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Faculty of Business
HANDBOOK

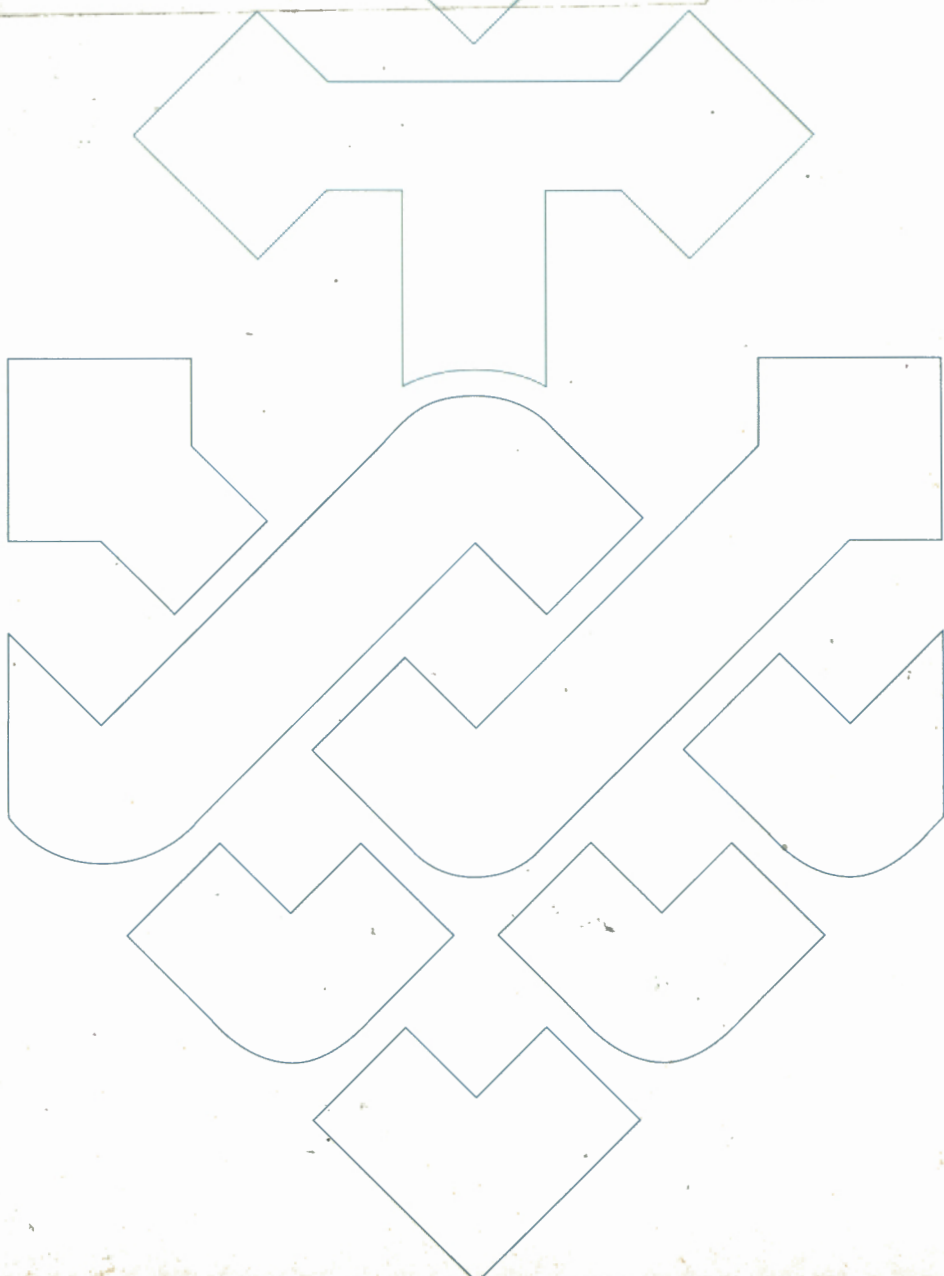
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UNIVERSITY OF TECHNOLOGY STAFF



UTS

2000



UNIVERSITY OF TECHNOLOGY, SYDNEY

Faculty of Business HANDBOOK

2000

IMPORTANT YEAR 2000 NOTICE

The University of Technology, Sydney is taking all reasonable steps to identify and remedy any Year 2000 problems which might interfere with the courses and subjects it is proposing to offer during the Year 2000. Students and prospective students are advised that the University may still find it necessary in responding to any Year 2000 problem, to change the details of any course, subject, or class described in this or any other University publication. This could include not offering subjects in a particular teaching period, altering the mode of delivery for teaching, and changing assessment requirements. The University will endeavour:

- to confine such changes to the minimum necessary to address the Year 2000 problem
- to provide advance notice to students to the full extent possible, and
- where possible, to make other reasonable arrangements to minimise any disadvantage to students.

Students and prospective students should make appropriate inquiries to determine whether a course or subject has been affected by a Year 2000 problem by contacting the relevant Faculty Office.

DISCLAIMER

This publication contains information which was current at 20 August 1999. Changes in circumstances after this date may impact upon the accuracy or currency of the information. The University takes all due care to ensure that the information contained here is accurate, but reserves the right to vary any information described in this publication without notice. Readers are responsible for verifying information which pertains to them by contacting the Faculty or the UTS Information Service.

