Graduate Student Manager

N Muckle, BA (UNE), DipIM (UNSW)
(Seconded until May 1999)

Graduate Student Office

J Tomkinson

L Liggieri, BA (Syd)

V Milkicevic

L Palmer

Business Computing Services Unit*Manager Computer Services*

R R Lal, Grad Dip Applied Computing (USP)

Administrative Assistant

J Falvey

System Administrators

B Van Nguyen

M O'Toole BSc (Macq)

Computer Support/Desktop Officers

N Amalin, CNA

D Choo, CNA

A Gito, BSc (UE)

A Yip, BEng (NUS)

Help Desk Officer

B Cowan, BA (SCU)

**Centre for Australian
Community Organisations
and Management***Associate Professor and Director*

M J Lyons, BA (Hons) (UNSW), PhD (ANU)

Administrative Secretary

S Chia

**International Business
Development***Director*

J Laurie, DipTech (Mgt), BBus (NSWIT),

MBA (UTS), MAIEx

Office Manager

M Yeung, BA (Syd)

Graduate School of Business*Head of School*

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

Course Directors*Accounting*

P O'Sullivan, BCom (UNSW), CPhil (UCLA),

CPA, MACS

Arts Management

L A Hall, DipTeach (Salisbury CAE), GradDip

(Rec) (SACAE), MA (Hons) (UNSW)

Business Administration

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

Business Operations Management

F Soliman, BE (Syd), MEngSc, PhD (UNSW),

MIEAust, MACS, AIArBA, AFCHSE, MSSA,

MASOR, AIMM, MRIPAA

Community Management

M Lyons, BA (Hons) (UNSW), PhD (ANU)

Employment Relations

K B Spooner, MCom (Hons) (UNSW)

Finance

C Kearney, BA (Dublin), MA (Essex), MA

(WOnt), PhD (Warw)

Health Management

J Johnston, BA, MLitt, MPubPol (UNE),

AFAIM

International Marketing

R Fletcher, MA (Syd), MCom (UNSW), PhD

(UTS), MAIEx

Leisure Management

T Taylor, BA (Rec) (Alta), MUrbPlan (Macq)

Management

M Abraham, BEng, MEngSc, MBA (UNSW)

Marketing

D Darby, BSc (Hons) (Nott), DipBAdmin

(Auck), PhD (UNSW)

Public Management

J Johnston, BA, MLitt, MPubPol (UNE),

AFAIM

Sports Management

S Quick, BAppSc (VUT), BEd (Monash), MA

(WOnt), PhD (Ohio State)

Tourism Management

L Stear, BEc (Syd), GradDipEd (Syd Teach

Coll)

Teaching faculty*Professors of Accounting*

P Booth, BEc (Syd), GradDipEd (Syd Teach

Coll), MEc (UNE), PhD (Griff), FCPA

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

ASIA, ACA

D Stokes, BCom (Hons), MCom (N'cle), PhD

(UNSW), ACA, CPA

Professors of Finance

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

(UNSW)

A D Hall, BEc (Hons) (Adel), MEc (ANU),

PhD (Lond)

Professor of Quantitative Finance

E Platen, MMath, PhD (Dresden),

Habilitation (AcadScBerlin)

Professor of Leisure and Tourism

R W Robertson, MA (UVic), FRAIPR, FATRI,

AITT

Professor of Management

S R Clegg, BSc (Hons) (Aston), PhD (Brad)

Professor of Marketing

K E Miller, BCom (UNSW), MBA, PhD (Ohio

State), MMRSA, FAMI

Associate Professors

N J Barrett, MCom, PhD (UNSW), MAIEx, MMRSA
 J A Collins, MEc (Syd)
 R L Kane, BSc (Union College), MSc (Penn State), GradDipEd (WAIT), CMAHRI
 R Lynch, DipPhysEd (WTC), MEd (UWA), PhD (Ill)
 J Onyx, MA (Well), PhD (Macq)
 I Palmer, BA (Hons) (ANU), PhD (Monash)
 G Partington, BSc (Wales), MEc (Hons) (Macq)
 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
 C S Terry, BCom (UNSW), MEc (Syd), MAppFin (Macq), DPA (NYU)
 G W Ticehurst, BSc (UNSW), DipEd, MEd (Syd), MSc, PhD (Macq)
 A J Veal, BA (Hons) (Econ) (Brist)

Senior Lecturers
 N S Barnwell, BCom (UNSW), MBA (NSWIT), AMIMarE
 H B Bendall, BA (Hons), PhD (UNSW)
 W L Bui, MCom (UWA)
 G Callender, BBus (NSWIT), DipEd (Syd Teach Coll), MCom (UNSW), CPA, AFAIM, FAIPMM
 A Chew, BA (Hons) (Sheff), MSc (LSE), PhD (UNSW), FCA (England & Wales)
 D Davis, BSc (Hons) (Aston), MSc (Brad), MIEAust, CEng, MIMechE, MBIM
 M Freeman, BA (Ec), MEc (Macq)
 T Griffin, BA (Geog) (Macq), GradDipUrbStud (Macq), GradDipTourismMan (KCAE)
 B Hayllar, TeachCert (N'cle), BA (UNE), MA (RecEd) (Iowa)
 P Jonson, BA (Hons), LLB (Syd), GradDipLeisure Studies (KCAE)
 K R Jones, BA, MCom (N'cle)
 S Lim, BBus (NSWIT), MEc (Macq), PhD (UTS), CPA
 R McGuiggan, BSc (Hons) (Syd), MCom (UNSW)
 M Peat, MEc (Syd)
 M Schueler, MEc (Syd), GradDipOR (NSWIT), CPA
 A Simos, BCom (UNSW), MEc (Syd), DipSIA
 W Spinks, DipPhysEd (W'gong TC), BEd (UWA), MA (Ed) (Macq), PhD (Syd), MAAESS
 M Stevenson, BA (UNE), MCom (Hons), MStat, PhD (UNSW)

S J Topple DipTech (Comm), BBus (NSWIT), MCom (Hons) (UNSW), FCPA
 R M Trayler, BBus (NSWIT), MAppFin (Macq)
 S Wearing, Ord 4 Cert, BTP, MTP (UNSW)
 P J Wilson, BA (Hons) (UNSW), PhD (W'gong)
 L C Young, MCom, PhD (UNSW)

Lecturers

R Bower, BEd (PE) (KCAE), MSc (Syd)
 A Bridges, MEc (UNE), MA (Macq), FCPA, AFAIM
 D Bubna-Litic, BPsych (UWA), MCom (Hons) (UNSW), MAPS
 K Chan, MCom (Hons) (UNSW), ASA
 R W Connor, BA (Q'ld), LittB (UNE), MSc (Econ) (Lond), CMAHRI
 J Cornish, MEc (Hons), MEd (Syd)
 J D Crawford, BSc (Hons), MEngSc (Syd), PhD (UNSW), MAPS
 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)
 N El-Hassan, BEc (Hons) (Syd)
 C Ellis, BCom (Hons) (UWS)
 A Errington, BA (Syd), MBA, GradCertHE (UNSW)
 B Farrell, MBA (Syd), DipLaw (BAB), DipEd (Syd Teach Coll), PhD (UTS), FCPA
 R Fishman, BA, MCom (UNSW), AIMM, MAITD
 E France, BA, MEc (Macq), ASTC
 L Freeman, MAME (Lancaster)
 F Giacobbe, MBus (UTS)
 H Gillam, BA, DipEd (Q'ld), BBus (NSWIT), MBus (UTS), CPA
 J Green, DipTeach (SCOVAG), BEd (Melb), MA (Macq)
 D A Harricks, BSc (Agr) (Syd), MBA (UNSW)
 R Harris, AssDipTravel & Tourism (STC), DipTeach (N'cle), BA (Geog) (Macq), GradDipMktg (CSturt), MBus (Mktg) (UTS), AFAITT
 A Hermens, MBA (Macq), FAIM, AFAMI
 A Hingorani, BPharm (Bombay), MBA (Syr), PhD (Drexel)
 R Jenkins, BSc (Tech) (UNSW)
 S Link-Pearce, AssDipAdultEd (Aboriginal), MEd (Adult Ed) (UTS)
 G Lowe, BSc, MCom (UNSW), DipEd (Syd Teach Coll), CPA
 I McDonnell, MA (Tourism), GradDipTourismM, Graduate Certificate in Higher Education (UTS)
 H Morris, MAdmin (KCAE)

T Morris, BSW (Hons), MEd (Syd),
DipTeach, GradDipEd Studies (CCES)
L Moysa, BBus (NSWIT), MCom (UNSW),
FCPA
A Murphy, BAppSc (Hons), PhD (SCU)
J Nyland, BA (Hons), DipEd (UNSW)
W O'Connor, BA (Hons) (UNSW), MEd
(Hons) (ANU), GradDipComp (Macq)
G Pazmandy, BBus (NSWIT), MBus (UTS),
CPA
K Pearson, BE (Hons) (UNSW), MBA (NSWIT)
J D Petty, BCom (Hons) (UNSW), MBus
(UTS), FCPA, AADM
B Perrott, BCom, MBA, PhD (UNSW)
M Poë, GradDipAccFin, BBus (UTS), CPA,
ACIS
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 (Sur),
GradDipUrbanStudies (Macq),
GradDipTourismM (UTS)
G Ta, BA (Sing), MEd (Syd)
G Taberner, BA (UNE), MA (Syd), MA
(Macq), FRMIA, MACE
S R Tibbles, BSc, MBA (UNSW)
J Tyler, MCom (UNSW), ACA
J Vescio, BEd (Phys Ed), BA (Psych) (Amst),
MEd (Syd)
Z-Y Wang, BSc (Heilongjiang Commercial
College), MBA (UIBE)
E W Watts, BA, BEd, MEdAdmin,
DipFinMgt (UNE), MCom (UNSW), FCPA,
FCIS, FAIM
P Wells, MCom (Auck), ASA, ACA (NZ)

Honorary Associates

E Baker, BA (NYU), BSc (Hons), PhD (Lond)
T J Fisher, BE (Hons), MA, MBA (Syd),
MAppSc (NSWIT), DPhil (Oxf), AFAIM,
FQSA, FCPA
H Hayward, MA (Syd), MBA (UNSW),
MLitt, MEdAdmin (UNE), AFAIM, CMAHRI

Executive Development Unit

Manager

F Garniss, AssDipFdCon (HAC)

Course Administrators

J Hill
E Kolaric
M Wills

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

Professors of Accounting

P Booth, BEd (Syd), GradDipEd (Syd Teach
Coll), MEd (UNE), PhD (Griff), FCPA
D Stokes, BCom (Hons), MCom (N'cle), PhD
(UNSW), ACA, CPA

Senior Lecturers

A Chew, BA (Hons) (Sheff), MSc (LSE), PhD
(UNSW), FCA (England & Wales)
S Lim, BBus (NSWIT), MEd (Macq), PhD
(UTS), CPA
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
K Chan, MCom (Hons) (UNSW), ASA
B Farrell, MBA (Syd), DipLaw (BAB), DipEd
(Syd Teach Coll), PhD (UTS), FCPA
E France, BA, MEd (Macq), ASTC
F Giacobbe, MBus (UTS)
H Gillam, BA, DipEd (Q'ld), BBus (NSWIT),
MBus (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), MBus
(UTS), 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)

Associate Lecturer

A Ferguson, BCom (UNSW), BBus (Hons)
(UTS)

Administrative and secretarial support*Office Coordinator*

J Dousha

Administrative and Secretarial Assistants

J Chan

S Chia

P Fernandez

W Southwell

Office of Cooperative Education*Director*A W Sietsma, BCom (UNSW), MEc (Syd),
FCPA*Administrative Officer*

G Prosser, BCom, LLB (UNSW)

School of Finance and Economics*Associate Professor and Head of School*C S Terry, BCom (UNSW), MEc (Syd),
MAppFin (Macq), DPA (NYU)*Professors of Finance*C Chiarella, MSc (Syd), MCom (Hons), PhD
(UNSW)A D Hall, BEc (Hons) (Adel), MEc (ANU),
PhD (Lond)C Kearney, BA (Dublin), MA (Essex), MA
(WOnt), PhD (Warw)*Professor of Quantitative Finance*E Platen, MMath, PhD (Dresden),
Habilitation (AcadSc Berlin)*Associate Professors*

J A Collins, MEc (Syd)

G Partington, BSc (Wales), MEc (Hons) (Macq)

L J Perry, MCom, DipEd, PhD (UNSW)

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

Senior Lecturers

H B Bendall, BA (Hons), PhD (UNSW)

W L Bui, MCom (UWA)

M Freeman, BA (Ec), MEc (Macq)

K R Jones, BA, MCom (N'cle)

M Peat, MEc (Syd)

A Simos, BCom (UNSW), MEc (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)

Lecturers

K Chan, MCom (Hons) (UNSW)

C Currie, BEc (Hons) (Syd), MCom (Hons)
(UNSW)

N El-Hassan, BEc (Hons) (Syd)

C Ellis, BCom (Hons) (UWS)

H Morris, MAdmin (KCAE)

W O'Connor, BA (Hons) (UNSW), MEc
(Hons) (ANU), GradDipComp (Macq)K Pearson, BE (Hons) (UNSW), MBA (NSWIT)
M Poč, GradDipAccFin, BBus (UTS), CPA,
ACIS

G Ta, BA (Sing), MEc (Syd)

Associate Lecturers

D Cotton, BBus (KCAE), BBus (Hons) (UTS)

T Hutcheson, BEc (Hons) (Syd)

E Hutson, BBus (KCAE), BBus (Hons) (UTS)

S Walker, BMaths, MAppSc (UTS)

Administrative support*School Administrator*

C Fawcett

Administrative and Secretarial Assistants

J Buckley, BA (UNSW)

L Dias

D Ford, BAppSc (SAust)

A Kellick

**School of Leisure
and Tourism Studies***Associate Professor and Head of School*

A J Veal, BA (Hons) (Econ) (Brist)

*Professor of Leisure and Tourism*R W Robertson, MA (UVic), FRAIPR, FATRI,
AITT*Associate Professor*R Lynch, DipPhysEd (W'gong TC), MED
(UWA), PhD (Ill)*Senior Lecturers*

T Griffin, BA (Geog) (Macq),

GradDipUrbStud (Macq),

GradDipTourismMan (KCAE)

B Hayllar, TeachCert (N'cle), BA (UNE), MA
(RecEd) (Iowa)

P Jonson, BA (Hons), LLB (Syd),

GradDipLeisureStudies (KCAE)

S Quick, BAppSc (VUT), BEd (Monash), MA
(WOnt), PhD (Ohio State)W Spinks, DipPhysEd (W'gong TC), BEd
(UWA), MA (Ed) (Macq), PhD (Syd), MAAESSL Stear, BEc (Syd), GradDipEd (Syd Teach
Coll)

T Taylor, BA (Rec) (Alta), MUrbPlan (Macq)

S Wearing, Ord 4 Cert, BTP, MTP (UNSW)

Lecturers

R Bower, BEd (PE) (KCAE), MSc (Syd)

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),
AFAITT

I McDonnell, MA (Tourism),
 GradDipTourismM, Graduate Certificate in
 Higher Education (UTS)
 A Murphy, BAppSc (Hons), PhD (SCU)
 R Ravinder, BSc (Phys), MA
 (Pol&PubAdmin) (Madras), PGDipMan
 (Calcutta), MCom (UNSW), AssDipTravel &
 Tourism (STC)
 J Small, BA (Hons) (UNSW), MSc (Sur),
 GradDipUrbanStudies (Macq),
 GradDipTourismM (UTS)
 J Vescio, BEd (PhysEd), BA (Psych) (Amst),
 MEd (Syd)

Administrative support

K Gammage
 S Harris
 D Spencer
 S Upton

School of Management

Associate Professor and Head of School

J Onyx, MA (Well), PhD (Macq)

Professor of Management

S R Clegg, BSc (Hons) (Aston), PhD (Brad)