University of Technology,
Sydney. Faculty of Business
Handbook

Received on: 03-11-99

CITY CAMPUS

University of Technology,
Sydney Library

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 and Calendar

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

UTS Rules and Policies

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

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TABLE OF CONTENTS

| | |
|---|-----------|
| GENERAL INFORMATION | 6 |
| Welcome | 6 |
| About the UTS Handbooks | 6 |
| Student inquiries | 7 |
| Applications | 7 |
| Fees and costs | 7 |
| HECS | 8 |
| Financial help | 9 |
| UTS Library | 9 |
| Research Office | 9 |
| University Graduate School | 10 |
| Support for student learning | 10 |
| Equity and diversity | 11 |
| Other services | 11 |
| Principal dates for 2000 | 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 | 30 |
| UNDERGRADUATE COURSES | 33 |
| Bachelor of Business | 33 |
| Bachelor of Business (Honours) | 48 |
| Bachelor of Business/Bachelor of Arts in International Studies | 49 |
| Bachelor of Business/Diplome d'Etudes Superieures Europeenes de Management | 51 |
| Bachelor of Business combined degrees | 52 |
| Business and Computing Sciences (Double degree) | 52 |
| Bachelor of Business/Bachelor of Laws | 53 |
| Bachelor of Engineering/Bachelor of Business | 55 |
| Bachelor of Medical Science/Bachelor of Business | 55 |
| Bachelor of Mathematics and Finance | 55 |
| Bachelor of Science/Bachelor of Business | 56 |
| Bachelor of Accounting | 56 |
| Bachelor of Accounting (Honours) | 58 |
| Bachelor of Arts in Leisure Management | 58 |
| Bachelor of Arts in Tourism Management | 60 |
| Bachelor of Arts in Human Movement Studies | 62 |
| Bachelor of Arts in Human Movement Studies/Graduate Diploma in Education | 64 |
| Bachelor of Arts (Honours) | 65 |
| Bachelor of Arts in Leisure Management and in International Studies | 66 |
| Bachelor of Arts in Tourism Management and in International Studies | 68 |
| Bachelor of Arts in Human Movement Studies and in International Studies | 70 |
| Bachelor of Medical Science/Bachelor of Arts in Human Movement Studies | 72 |
| Bachelor of Arts in Community Management | 72 |
| Bachelor of Arts in Adult Education and Community Management (Aboriginal and Torres Strait Islander Program) | 74 |

| | |
|--|-----------|
| POSTGRADUATE COURSES | 75 |
| Research Program | 76 |
| Doctor of Philosophy | 76 |
| Master of Business (by thesis) | 77 |
| Master of Arts (by thesis) | 79 |
| MBA Program | 80 |
| Master of Business Administration | 80 |
| Master of Business Administration (Limited Work Experience) | 80 |
| Graduate Diploma in Business Administration | 80 |
| Graduate Certificate in Business Administration | 80 |
| Master of Business Administration (Mandarin International) | 88 |
| Graduate Diploma in Business Administration (Mandarin International) | 88 |
| Graduate Certificate in Business Administration (Mandarin International) | 88 |
| Master of Business Administration (Professional Accounting) | 90 |
| Graduate Certificate in Business (Managing for Diversity) | 91 |
| Master of Business Program | 91 |
| <i>Accounting</i> | 91 |
| Master of Business in Accounting | 91 |
| Graduate Certificate in Accounting | 91 |
| <i>Accounting and Finance</i> | 93 |
| Master of Business in Accounting and Finance | 93 |
| Graduate Diploma in Accounting and Finance | 93 |
| Graduate Certificate in Accounting and Finance | 93 |
| <i>Banking</i> | 94 |
| Graduate Certificate in Banking | 94 |
| <i>Business Operations Management</i> | 95 |
| Master of Business in Business Operations Management | 95 |
| Graduate Diploma in Business Operations Management | 95 |
| Graduate Certificate in Business Operations Management | 95 |
| <i>E-Business Management</i> | 96 |
| Master of Business in E-Business Management | 96 |
| Graduate Diploma in E-Business Management | 96 |
| Graduate Certificate in E-Business Management | 96 |
| <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> | 99 |
| Master of Business in Finance | 99 |
| Graduate Diploma in Finance | 99 |
| Graduate Certificate in Finance | 99 |
| <i>Insurance</i> | 101 |
| Master of Business in Insurance | 101 |
| Graduate Diploma in Insurance | 101 |
| Graduate Certificate in Insurance | 101 |
| <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 |
| <i>Work-Based Learning</i> | 104 |
| Master of Business (Work-Based Learning) | 104 |
| Graduate Diploma in Business (Work-Based Learning) | 104 |
| Graduate Certificate in Business (Work-Based Learning) | 104 |

| | |
|---|------------|
| Master of Management Program | 105 |
| <i>Arts Management</i> | 105 |
| Master of Management in Arts Management | 105 |
| Graduate Diploma in Arts Management | 105 |
| Graduate Certificate in Arts Management | 105 |
| <i>Community Management</i> | 106 |
| Master of Management in Community Management | 106 |
| Graduate Diploma in Community Management | 106 |
| Graduate Certificate in Community Management | 106 |
| <i>Health Management</i> | 108 |
| Master of Management in Health Management | 108 |
| Graduate Diploma in Health Management | 108 |
| Graduate Certificate in Health Management | 108 |
| <i>Leisure Management</i> | 110 |
| Master of Management in Leisure Management | 110 |
| Graduate Diploma in Leisure Management | 110 |
| Graduate Certificate in Leisure Management | 110 |
| <i>Management – General</i> | 112 |
| Master of Management | 112 |
| Graduate Diploma in Management | 112 |
| Graduate Certificate in Management | 112 |
| <i>Sports Management</i> | 113 |
| Master of Management in Sports Management | 113 |
| Graduate Diploma in Sports Management | 113 |
| Graduate Certificate in Sports Management | 113 |
| <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 | 116 |
| <i>Engineering Management</i> | 116 |
| Master of Engineering Management | 116 |
| Graduate Certificate in Engineering Management | 116 |
| <i>Information Technology Management</i> | 117 |
| Master of Business in Information Technology Management | 117 |
| Graduate Diploma in Information Technology Management | 117 |
| Graduate Certificate in Information Technology Management | 117 |
| SUBJECT DESCRIPTIONS | 118 |
| Subjects offered by other faculties | 195 |
| International Studies subjects | 232 |
| Subject equivalents for Bachelor of Business | 244 |
| ALPHABETICAL LIST OF SUBJECTS | 249 |
| BOARDS AND COMMITTEES | 257 |
| STAFF LIST | 259 |
| INDEX | 267 |
| UTS CONTACTS | 277 |
| MAPS | 278 |