Associate Professors

R L Kane, BSc (Union College), MSc (Penn
 State), GradDipEd (WAIT), CMAHRI
 M J Lyons, BA (Hons) (UNSW), PhD (ANU)
 I Palmer, BA (Hons) (ANU), PhD (Monash)
 G R Pratt, DipTech, BBus (NSWIT), DipEd
 (Syd Teach Coll), MEd, MIntS (Syd), PhD
 (Nebraska), AFAIM, FAIPA, MIMDA,
 G D Sheather, BArch (UNSW), MSc (Israel),
 M Ekistica (Greece), MIIE, AFAIM, MRAPI,
 MRAIA
 G W Ticehurst, BSc (UNSW), DipEd, MEd
 (Syd), MSc, PhD (Macq)

Senior Lecturers

M Abraham, BEng, MEngSc, MBA (UNSW)
 N S Barnwell, BCom (UNSW), MBA
 (NSWIT), AMIMarE
 G Callender, BBus (NSWIT), DipEd (Syd
 Teach Coll), MCom (UNSW), CPA, AFAIM,
 FAIPMM
 D Davis, BSc (Hons) (Aston), MSc (Brad),
 MIEAust, CEng, MIMechE, MBIM
 J Johnston, BA, MLitt, MPubPol (UNE),
 AFAIM
 K B Spooner, MCom (Hons) (UNSW)

Lecturers

D Bubna-Litic, BPsych (UWA), MCom
 (Hons) (UNSW), MAPS
 R W Connor, BA (Q'ld), LittB (UNE), MSc
 (Econ) (Lond), CMAHRI

J D Crawford, BSc (Hons), MEngSc (Syd),
 PhD (UNSW), MAPS
 A Errington, BA (Syd), MBA, GradCertHed
 (UNSW)
 R Fishman, BA, MCom (UNSW), AIMM,
 MAITD
 J Green, DipTeach (SCOVAG), BEd (Melb),
 MA (Macq)
 D A Harricks, BSc (Agr) (Syd), MBA (UNSW)
 A Hermens, MBA (Macq), FAIM, AFAMI
 R Jenkins, BSc (Tech) (UNSW)
 S Link-Pearce, AssDipAdultEd (Aboriginal),
 MEd (Adult Ed) (UTS)
 T Morris, MEd, BSocWk (Hons) (Syd),
 DipTeach, GradDipEdStudies (CCES)
 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 Lecturers

C C Innes, BA (Hons) (UNSW), MBus (Empl
 Rels) (UTS)
 R Gordon, GradDipEd (UTS), MBA (Macq),
 AIMM, GMAA
 K Heffernan, BBus (Hons) (UTS), AAIM
 S Teo, BEc, GradDipBus(AcInfsys)
 (Monash), GradDipJapanese (Prof) (SUT),
 MBA (Monash), AAIBF (Snr), MIIA (Aus)

Honorary Associates

E Baker, BA (NYU), BSc (Hons), PhD (Lond)
 T J Fisher, BE (Hons), MA, MBA (Syd),
 MAppSc (NSWIT), DPhil (Oxf), AFAIM,
 FQSA, FCPA
 H Hayward, MA (Syd), MBA (UNSW),
 MLitt, MEdAdmin (UNE), AFAIM, CMAHRI
Post Doctoral Research Fellow
 T Rura-Polley, BA (Psych) (Giessen), MS
 (Mgmt), PhD (UW-Madison)

Administrative support

Office Manager

C Wright, BA (Macq), MM (UTS)

Administrative and Secretarial Assistants

M Broderick
 E Hardman
 K Levi
 B McNeill
 S Ng
 J Tomkins

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)

R Fletcher, MA (Syd), MCom (UNSW), PhD (UTS), MAIEx

L C Young, MCom, PhD (UNSW)

Lecturers

J Cornish, MEc (Hons), MEd (Syd)

K Daniel, BBusStud (Hospitality) (FIT), MCom (UNSW)

S Denize, MCom (Otago)

L Freeman, MAME (Lancaster)

A Hingorani, BPharm (Bom), MBA (Syr), PhD (Drexel)

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW), PhD (Macq)

B Perrott, BCom, MBA, PhD (UNSW)

G Taberner, BA (UNE), MA (Syd), MA (Macq), FRMIA, MACE

Z-Y Wang, BSc (Heilongjiang Commercial College), MBA (UIBE)

Associate Lecturer

B Jonmundsson, MBus (UTS)

H Pattinson, MCom (UNSW), AAMI

Administrative support

School Administrator

A Podzuns

Office Assistant

Vacant

Index

A

- Aboriginal Cultures and Philosophies 194
- Aboriginal Forms of Discourse 206
- Aboriginal Initiatives in Education:
 - Towards Community Control 194
- Aboriginal People and the Media 205
- Aboriginal Social and Political History 205
- Abstudy 9
- Accounting A 140
- Accounting and Finance for the Arts 187
- Accounting B 141
- Accounting Experience 140
- Accounting, Finance and Management 186
- Accounting for Business Combinations 142
- Accounting for Insolvency 145
- Accounting for Managerial Decisions 147
- Accounting for Managers 140
- Accounting for Overseas Transactions 141
- Accounting for Public, Leisure and
 - Community Organisations 148
- Accounting for Small Business 1 145
- Accounting for Small Business 2 145
- Accounting for Superannuation 142
- Accounting for Valuation 141
- Accounting Implications of Structures
 - and Taxation 142
- Accounting Information Systems 145
- Accounting Practices for Management 190
- Accounting Standards and Regulations 143
- Action Learning Program 131
- Action Research Project 139
- Administration of Australian Sport, The 179
- Administrative Law 212
- Adult Communication Management 1 193
- Adult Communication Management 2 193
- Adult Communication Management and
 - Teamwork 193
- Adult Communicational Management and
 - Organisational Frames 193
- Adult Learning and Program
 - Development 193
- Advanced Audit and Computer Security 146
- Advanced Auditing and Assurance
 - Theory 149
- Advanced Auditing Techniques 143
- Advanced Commercial Law 218
- Advanced Companies and Securities
 - Law 218
- Advanced Corporate Finance 170
- Advanced Data Management 200
- Advanced Industrial Law 220
- Advanced Information Systems
 - Modelling 200
- Advanced Marketing 149
- Advanced Marketing Management 155
- Advanced Mediation 213
- Advanced Organisation Analysis and
 - Design 138
- Advanced Project Management 201
- Advanced Public Sector Management 131
- Advanced Research Methodology –
 - Marketing 158
- Advanced Research Methods for Leisure
 - and Tourism 191
- Advanced Research Methods in
 - Management (Honours) 139
- Advanced Resource Management 134
- Advanced Revenue Law 218
- Advanced Taxation 220
- Advanced Theory in Employment
 - Relations 130
- Advanced Theory in Financial
 - Accounting 149
- Advanced Theory in Management
 - Accounting 149
- Advanced Theory in Marketing 157
- Advanced Theory in Taxation 219
- Advertising and Promotions
 - Management 150
- Advertising Practice 209
- Advertising Strategies 209
- Ageing and Leisure 175
- Analysing Management Thinking 123
- Analysis of the Olympic Games 188
- Analytical Chemistry 1 210
- Analytical Procedures in Human
 - Movement 175
- Applications
 - International student 8
 - Non-award and external award study 8
 - Postgraduate 8
 - Undergraduate 8
- Applications of Marketing Research 151
- Applied Economics 159
- Applied Financial Management 161
- Applied International Business 125
- Applied International Marketing
 - Research 157
- Applied Kinesiology 175
- Applied Leisure Theory 183
- Applied Research Skills in Accounting 148
- Applied Sport Psychology 175
- Applied Studies A 191
- Applied Studies B 191
- Applied Studies C 191
- Applying to study at UTS 8
- Art Collection and UTS Gallery 12
- Arts and Cultural Policy Seminar 188
- Arts and Entertainment Management 171
- Arts Audience Research Methods 189
- Arts Environment in Australia, The 186

Arts Management 104
 Arts Management Research Project 186
 Arts Organisations and Management 186
 Asian Capital Markets 168
 Asian–Australian Economic
 Relations 159, 164
 Auditing 144
 Auditing Project 144
 Australian Corporate Environment
 (Project) 140
 Australian Management 131
 Austudy/Youth Allowance 9

B

Bachelor of Accounting 54
 Bachelor of Accounting (Honours) 56
 Bachelor of Arts (Honours) 63
 Human Movement Studies 63
 Leisure Management 63
 Tourism Management 63
 Bachelor of Arts in Community
 Management 70
 Bachelor of Arts in Human Movement
 Studies 60
 Bachelor of Arts in Human Movement
 Studies and in International Studies 68
 Bachelor of Arts in Human Movement
 Studies/Graduate Diploma in
 Education 62
 Bachelor of Arts in Leisure Management 56
 Bachelor of Arts in Leisure Management and
 in International Studies 64
 Bachelor of Arts in Tourism Management 58
 Bachelor of Arts in Tourism Management
 and in International Studies 66
 Bachelor of Business 34
 Bachelor of Business (Honours) 48
 Bachelor of Business/Bachelor of Arts in
 International Studies 50
 Bachelor of Business/Bachelor of Laws 52
 Bachelor of Mathematics and Finance 54
 Bank Lending Practice 162
 Banking 96
 Banking and Business Ethics 168
 Banking Law 217
 Boards and committees 249
 Business Analysis 147
 Business and the Changing
 Environment 192
 Business and the Media 209
 Business Bankruptcy 219
 Business Consultative Project 192
 Business Finance 160
 Business, Government and Society 123
 Business Information 207
 Business Law 216
 Business Marketing 150
 Business Marketing Project 152
 Business Operations Management 97
 Business Process Management 120

Business Project – Accounting 146
 Business Project – Accounting and
 Finance 147
 Business Project – Finance 166
 Business Project – International
 Marketing 157
 Business Project – Marketing 157
 Business Project – Strategic
 Management 131
 Business Strategy 126
 Business to Business Marketing 154
 Buyer Behaviour 154

C

Cantonese Language and Culture 227
 Capital Budgeting and Valuation 161
 Capital Budgeting and Valuation
 (Honours) 169
 Capital Gains Tax 215
 Capital Markets 164
 Capstone Project: Financial Strategy and
 Leadership 145
 Careers Service 10
 Change Management 138
 Channels of Distribution 151
 Chemical Safety and Legislation 210
 Chemistry (Human Movement) 210
 Chemistry 1C 210
 Chemistry 2C 210
 Chemistry Learning Resources Centre 11
 Child care 11
 Chinese East Asia 235
 Chinese Language and Culture 225
 Clients and Markets 154
 Co-op Bookshop, The 12
 Coastal Resource Management 117
 Commerce on the Internet 201
 Commercial Bank Management 160
 Committees 249
 Community Arts 172
 Community Dispute Resolution 214
 Community Management 105
 Community Management Project 1 122
 Community Management Project 2 122
 Community Research 122
 Community Sector Project 1 122
 Community Sector Project 2 122
 Companies and Securities Law 221
 Company Law 217
 Comparative International Employment
 Relations 133
 Competency Assessment in the
 Workplace 195
 Competitive International Marketing
 Strategy 156
 Computational Finance 168
 Computer-based Accounting 143
 Computer-based Information Systems for
 Managers 130

Computer Laboratories 11
 Computer Law 214
 Construction Industry Dispute
 Resolution 213
 Consumer Behaviour 150
 Contacts, UTS 269
 Contemporary Business Law 220
 Contemporary China 235
 Contemporary Europe 236
 Contemporary International Marketing
 Issues 152
 Contemporary Issues in Health Care 224
 Contemporary Issues in International
 Marketing 156
 Contemporary Issues in Leisure 181
 Contemporary Issues in Management
 Accounting 142
 Contemporary Issues in Taxation 222
 Contemporary Japan 236
 Contemporary Latin America 236
 Contemporary South-East Asia 236
 Contemporary Telecommunications 202
 Corporate Accounting 147
 Corporate Accounting Issues 147
 Corporate Finance 166
 Corporate Financial Analysis 161, 165
 Corporate Insolvency and
 Administration 216
 Corporate Insolvency and Restructuring 215
 Corporate Law 212
 Corporate Reporting: Professional and
 Conceptual Issues 144
 Corporate Treasury Management 166
 Cost Management Systems 143
 Counselling 10
 Courses
 List of 31
 Postgraduate 72
 Undergraduate 34
 Criminal Law 211
 Croatian 235
 Cultural Politics: The Arts and the City 187
 Cultural Tourism 190
 Culture, Business and Language in the
 Asia-Pacific Region 155
 Current Issues in Corporate Law 216
 Current Issues in Finance 165
 Current Issues in Industrial Law 221
 Current Issues in the Community Sector 121
 Customs Duties/Levies 219

D

Database 202
 Database Design 198
 Dean's Advisory Committee 250
 Dean's message 16
 Deceptive Trade Practices and Product
 Liability 215
 Decision Models in Marketing 151
 Derivative Securities 162

Derivative Security Pricing 163, 170
 Designing Networked Enterprise 201
 Developing Financial Resources 133
 Differential Equations 203
 Dispute Resolution 222
 Dispute Resolution in Commerce 214
 Distributed Databases and Client –
 Server Computing 198
 Distributed Databases and Client/Server
 Computing 201
 Doctor of Philosophy 73
 Accounting 73
 Finance and Economics 73
 Leisure and Tourism Studies 73
 Management 73
 Marketing 73
 Double degree in Business and Computing
 Sciences 54

E

Economic Law in the People's Republic
 of China 215
 Economics for Management 163
 Economics for Public and Community
 Managers 132
 Economics of Leisure and Tourism 183
 Economics of Money and Finance 161
 Ecotourism 182
 Ecotourism Planning and Management 187
 Efficiency of Human Movement 1 175
 Efficiency of Human Movement 2 176
 Electives, International Studies 22
 Electronic Publishing 206
 Employment Conditions 132
 Employment Legislation 221
 Employment Relations 98, 127
 Employment Relations Research Project 127
 Employment Relations Research
 Proposal 130
 Energetics of Human Movement 176
 Engineering Management 117
 English Language Study Skills Assistance
 (ELSSA) Centre 11
 Enterprise Bargaining and Workplace
 Relations 124
 Entrepreneurship and Innovation 124
 Environment of Health Management 128
 Environmental Assessment and
 Planning 205
 Environmental Dispute Resolution 214
 Environmental Influences in Sport and
 Exercise Performance 176
 Environmental Law in Business 218
 Equity and diversity 9
 Equity and Trusts 212
 Ethics and Accountants 140
 Event and Facility Management 176, 185
 Events Management 183
 Evidence-Based Practice 224
 Exercise Prescription 178

Exercise Rehabilitation 176
 Exotic Derivatives 166
 External award study applications 8

F

Faculty Board in Business 249
 Faculty information 16
 Faculty Mission Statement 16
 Federal Constitutional Law 212
 Festivals and Special Events 176
 Finance 100
 Financial Econometrics 170
 Financial help 9
 Financial Institution Lending 165
 Financial Institution Management 165
 Financial Management 165
 Financial Market Stochastics 169
 Financial Markets 159
 Financial Modelling and Forecasting 162
 Financial Negotiation Skills 168
 Financial Reporting and Analysis 147
 Financial Statement Analysis and Financial Modelling 146
 Financial Time Series 162, 163
 Financing Decisions and Capital Market Theory 162
 Fixed Income Securities Theory and Practice 168
 Flexible learning 7
 Foundations of Communication 209
 French Language and Culture 233
 Functional Kinesiology 176
 Fundraising in International Markets 168
 Funds Development 122

G

Gender at Work 205
 Gender, Culture and Power 205
 General information 6
 German Language and Culture 233
 Global Business Competitive Intelligence 134
 Global Materials Management 135
 Global Operations Management 136
 Global Strategic Management 136
 Global Strategy 124
 Governance, Management and Leadership in Non-profit Organisations 121
 Government Accounting 141
 Government and Community Sector 122
 Government-Business Relations 163
 Graduate Certificate in Accounting 93
 Graduate Certificate in Accounting and Finance 94
 Graduate Certificate in Arts Management 104
 Graduate Certificate in Banking 96
 Graduate Certificate in Business (Managing for Diversity) 92