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 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 offers a range of undergraduate and 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, Midwifery and Health; 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. Courses developed and delivered by these UTS faculties reflect the University's commitment to providing a relevant education to students through flexible and work-based modes of learning and through the ongoing internationalisation of the curriculum.

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 information contained in the UTS Handbooks and Calendar is correct at the time of printing. However, UTS is continuously updating and reviewing courses and services to ensure that they meet the needs of students and industry, and as a result information contained in these publications may be subject to change.

For the latest information check with the information service, or on the website at:

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

STUDENT INQUIRIES

City campus

UTS Information Service
Foyer, Tower Building
1 Broadway

Postal address

PO Box 123
Broadway NSW 2007
telephone: (02) 9514 1222
fax: (02) 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: (02) 9514 1222
fax: (02) 9514 5032

International Programs

10 Quay Street, Sydney

Postal Address

PO Box 123
Broadway NSW 2007
telephone: (02) 9514 1531
fax: (02) 9514 1530

Email inquiries

International – intlprograms@uts.edu.au

World wide web address

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

APPLICATIONS

Undergraduate

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*, or the UAC website at www.uac.edu.au

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 recent school leavers.

Postgraduate

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 about applying to study at UTS, contact the UTS Information Service.

International students

International students' 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 contact the International Programs Office.

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 appropriate faculty office or the UTS Information Service.

FEES AND COSTS

Service Fees

Service Fees are charged to students to contribute to the cost of a range of facilities and services which are generally available to all students during the course of their study.

Variations and exemptions

Fees and charges may vary from year to year. In certain circumstances, students may not be required to pay all or part of one or more of the different components of the Service Fees.

For full details of variations and exemptions to the fees listed below, contact the UTS Information Service.

8 General information

Fee Components

| | |
|---|--------------------|
| Union Entrance Fee a once-only charge for new students | \$20 |
| Union Fee a semester-based charge for currently enrolled students | \$100 per semester |
| Students' Association Fee a yearly charge for currently enrolled students | \$48 per year |
| Student Accommodation Levy a yearly charge for currently enrolled students | \$56 per year |
| Student Identification Card Charge a yearly charge for students enrolled on a tuition fee basis | \$15 per year |

Course Fees

Some courses (not local undergraduate courses) at UTS attract a course fee. This is charged to students for the course itself, in addition to the Service Fees outlined above. The level of such fees is calculated by individual faculties on a course by course basis. Payment of course fees may vary depending on a student's status, and on conditions laid down by the faculty. Please contact your faculty office for full details.

Details of course fees are outlined under each course entry in this Handbook, but are subject to change. Always check with the faculty for the latest information.

Course Fees for International Students

Annual Course Fees for undergraduate international students range from A\$11,500 to A\$16,500, and for postgraduate international students from A\$12,000 to A\$16,500. For more information contact the International Programs Office.

Other costs

Students may incur other costs while they study at UTS. These may include books, photocopying, equipment hire, the purchase of computer software and hardware, and email and internet services.

The University's recommended internet service provider currently charges \$20 per month for 30 hours access or \$30 per month for 70 hours access. These prices are subject to change.

HECS

(Higher Education Contribution Scheme)

HECS is a financial contribution paid to the Commonwealth Government by tertiary students towards the cost of their education. It is payable each teaching period and the amount paid will vary according to the number of credit points undertaken and the method of payment nominated by the student.

Most students have three choices in the way they pay HECS:

1. Paying all of the HECS up front and receiving a 25% discount
2. Deferring all payment until a student's income reaches a certain level, or
3. Paying at least \$500 of the HECS contribution up front and deferring the remainder.

Note: these options may not apply to New Zealand citizens and Permanent Residents.

Commonwealth 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 will not reduce their HECS liability.

Students who defer their HECS payments become liable to commence repayment once their taxable income reaches the repayment threshold. This does not necessarily mean at the conclusion of their studies – a student's income may reach this threshold before then.

New students, students returning from leave and students who are commencing a new or second course, must complete a Payment Options Declaration Form. This form must be lodged with the University by the census date and should show a valid Tax File Number.

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 Service.

There are a number of variations to these guidelines. It is the responsibility of each student to find out which HECS conditions apply to them. Information can be obtained from the booklet *HECS Your Questions Answered*, which is available from the HECS office on 1800 020 108 or the UTS Information Service.

FINANCIAL HELP

Austudy/Youth Allowance

Students under 25 years old, may be eligible to receive financial assistance in the form of the Youth Allowance.

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.

Commonwealth 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, in some exceptional cases, 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 (02) 9514 1177 (City)
or (02) 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 (02) 9514 1905

UTS LIBRARY

The University Library collections are housed in three campus libraries which contain over 650,000 books, journals and audiovisual materials 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 remotely. 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 (02) 9514 3388

Kuring-gai Campus Library

Eton Road, Lindfield
telephone (02) 9514 5234

Gore Hill Library

Corner Pacific Highway and Westbourne
Street, Gore Hill
telephone (02) 9514 4088

RESEARCH OFFICE

The Research Office is responsible for ensuring that the University develops its research potential. It provides a broad range of services aimed at meeting the research goals of the University and its staff.

The main objectives of the Research Office include ensuring that a deep understanding of the research priorities, interests and capacity of the University, its research teams, centres and individual academics is maintained. It is involved in formulating policy and monitoring national trends in research policy and funding to position the University so that it can react to opportunities and challenges in key fields of research.

Research Office
Level 7, Tower Building
telephone (02) 9514 1252/1264/1419
<http://www.uts.edu.au/research/ro/resoff.html>

UNIVERSITY GRADUATE SCHOOL

The University Graduate School is a pan-university organisation which enhances the quality of graduate courses and supports research degree students, providing leadership in framing policy for postgraduate development in partnership with the faculties. It provides a contact point for postgraduate students and supports them in their studies.

The University Graduate School is located in Building B2, Blackfriars, City campus.

telephone (02) 9514 1336

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

SUPPORT FOR STUDENT LEARNING

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

Student Services

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. They are also provided with valuable information about how the university and its faculties operate, and the services provided.

For more information contact Student Services Unit.

telephone (02) 9514 1177 (City)

or (02) 9514 5342 (Kuring-gai)

Careers Service

The Careers Service offers career guidance, and assists with job placement for students seeking permanent or casual employment.

telephone (02) 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 (02) 9514 1471 (City campus)

or (02) 9514 5342 (Kuring-gai campus)

Health

The Health Service offers a bulk billing practice to students at two locations:

telephone (02) 9514 1166 (City campus)

or (02) 9514 5342 (Kuring-gai campus)

Housing

University Housing provides assistance to students in locating private accommodation. A limited amount of UTS-owned housing is also available.

telephone (02) 9514 1509 (listings)

or (02) 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 (02) 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 (02) 9514 1177

Chemistry Learning Resources Centre

Room 211, Building 4, City campus.

Rosemary Ward

telephone (02) 9514 1729

email rosemary.ward@uts.edu.au

<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 (02) 9514 2325

email alex.barthel@uts.edu.au

or

Room 2-522

Kuring-gai campus

telephone (02) 9514 5160

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

Physics Learning Centre

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

Peter Logan
telephone (02) 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 (02) 9514 2268
email leigh@maths.uts.edu.au
Kuring-gai campus
Dr Jules Harnett
telephone (02) 9514 5186
email jules@maths.uts.edu.au

Computer laboratories

Computer laboratories are located throughout the University and 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 (02) 9514 2118

Computer training

In general, where computer training is necessary as part of a course that attracts HECS, it is provided.

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 range of services to assist Aboriginal and Torres Strait Islander students.

Jumbunna CAISER
Level 17, Tower Building
telephone (02) 9514 1902

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; 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.

Equity and Diversity Unit
Level 17, Tower Building
telephone (02) 9514 1084

OTHER SERVICES

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 and resource centres. Off campus the Union provides access to a ski lodge, rowing club, sailing club, athletics club and basketball stadium.

Union Office (02) 9514 1444
Haymarket (02) 9514 3369
Kuring-gai (02) 9514 5011

Union Sports Centre

The centre contains multi-purpose spaces, squash courts, weights rooms, circuit training room and climbing wall.

Lower ground floor, Building 4
telephone (02) 9514 2444

12 General information

UTS Rowing Club

Dobroyd Parade, Haberfield
telephone (02) 9797 9523

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 (02) 9514 1456 (City)
or (02) 9514 2960 (Blackfriars)
or (02) 9514 5105 (Kuring-gai)

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 (02) 9212 3078
email uts@mail.coop-bookshop.com.au

Kuring-gai campus
telephone (02) 9514 5318
email kuringai@mail.coop-bookshop.com.au
<http://www.coop-bookshop.com.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.

City campus office:
Level 3 of the Tower Building
telephone (02) 9514 1155

Kuring-gai campus office:
(next to the cashier service)
telephone (02) 9514 5237

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 (02) 9514 1280
email George.Bibicos@uts.edu.au

Student Ombud

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

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

Room 402, Building 2
City campus, Broadway
telephone (02) 9514 2575
email ombuds@uts.edu.au

Radio Station 2SER (107.3 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 (02) 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.

telephone (02) 9514 1284
fax (02) 9514 1228
<http://www.utsgallery.uts.edu.au>

PRINCIPAL DATES FOR 2000

January

- 6 UTS Advisory Day
- 7 Closing date for changes of preference to the Universities Admissions Centre (UAC), by mail or in person
- 8 Closing date (midnight) for changes of preference UAC Infoline
- 10 Formal supplementary examinations for 1999 Spring semester students
- 14 Final examination timetable for Summer session
- 14 Last day to submit appeal against exclusion from Spring 1999
- 21 Main Round of offers to UAC applicants
- 21 Last day to submit 'Show Cause' appeal for Spring 1999
- 24-29 Enrolment of new main round UAC Undergraduate students at City campus
- 25 Closing date for changes of preference to Universities Admissions Centre (UAC) for final round offers
- 26 Australia Day – public holiday
- 27 Public school holidays end
- 28 Last day to submit application for Postgraduate Equity Scholarships for Autumn semester 2000
- 28 Summer session ends (commenced 29 November 1999) for subjects with formal exams
- 31 Summer session examinations commence (to 11 February)