Graduate Certificate in Business Administration 77
 Graduate Certificate in Business Administration (Mandarin International) 91
 Graduate Certificate in Business Operations Management 97
 Graduate Certificate in Coastal Resource Management 117
 Graduate Certificate in Community Management 105
 Graduate Certificate in Employment Relations 98
 Graduate Certificate in Engineering Management 117
 Graduate Certificate in Finance 100
 Graduate Certificate in Health Management 107
 Graduate Certificate in Information Technology Management 118
 Graduate Certificate in Leisure Management 109
 Graduate Certificate in Management 110
 Graduate Certificate in Marketing 102
 Graduate Certificate in Public Sector Management 112
 Graduate Certificate in Sports Management 114
 Graduate Certificate in Tourism Management 115
 Graduate Diploma in Accounting and Finance 94
 Graduate Diploma in Arts Management 104
 Graduate Diploma in Business Administration 77
 Graduate Diploma in Business Administration (Mandarin International) 91
 Graduate Diploma in Business Operations Management 97
 Graduate Diploma in Community Management 105
 Graduate Diploma in Employment Relations 98
 Graduate Diploma in Employment Relations (Industrial Law) 98
 Graduate Diploma in Finance 100
 Graduate Diploma in Health Management 107
 Graduate Diploma in Information Technology Management 118
 Graduate Diploma in Leisure Management 109
 Graduate Diploma in Management 110
 Graduate Diploma in Marketing 102
 Graduate Diploma in Public Sector Management 112
 Graduate Diploma in Sports Management 114
 Graduate Diploma in Tourism Management 115

Grassroots Organising for Global
Change 137
Greek 235
Group Communication 207
Guiding and Interpretation
Management 189

H

Health 10
Health Care in Australia 224
Health Funding Policy and Resource
Management 129
Health Management 107
Health Planning and Evaluation 224
Health Services Management 224
HECS (Higher Education Contribution
Scheme) 9
Honours Thesis 183
Hospitality Operations 1 181
Hospitality Operations 2 183
Housing 10
Human – Computer Interaction 199
Human Ecology 179
Human Motor Development 176
Human Resource Development
Practices 194
Human Resource Development
Strategies 195
Human Resource Management 125, 127
Human Resources in the Third Sector 133
Human-Computer Interaction in
Information Systems 201

I

Impact of Information Technology 201
In-country Study 1 236
In-country Study 2 236
Indirect Taxation 219
Indonesian Language and Culture 229
Industrial and Labour Law 217
Industrial Dispute Resolution 222
Industrial Law 220
Industrial Relations 126
Industry Economics 159, 169
Industry-Specific Project Process 1 196
Industry-Specific Project Process 2 197
Industry-Specific Project Process 3 197
Information
Business students 17
Faculty 16
General 6
Information Issues 207
Information Management 200
Information Processing Strategy 200
Information Science 2: Information User
Behaviour 207
Information Science 3: Organisation of
Information 207
Information Science 4: Information
Retrieval 207

Information Systems 198
Information Technology Environment 200
Information Technology Management 118
Information Technology Strategy 202
Inorganic Chemistry 1 (Transition Metal
Chemistry) 211
Insearh Institute of Commerce 23
Interest Rate Derivatives 167
International Accounting 141, 148
International Aspects of Australian
Taxation Law 219
International Business and Government 125
International Business Environment 120
International Business Law 221
International Business Law and
Regulation 218
International Capital Markets 164
International Commercial Dispute
Resolution 214
International Economic Law 215
International Economics 160
International Employment Relations 123
International exchange programs 21
International Finance 164
International Financial Management 161
International Health Management 137
International Management 125, 127
International Management Field Study 125
International Management Project 119
International Marketing 150
International Marketing Country Study 152
International Marketing Management 156
International Marketing Management
Project 153
International Promotion and
Advertising 151
International student applications 8
International Student Office 21
International Studies electives 22
International Studies subjects 225
International Taxation 1 222
International Taxation 2 220
International Tourism 177
International Trade Law 215
Internationalisation 7
Interpreting Management Data 138
Introduction to Community
Management 120
Introduction to Computer Systems
Architecture 199
Introduction to Database Design 199
Introduction to Developmental and
Educational Psychology 196
Introduction to Human Movement
Studies 177
Introduction to Information Systems 199
Introduction to Insolvency Law 216
Introduction to Journalism 209
Introduction to Procedural
Programming 199

Introduction to Systems Modelling 199
 Introduction to Taxation Law 216
 Introduction to the Community Sector 120
 Introduction to Tourism Systems 177
 Introduction to Tourist Behaviour 177
 Introductory Marketing Research 151
 Introductory Mathematical Methods 202
 Investigations 206
 Investment Analysis 161
 Investment Analysis (Honours) 169
 Investment Management 164
 Issues in Aboriginal Education 194
 Issues in Banking 165
 Issues in Community Management 135
 Issues in Financial Statement Analysis 142
 Italian Language and Culture 233

J

Japanese Language and Culture 228
 Journalism 2 206
 Judgment and Decision Making 204
 Jumbunna Centre for Australian Indigenous
 Studies, Education and Research
 (CAISER) 11

L

Labour Market Economics 159
 Land Tax and Payroll Tax 219
 Law and Finance 218
 Law and the Arts 187
 Law and the Manager 217
 Law for Leisure, Sport and Tourism 181
 Law for Managers – Administration 221
 Law for Managers – Health 222
 Law for Marketing Management 217
 Law for Third Sector Managers 217
 Law of Contract 211
 Law of Evidence 213
 Law of Tort 211
 Leadership and Management Action 127
 Leading and Facilitating Change 194
 Learning in Personal Development, Health
 and Physical Education 196
 Legal Aspects of Contracts
 Administration 219
 Legal Issues for Community Managers 222
 Legal Process and History 211
 Legal Research 211
 Leisure and Fitness Centre Operations 179
 Leisure and Human Movement in Social
 Context 177
 Leisure and Public Policy 179
 Leisure and Specific Populations 179
 Leisure and the Law 189
 Leisure and Tourism Futures 191
 Leisure and Tourism Planning 180, 184
 Leisure and Tourism Research 184
 Leisure Concepts 177
 Leisure Facility Design 179
 Leisure in Australia 172

Leisure Management 185
 Leisure Management Seminar 187
 Leisure Organisation and Policy 183
 Leisure Policy 191
 Leisure Services Management 178
 Leisure Studies Project 190
 Leisure Studies Special Project 181
 Leisure Theory 180
 Library, UTS 10
 Lifestyle Analysis 171
 Linear Algebra 203
 Literature of Travel and Tourism 172
 Locations (Faculty) 17

M

MA Thesis 192
 Macroeconomic Theory and Policy 159
 Macroeconomics 158
 Malaysian Language and Culture 231
 Management – General 110
 Management Action 138
 Management and Organisations 120
 Management Decisions and Control 143
 Management Development Outdoors 170
 Management Information Systems 132, 146
 Management of the Strategy Process 126
 Management Planning and Control 145
 Management Project 119, 136
 Management Project Design 136
 Management Research Methods 130
 Management Skills 124, 133
 Managerial Accounting 147
 Managerial Analysis and Evaluation of
 Information 202
 Managerial Marketing 155
 Managing Community Organisations 132
 Managing for Sustainability 139
 Managing Human Resources in Non-profit
 Organisations 121
 Managing in an Era of International Market
 Orthodoxy 137
 Managing in the Global Public Interest 137
 Managing People 136
 Managing the International
 Organisation 125
 Managing the Supply Chain 135
 Managing Transportation for Tourism 188
 Managing Volunteer Programs 121
 Managing Women 209
 Maps 270
 Marketing 102
 Marketing and International Trade
 Relations 153
 Marketing Communications 155
 Marketing Decision Analysis 157
 Marketing for the Arts 186
 Marketing Information Management 156
 Marketing Legislation in Australia 221
 Marketing of Leisure Services 178
 Marketing of Services 150