February

- 3-16 Enrolment of new Undergraduate students at City campus (and 24-29 January)
- 1-11 Formal examinations for Summer session
- 4 Final round of offers (UAC)
- 4 Last day to lodge a Stage 2 appeal against assessment for Spring semester 1999

- 7 Closing date third round, Postgraduate courses for Autumn 2000 (except Faculty of Business – closing date 11 February)
- 14 Welcome and Registration for International Students – International Student Orientation programs commences and runs until 25 February
- 17 Official welcome and Study Success (Learning Skills) Program for all students studying on the Kuring-gai campus
- 17-18 Enrolment for International students
- 21-25 Orientation week for new students
- 21 Release of results for Summer session
- 21 Official Vice-Chancellor's welcome for all UTS students and commencement of Orientation 2000 (includes campus tours, student workshops, and the Study Success Program).
- 23 Union 'O' Day – Clubs and activities day
- 24 Late enrolment day
- 24/25 Faculty welcomes will be held on 24 or 25 February unless otherwise advised
- 28 Autumn semester classes commence

March

- 10 Last day to enrol in a course or add subjects
- 17 Last day to pay upfront HECS or Postgraduate Course fees for Autumn semester 2000
- 31 Last day to apply to graduate in Spring semester 2000
- 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

14 General information

April

- 7 Last day to withdraw from a course or subject without academic penalty¹
- 17 Public School holidays commence
- 20 Provisional examination timetable available
- 21 Good Friday – public holiday
- 24-28 Vice-Chancellors' Week (non-teaching)
- 24 Easter Monday – public holiday
- 25 Anzac Day – public holiday
- 27-28 Graduation ceremonies (Kuring-gai)
- 28 Public School holidays end

May

- 1 Applications open for undergraduate courses, where applicable, and postgraduate courses for Spring semester 2000
- 15-26 Graduation ceremonies (City)
- 31 Closing date for undergraduate and first round postgraduate applications for Spring semester

June

- 2 Final examination timetable available
- 9 Last teaching day of Autumn semester
- 10-26 Formal examinations
- 12 Queen's Birthday – public holiday
- 29 Last day to submit application for Postgraduate Equity Scholarships for Spring semester 2000
- 30 Closing date second round Postgraduate applications for Spring semester

July

- 3 Public School holidays commence
- 3-7 Vice-Chancellors' Week (non-teaching)
- 3-7 Formal alternative examination period for Autumn semester students
- 4-13 Enrolments for Spring semester
- 10-14 International Students' Orientation Program
- 13 Study Success Learning Skills Program

- 13 Release of Autumn semester examination results
- 14 Public School holidays end
- 14 Formal supplementary examinations for Autumn semester students
- 17 Spring semester classes commence
- 21 Last day to withdraw from full year subjects without academic penalty
- 28 Last day to enrol in a course or add subjects
- 28 Last day to submit 'Show Cause' appeal for Autumn semester 2000

August

- 1 Applications available for undergraduate and postgraduate courses for Autumn semester 2001
- 18 Last day to pay upfront HECS or Postgraduate Course Fees for Spring semester 2000
- 31 Last day to withdraw from a course, a subject, or apply for leave of absence without academic or financial penalty¹
- 31 Last day to apply to graduate in Autumn semester 2001
- 31 HECS census date (to be confirmed)

September

- 1 Applications for Postgraduate Scholarships available
- 8 Provisional examination timetable available
- 8 Last day of teaching before AVCC week/Olympics break
- 11 AVCC week/Olympics break (to 6 October)
- 11 Public School Holidays commence (to 2 October)
- 29 Closing date for undergraduate applications via UAC (without late fee)
- 29 Closing date for inpUTS Equity Access Scheme via UAC

October

- 2 Labour Day – public holiday
- 2 Public school holidays end
- 8 Provisional examination timetable available
- 9 Spring semester classes recommence
- 30 Graduation ceremonies (City) (to 3 November)
- 31 Closing date for undergraduate applications via UAC (with late fee)
- 31 Closing date for undergraduate applications direct to UTS (without late fee)
- 31 Closing date for most postgraduate courses for Autumn 2000 (some courses may have earlier closing dates in September)
- 31 Closing date for Australian Postgraduate Awards, the R. L. Werner and University Doctoral scholarships
- 31 Last day to submit application for Postgraduate Equity Scholarships for Summer semester 2001

November

- 1-3 Graduation ceremonies (City)
- 3 Final examination timetable available
- 17 Last teaching day of Spring semester
- 18-30 Formal examination period (and 1-4 December)
- 30 Closing date for Undergraduate applications via UAC (with late fee)

December

- 1-4 Formal examination period (and 13-30 November)
- 4 Summer session commences (ends 2 February 2001)
- 11-15 Formal alternative examination period for Spring semester students
- 20 Release of Spring semester examination results
- 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 24 August 1999. The University reserves the right to vary any information described in Principal Dates for 2000 without notice.

FACULTY INFORMATION

MESSAGE FROM THE DEAN

Welcome to the Faculty of Business.

Our extensive range of undergraduate and postgraduate courses is designed to suit your needs.

As one of the largest business faculties in Australia, we offer you the resources of five discipline-based teaching schools, a school to specifically administer postgraduate studies, and two educational development units.