Marketing Planning and Strategy 151
 Marketing Principles 149
 Marketing Projects and Services
 Overseas 154
 Marketing Research 155
 Marketing Research Project 152
 Master of Arts (by thesis) 76
 Arts Management 76
 Leisure Studies 76
 Sports Studies 76
 Tourism Studies 76
 Master of Business (by thesis) 74
 Accounting 74
 Finance and Economics 74
 Management 74
 Marketing 74
 Master of Business Administration 77
 (Banking and Finance) 82
 (Engineering Management) 83
 (Executive Management) 84
 (International Marketing) 85
 (Limited Work Experience) 90
 (Marketing) 86
 (Organisational Learning and Change) 87
 (Professional Accounting) 88
 (Project Management) 89
 (Mandarin International) 91
 Master of Business in Information
 Technology Management 118
 Master of Business program 93
 Accounting 93
 Accounting and Finance 94
 Business Operations Management 97
 Employment Relations 98
 Finance 100
 International Marketing 102
 Marketing 102
 Master of Engineering Management 117
 Master of Management 110
 Master of Management (Community) 105
 Master of Management (Public) 112
 Master of Management in Sports
 Management 114
 Master of Management in Tourism
 Management 115
 Master of Management program 104
 Arts Management 104
 Health Management 107
 Leisure Management 109
 Master of Science in Coastal Resource
 Management 117
 Master's Project 192
 Master's Study Unit 185
 Mathematics 1 202
 Mathematics 2 203
 Mathematics Study Centre 11
 MBA Program 77
 Measurement and Development of
 Physical Capacity 172
 Measurement and Management of
 Derivatives Credit Risk 167

Measurement and Management of
 Market Risk 167
 Mechanics of Human Motion 178
 Meeting Special Needs in the Secondary
 School 195
 Mergers and Acquisitions 167
 Microeconomic Theory and Policy 158
 Microeconomics 158
 Modernisation and Social Change 225
 Monitoring Organisational Performance 121
 Motor Learning and Control 180

N

Natural Area Management 189
 Negotiation 213
 Network Optimisation 204
 Networked Enterprise Design 200
 Networking 1 198
 New Product Management 156
 Non-award study applications 8
 Nutrition for Physical Activity 171

O

Objectbases 199
 Olympic Games, The 171
 Operations Management 129
 Operations Management Policy 130
 Operations Research Practice 203
 Optimisation 1 203
 Organic Chemistry 1 210
 Organisation Analysis and Design 127
 Organisational Behaviour 127
 Organisational Change and Adaptation 128
 Organisational Communication 208
 Organisational Learning: an Experiential
 Approach 194
 Organisational Structure and Change 123
 Outdoor Education 1 172
 Outdoor Education 2 172

P

Pathophysiology 1 223
 Pathophysiology 2 223
 People Management 138
 Performance Studies 1 172
 Performance Studies 2 178
 Performance Studies 3 180
 Performance Studies 4 180
 Personal Property 212
 Physical Chemistry 1 210
 Physics Learning Centre 11
 Physiological Bases of Human
 Movement 222
 Physiological Foundations of Health 1 223
 Physiological Foundations of Health 2 223
 Policy Analysis and Practice 133
 Polish 235
 Politics and Management 126
 Politics of Aboriginal History, The 205

Politics, Power and Policies in
 Health Care 224
 Popular Culture 184
 Postgraduate
 Applications 8
 Courses 72
 Practice and Procedure 213
 Prevention and Care of Athletic Injuries 181
 Principal dates for 1999 13
 Principles and Practices of Sports
 Coaching 178
 Principles of Object-oriented Programming
 in C++ 201
 Principles of Risk and Insurance 160
 Print Features 206
 Print Production and Subediting 206
 Prizes 24
 Probability and Stochastic Processes 204
 Procedural Programming 198
 Production Planning and Control 129
 Productivity and Quality Management 129
 Professional Practice 1 178
 Professional Practice 2 – Project 178
 Professional Practice for Graduates 189
 Program Delivery and Evaluation 194
 Program Development 193
 Program Evaluation 128
 Programming Fundamentals 198
 Project Financing 169
 Project in Advertising 153
 Project Management 204
 Project Preparation 189
 Project Process 1 196
 Project Process 2 197
 Project Process 3 197
 Project Process 4 197
 Project Technology 1 197
 Project Technology 2 197
 Promotion and Advertising Overseas 153
 Psychology of Secondary Students 195
 Public Communication 208
 Public Relations Contexts and
 Applications 208
 Public Relations Management 208
 Public Relations Principles and Process 208
 Public Relations Professional Practice 208
 Public Relations Strategies and
 Management 208
 Public Sector Management 112, 128

Q

Qualitative Research Processes 224
 Quality Management 124
 Quality Planning and Analysis 205
 Quantitative Management 129
 Quantitative Marketing Analysis 150
 Quantitative Methods for Business 170
 Quantitative Research Design 225
 Quantitative Techniques for Finance and
 Economics 160

R

Radio Station 2SER-FM 12
 Readings for Thesis 173
 Readings for Thesis – Marketing 158
 Readings in Administration 134
 Real Estate Finance and Investment 168
 Real Property 212
 Recreation Leadership 171
 Regression Analysis 204
 Reinsurance 162
 Remedies 213
 Research 7
 Research Design and Statistics for Human
 Movement 173
 Research Methods 1 173
 Research Methods 2 173
 Research Methods in Accounting 149
 Research Methods in Advertising 152
 Research Methods in Management
 (Honours) 139
 Research Methods in Marketing 153, 158
 Research Program 73
 Research Project – Operations
 Management 135
 Research Project (Public/Community) 134
 Research Proposal – Operations
 Management 135
 Research Proposal (Public/Community) 131
 Research Seminars in Accounting 148
 Research Seminars in Finance and
 Economics 166
 Research Seminars in Management 134
 Research Seminars in Marketing 157
 Research Techniques in Accounting 148
 Research Techniques in Finance and
 Economics 166
 Research Techniques in Management 134
 Research Techniques in Marketing 157
 Researching Organisations and
 Management 140
 Resource Economics 169
 Resource Management in Non-profit
 Organisations 121
 Resources Management (Non-profit) 128
 Restrictive Trade Practices 215
 Revenue Law 213, 218
 Risk Management 162
 Risk Management in Engineering 204
 Russian 235

S

Sales Management 155
 Scholarships 29
 School Advisory Committees 250
 Secondary Practicum 1 195
 Secondary Practicum 2 195
 Secondary School: Social Bases and
 Critical Issues, The 195
 Securities Market Regulations 163, 217
 Service Operations Management 130
 Services Marketing 154
 Share Market Analysis 168
 Slovenian 235
 Small and Medium Enterprise
 Management 119
 Small Leisure/Tourism Business, The 173
 Social Analysis and Community
 Organisations 120
 Social and Community Research 134
 Social and Environmental Accounting 141
 Social Bases of Education 196
 Social Change and Community Practice 122
 Social Issues in Sport and Exercise 173
 Social Psychology of Leisure 171
 Socially and Ecologically Responsible
 Business 119
 Sociology of Leisure 191
 Sociology of Sport and Leisure 179
 Spanish Language and Culture 233
 Special Needs Coordinator 10
 Special Topics in Auditing 144
 Specialist Reporting 206
 Sport and Exercise Behaviour 173
 Sport and the Law 185
 Sport Environment, The 185
 Sport in the Global Marketplace 186
 Sports Management 114
 Sports Management Seminar 188
 Sports Marketing 174, 185
 Staff list 252
 Stamp Duties 219
 State, Market and Civil Society 126
 Statistics 1 203
 Statistics 2 203
 Stochastic Methods in Finance 164
 Strategic Cost Management 146
 Strategic Financial Management 163
 Strategic Human Resource Management 124
 Strategic Information Management 148
 Strategic Issues in Community
 Management 132
 Strategic Management 126
 Strategic Management (Public) 131
 Strategic Management Accounting 148
 Strategic Management of Non-profit
 Organisations 121
 Strategic Supply Chain Management 123
 Strategic Supply Management 135
 Strategic Thinking 138
 Strategic Volunteer Development 137

Students

Information 17
 Inquiries 8
 Learning, support for 10
 Organisations 24
 Rules and procedures 19
 Services 10
 Student Ombudsman 12
 Students' Association 12
Subjects
 Alphabetical list of 242
 Equivalents for Bachelor of Business 237
 International Studies 225
 Offered by other Faculties 193
 Superannuation Law 215
 Support for student learning 10
 Swaps 168
 Synthetic Financial Products 165
 Systems Analysis 202
 Systems Design 198
 Systems Engineering for Managers 204
 Systems Modelling 198