Approximately 8,000 students – 1,200 of whom are international students – are enrolled in our courses. This accounts for nearly 30 per cent of the entire UTS student population.

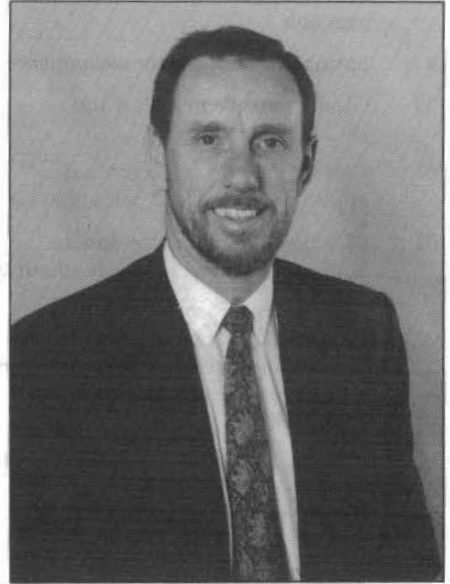
With a reputation for high quality educational programs – the Faculty's courses are taught by academic staff and experienced members of the business community who ensure you gain practical skills as well as theoretical and professional training. And, we offer you flexibility of choice – in course subjects, attendance patterns, and the opportunity to 'fast-track' your course.

Established partnerships with industry, the business professions and other academic institutions, both in Australia and overseas, give you opportunities for research, international exchange and work experience.

The Faculty's research activities extend from traditional fields of study – such as accounting, finance, management and marketing – to newer, more innovative fields, such as sport, leisure and tourism.

We are located in Haymarket – right in central Sydney within 100 metres from the main Sydney train lines – and also at Lindfield on Sydney's leafy north shore.

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



Professor Bob Robertson
Dean

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.

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, Sport and Tourism. The Graduate School of Business administers the Faculty's postgraduate courses. The Executive Development Unit offers short courses designed to meet 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: (02) 9514 3500

Fax: (02) 9514 3654

Email:

undergraduate.business@uts.edu.au

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:

Faculty of Business

UTS

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: (02) 9514 3517

(02) 9514 3597

Fax: (02) 9514 3654

Hours: 9.00 a.m. – 5.00 p.m.

Monday – Friday

Graduate School of Business

Room B525, Level 5, Building 5

Quay St, Haymarket

Telephone: (02) 9514 3660

Fax: (02) 9514 3554

Email:

graduate.business@uts.edu.au

Office hours: 9.00 a.m. – 8.00 p.m.

Monday – Friday

Postal Address:

Graduate School of Business

UTS

PO Box 123

Broadway, NSW 2007

Executive Development Unit

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

Telephone: (02) 9514 3515

Fax: (02) 9514 3510

Email:

Executive.Development.Unit@uts.edu.au

Hours: 9.00 a.m. – 5.00 p.m.

Monday – Friday

UTS Information Service

Foyer, Level 4, Tower Building

City campus (Broadway)

Telephone: (02) 9514 1222

Fax: (02) 9514 1200

Hours: 8.30 a.m. – 6.00 p.m.

Monday – Thursday

8.30 a.m. – 5.00 p.m.

Fridays

18 Faculty information

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: (02) 9514 5355

Fax: (02) 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:

Faculty of Business

UTS

PO Box 222

Lindfield, NSW 2070

Kuring-gai Student Centre

Level 6, Building 1, Kuring-gai campus

Telephone: (02) 9514 1222

Fax: (02) 9514 5032

Hours: 8.30 a.m. – 4.30 p.m.

Monday – Friday

Inquiries counter

Level 5, Building 1, Kuring-gai campus

Telephone: (02) 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>

Faculty of Business Handbook

<http://www.uts.edu.au/div/publications/bus/index.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 5

Quay Street, Haymarket

Telephone: (02) 9514 3560

Fax: (02) 9514 3669

Kuring-gai campus

Level 6, Building 4, Room 4.601

Eton Road, Lindfield

Telephone: (02) 9514 5585

Fax: (02) 9514 5515

School of Finance and Economics

City campus

Level 3,

645 Harris Street, Ultimo

Telephone: (02) 9514 7777

Fax: (02) 9514 7712

Kuring-gai campus

Level 6, Building 4, Room 4.601

Eton Road, Lindfield

Telephone: (02) 9514 5460

Fax: (02) 9514 5515

School of Leisure, Sport and Tourism

Kuring-gai campus

Level 6, Building 1, Room 1.684

Eton Road, Lindfield

Telephone: (02) 9514 5497

Fax: (02) 9514 5195

School of Management

City campus

Level 4, Building 5

Quay Street, Haymarket

Telephone: (02) 9514 3614

Fax: (02) 9514 3602

Kuring-gai campus

Level 5, Building 4, Room 4.502A

Eton Road, Lindfield

Telephone: (02) 9514 5311

Fax: (02) 9514 5583

School of Marketing

City campus

Level 2, Building 5

Quay Street, Haymarket

Telephone: (02) 9514 3522

Fax: (02) 9514 3535

Kuring-gai campus

Level 5, Building 4, Room 4.502A

Eton Road, Lindfield

Telephone: (02) 9514 5311

Fax: (02) 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.

20 Faculty information

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 three working days 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).

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 *Authority for Graduation Processing* form (available from the Faculty of Business student offices) and an *Application to Graduate* form (available from the UTS Information Service at Broadway, Kuring-gai Student Centre and the Faculty of Business student offices). The closing dates to lodge these forms are:

Autumn semester/Winter session

Completions – 30 March

Spring semester Completions – 30 August

Summer session Completions – 15 December

The organisation of Graduation Ceremonies is complex and requires a substantial lead time. The Faculty of Business cannot guarantee students who complete an award course in Summer session will be able to graduate at the April/May Graduation Ceremonies and/or students who complete an award course in Winter session will be able to graduate at the September/October Graduation Ceremonies.

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

In certain circumstances students may be permitted to 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 students 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 (02) 9514 3597 or (02) 9514 3517.

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 Tilburg, The Netherlands; University of Ottawa, Canada; Universiti Sains Malaysia; Yonsei University, Korea; Linkopings 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.

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.

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.

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, including work placement in France. Full details of this course are outlined in the Undergraduate courses section of this handbook.

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 Tilburg, The Netherlands

The School of Leisure, Sport and Tourism 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 post-graduate 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, French, German, Greek, Indonesian, Italian, Japanese, Malaysian, Russian, Spanish, and Thai. 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 (02) 9514 1574, fax (02) 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 Registrar, Insearch Institute of Commerce, 10 Quay Street, Sydney or telephone (02) 9281 8188, or fax (02) 9281 9875, or email courses@insearch.edu.au

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 (02) 9514 3515 or fax (02) 9514 3510 or email

Executive.Development.Unit@uts.edu.au

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 (02) 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

AIIESEC is the world's largest student organisation. Existing in 84 countries around the world, with over 70,000 members, *AIIESEC* aims at promoting cultural awareness and international understanding, developing practical managerial skills for its members, and bridging the gap between students, academics and the business sector.

It is *AIIESEC*'s membership base of determined and committed students who contribute to changing people's lives and developing themselves as leaders. This is achieved through activities such as international graduate and undergraduate exchange programs, team building, marketing, project planning and national and international conferences. *AIIESEC* also provides opportunities to gain business contacts and many new friends.

AIIESEC provides students with the ability to do something, not only for themselves, but to have an impact on the lives of people around the world in many different ways, the opportunities are endless.

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

24 Faculty information

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 (02) 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

Association of Chartered Certified Accountants Prize

This prize was established in 1999. It is awarded to the best graduating student in the Master of Business in Accounting. The prize is a cash award of \$500.

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.

Australian Human Resources Institute Prize

The prize was established in 1995. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Strategic Human Resource Management. The prize is a cash award of \$250.

Australian Institute of 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.

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 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 highest aggregate mark 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 highest aggregate mark in the subject Cost Management Systems. The prize is a cash award of \$500.

Australian Insurance Institute Prize

The prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Risk Management. The prize is a cash award of \$500.

Australian Insurance Institute Prize – Reinsurance Discussion Group

The prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Reinsurance. The prize is a cash award of \$500.

Australian Insurance Institute Prize – Sydney Reinsurance

The prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Theory of General Insurance. 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

(currently under review)

This prize was established in 1984 by BOC Gases Australia Limited (formerly CIG Limited). It is awarded to the best graduating student enrolled in the Finance major of the Bachelor of Business. 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. It is a cash award of \$500.

Butterworths Prize in Business Law

This prize was established in 1986 by Butterworths Pty Limited. 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 Business Law. The prize consists of a six-month online subscription to the value of \$495.

Butterworths Prize in Company Law

This prize was established in 1986 by Butterworths Pty Limited. 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 six-month online subscription to the value of \$495.

Butterworths Prize in Revenue Law

This prize was established in 1986 by Butterworths Pty Limited. 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

Revenue Law. The prize consists of a six-month online subscription to the value of \$495.

Darling Harbour Authority Prize in Leisure Marketing

(currently under review)

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

The prize was established in 1994. It is awarded to the best graduating student in the Master of Business in Marketing. The prize is a cash award of \$600.

Ernst & Young Prize in Accounting B

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

Ernst & Young Prize in Management Decisions and Control

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

Geoffrey A Cohen/Arthur Andersen Prize

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

GMAA Prize

This prize was established in 1989 by the Graduate Management Association of Australia. It is awarded to the best graduating student in the Master of Business Administration. The prize is a cash award of \$500.

Hays 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 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.

Insearch Institute of Commerce Prize

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

Insearch Institute of Commerce Prize

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

Industrial Relations Society of NSW Graduate Prize

This prize was established in 1988. It is awarded to the best graduating student in the Master of Business in Employment Relations. 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.

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.

Institute of Public Administration Australia Graduate Prize

This prize was established in 1985. It is awarded to the best graduating postgraduate student 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.

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.

Minister's Award for 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.

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.

Pearson Education 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.

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.

PricewaterhouseCoopers Prize for Auditing

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

PricewaterhouseCoopers Prize for Revenue Law

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

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 Sport 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.

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 Community or Public Sector Management. The prize is a cash award of \$1,000.

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 (02) 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.

Australian Postgraduate Awards (Industry)

An academic staff member and an industrial partner apply for an Australian Postgraduate Award (Industry) with the Australian Research Council. If successful, a student is then selected to participate in a defined project. Applicants will be expected to enrol in a Master's degree or Doctorate in an area relevant to the project. Applicants must be Australian citizens or permanent residents. These scholarships provide a stipend to assist full-time 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 management. 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 Doctoral Scholarships

The Collaboration Research Group offers two full-time doctoral scholarships for innovative research into the roles of various forms of inter- and intra-organisational collaboration. Each scholarship has a cash value of \$20,000 per year, tax-free. These scholarships are tenured for a period of three years, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

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, Sport and Tourism, 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: Accounting; Finance and Economics; Leisure, Sport and Tourism; 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.