T

Tax Administration 216
 Taxation of Partnerships and Trusts 216
 Technical Analysis 167
 Thai 231
 Theorising Organisations and
 Management 139
 Theory of Financial Decision Making 170
 Theory of General Insurance 160
 Thesis in Accounting 149
 Thesis in Finance 170
 Thesis in Finance and Economics 169
 Thesis in Management 140
 Thesis in Marketing 158
 Third Sector Theory 121
 Third Sector: Theory and Context 133
 Tourism in Social Context 174
 Tourism Industry Practicum 174
 Tourism Industry, The 182
 Tourism Management 190
 Tourism Management Project 115
 Tourism Management Seminar 187
 Tourism Marketing 190
 Tourism Project Development 182
 Tourism, Recreation and Natural Resource
 Management 225
 Tourism, Recreation and Protected
 Areas 1 180
 Tourism, Recreation and Protected
 Areas 2 180
 Tourism Services Management 174
 Tourism Services Marketing 181
 Tourism Strategy and Operations 184
 Tourism Studies Project 1 174
 Tourism Studies Project 2 174
 Tourism Systems 184
 Tourism's Environmental Interactions 179

Tourism's Environments 183
Tourist Attractions Management 182, 185
Tourist Behaviour 188
Tourist Destination Marketing and
Management 175
Tourist Event Management 188
Transportation in Tourism 182
Travel and Tourism Industry, The 184
Travel and Tourism Law 190
Travel and Tourism Operations 1 181
Travel and Tourism Operations 2 182
Trends in Health Care 224

U

Ukrainian 235
Undergraduate
Applications 8
Courses 34
Understanding Adult Education and
Training 193
Understanding Diversity: An International
Perspective 139
Understanding Diversity: Within the
Organisation 139
Union, UTS 12
University programs 9
Urban Economics 196

V

Valuation Methodology 196
Values, Ethics and Outcomes 132
Venture Capital Finance 166
Volunteering in the Community Sector 121
Volunteering: Social and Organisational
Perspectives 137

W

Water-based Recreation 172
Welfare 10
Women and Leisure 175
Workplace Dispute Resolution 216
Workplace Practicum 194
Workshop in Advanced Managerial
Skills 128

Y

Yield Curve Analysis 169
Youth Allowance/Austudy 9
Youth and Leisure 177

UTS contacts

University of Technology, Sydney

Postal address

PO Box 123
Broadway,
NSW, 2007, Australia

Telephone

9514 2000
International: +61 2 9514 2000
Fax: 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 Street and Broadway, Ultimo
- Building 4
Cnr Thomas and Harris Streets, Ultimo
- Building 6
702–730 Harris Street, Ultimo
- Broadway Terraces
9, 11 and 13 Broadway, Ultimo
- Magic Pudding Childcare Centre,
Thomas Street, Ultimo

Haymarket

- Building 5
Cnr Quay Street and Ultimo Rd, Ultimo

Blackfriars

- Cnr Blackfriars and Buckland Streets,
Chippendale
- Blackfriars Childrens Centre
Buckland Street, Chippendale

Smail Street

- 3 Smail Street, Ultimo

Quay Street

- 10 Quay Street, Sydney
- Prince Centre
- Cnr Quay and Thomas Streets

Wembley House

- 839–847 George Street, Sydney

Harris Street

- 645 Harris Street, Ultimo

Student housing

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

Australian Technology Park, Sydney Ltd Institute for Sustainable Futures

- Suite 213
National Innovation Centre
Cnr Garden, Cornwallis and
Boundary Streets
Eveleigh, NSW, 1430
Telephone: 9209 4350
Fax: 9209 4351

Kuring-gai campus

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

St Leonards campus

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

Yarrawood conference and research centre

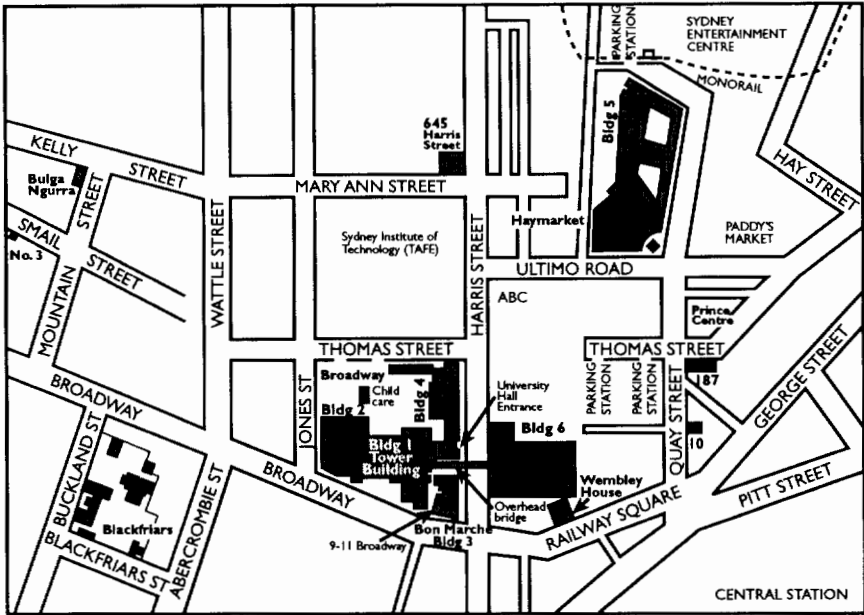
- 689 Springwood Road
Yarramundi, NSW, 2753

Stroud Field Station

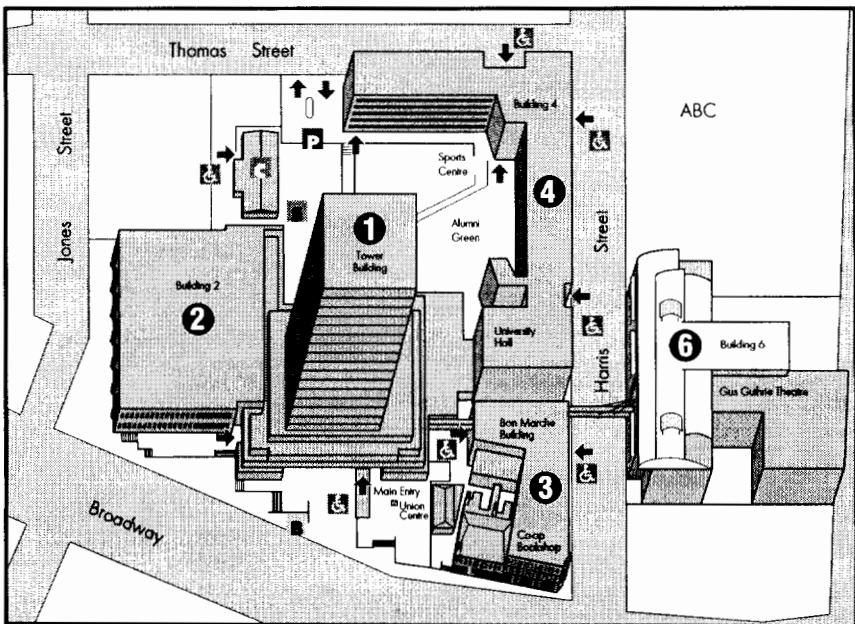
- 2605 The Bucketts Way
Booral, NSW, 2425

Maps

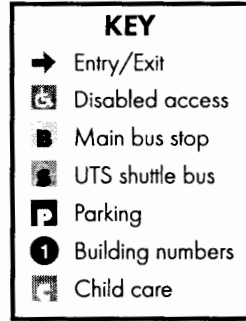
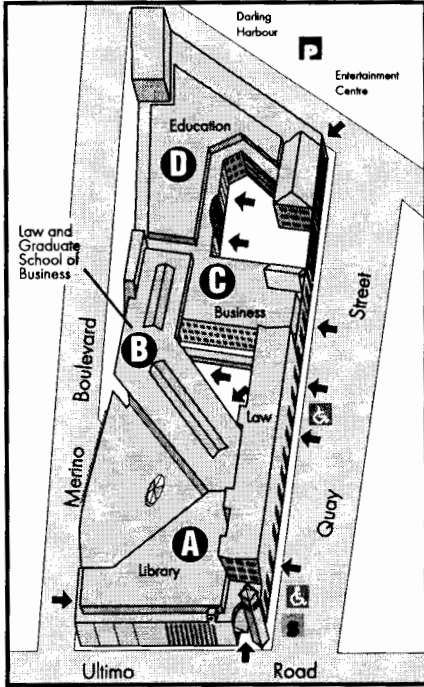
City campus



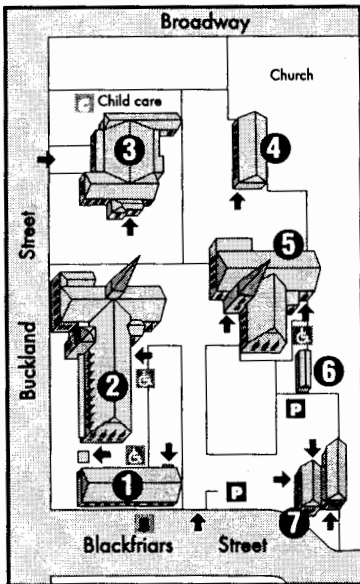
Broadway



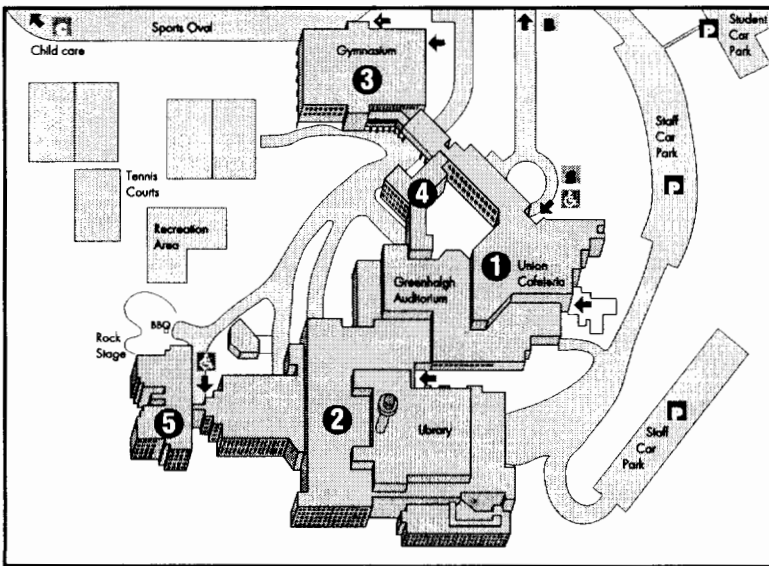
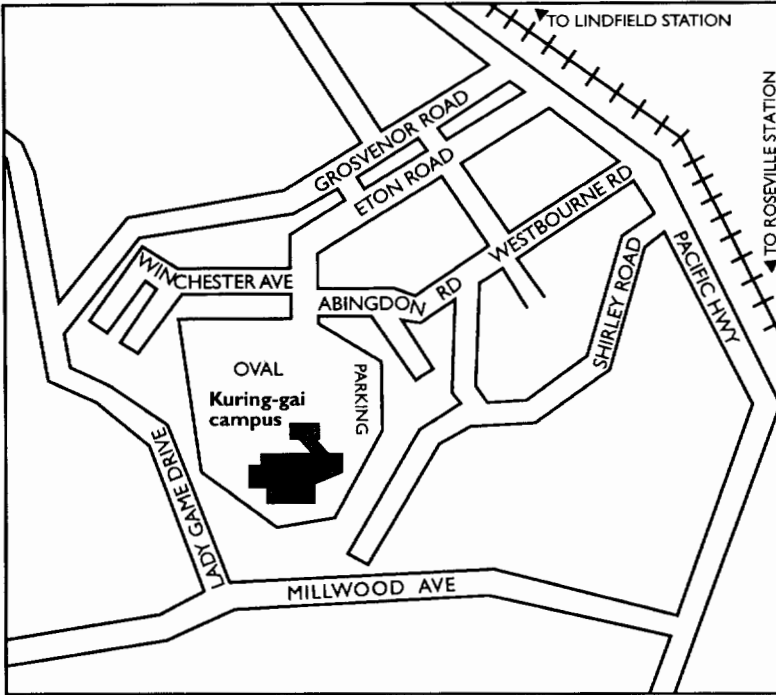
Haymarket



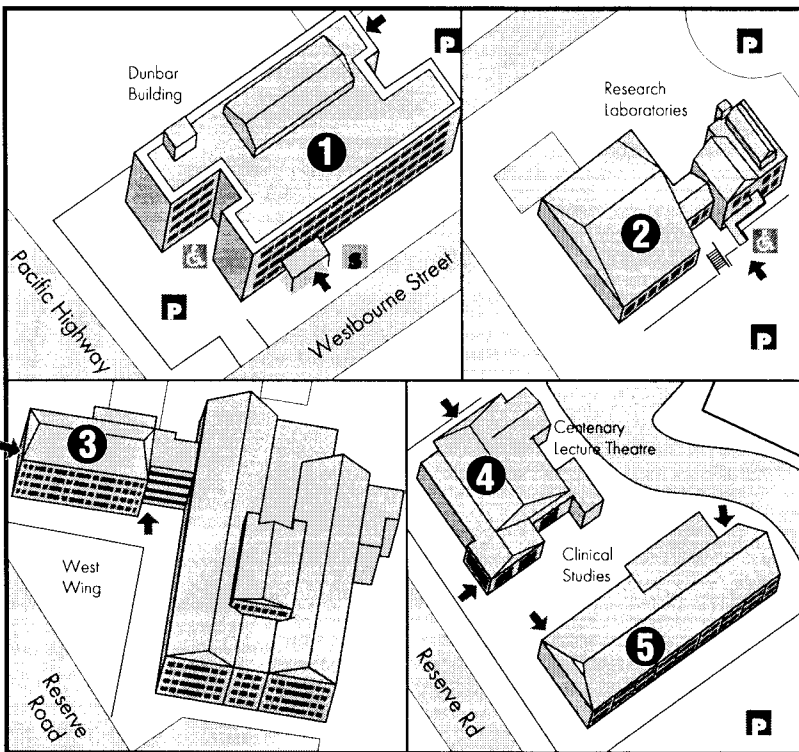
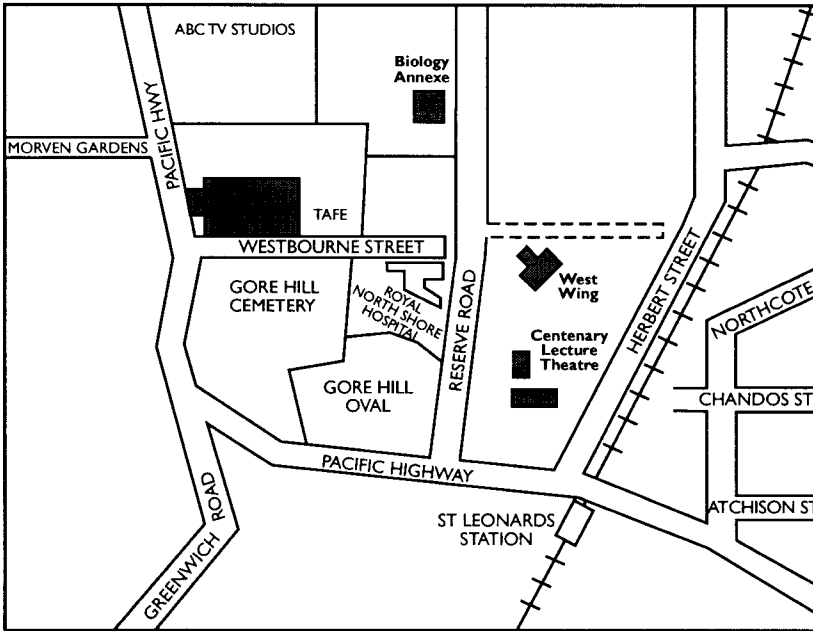
Blackfriars



Kuring-gai campus



St Leonards campus





University of Technology, Sydney

PO Box 123

Broadway NSW 2007

Australia

Telephone (02) 9514 2000

Course inquiries within Australia

Information Service (02) 9514 1222

email info.office@uts.edu.au

International inquiries

International Programs +61 2 9514 1531

email intlprograms@uts.edu.au

World Wide Web <http://www.uts.edu.au>

ISSN 1328-9306

Price \$12