International Postgraduate Research Scholarships (IPRS)

IPRS 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 and basic health cover for the duration of the course only. 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 (02) 9514 1531.

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 (02) 9514 1902.

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. These scholarships are tenured for a period of three years.

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/Diplome d'Etudes Superieures Europeenes de Management | B01C, B01K |
| Business and Computing Science (Double degree) | |
| Bachelor of Business/Bachelor of Laws | LL02 |
| Bachelor of Engineering/Bachelor of Business | E005 |
| Bachelor of Medical Science/Bachelor of Business | N007 |
| Bachelor of Mathematics and Finance | MM03 |
| Bachelor of Science/Bachelor of Business | N006 |
| 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 Medical Science/Bachelor of Arts in Human Movement Studies | tba |
| Bachelor of Arts in Community Management | BB07 |
| Bachelor of Arts in Adult Education and Community Management (Aboriginal and Torres Strait Islander Program) | B009 |
| 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 |
| Master of Business Administration (Limited Work Experience) | B063 |
| Graduate Diploma in Business Administration | B055 |
| Graduate Certificate in Business Administration | B054 |
| Master of Business Administration (Mandarin International) | B059 |
| Graduate Diploma in Business Administration (Mandarin International) | B065 |

| Course | Code |
|--|------|
| Postgraduate courses (cont.) | |
| MBA program (cont.) | |
| Graduate Certificate in Business Administration (Mandarin International) | B064 |
| Master of Business Administration (Professional Accounting) | B066 |
| 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>E-Business Management</i> | |
| Master of Business in E-Business Management | B085 |
| Graduate Diploma in E-Business Management | B084 |
| Graduate Certificate in E-Business Management | B083 |
| <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>Insurance</i> | |
| Master of Business in Insurance | B085 |
| Graduate Diploma in Insurance | B084 |
| Graduate Certificate in Insurance | B083 |
| <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 |
| <i>Work-Based Learning</i> | |
| Master of Business (Work-Based Learning) | B082 |
| Graduate Diploma in Business (Work-Based Learning) | B081 |
| Graduate Certificate in Business (Work-Based Learning) | B080 |
| 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 in Community Management | BG87 |
| Graduate Diploma in Community Management | BB73 |
| Graduate Certificate in Community Management | BB72 |

32 Faculty information

| Course | Code |
|---|------|
| Postgraduate courses (cont.) | |
| Master of Management program (cont.) | |
| <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 |
| <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>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)*
- ◆ *Testamur title: Bachelor of Business*
- ◆ *Abbreviation: BBus*
- ◆ *Course fee: HECS*

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 (02) 9514 3500 (City campus) or (02) 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 Admissions Centre (UAC). The UTS Information Service can provide advice in this regard.

Applicants should obtain a copy of the *2000 UAC Guide*.

Subject exemptions and advanced standing

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 and Advanced 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 2000 must have completed their TAFE courses in 1996 or later.

Insearch Institute of Commerce

Students who have completed appropriate courses through Insearch Institute of Commerce, if admitted, will 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 2000 must have completed their previous university study in 1989 or later.

Students applying for exemptions on the basis of subjects completed at institutions other than TAFE should apply, at enrolment. These students will receive information on the application process after they are made an offer.

Private colleges

Students who have completed a course at a private college will not be eligible for any exemptions unless an articulation agreement between the Faculty and the college is in place.

Further details can be obtained from the Student Advisers, telephone (02) 9514 3500 (Haymarket campus) or (02) 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 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:

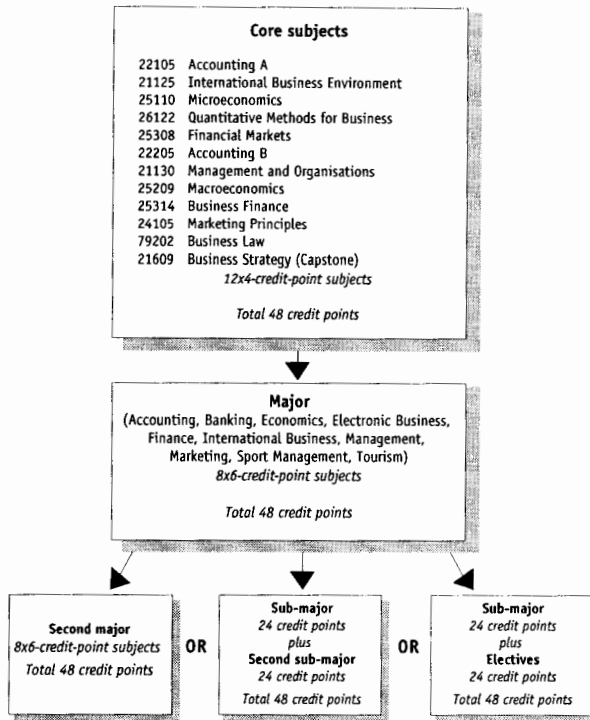
- Full-time is three years (six semesters), usually undertaken at the rate of between four and six subjects per semester.
- Part-time is six years (12 semesters), usually undertaken at the rate of two subjects per semester. Part-time students must be prepared to attend one afternoon or morning class during each teaching week.
- Some subjects are offered in an optional Summer session so that students can 'fast track' their studies.

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

Course structure

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

Bachelor of Business course structure



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. Some majors have specific substitution rules, please refer to the information in specific majors.

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 Assurance Services and Audit
 - 79365 Company Law¹
 - 79462 Revenue Law¹

Stream 2

-
- 31414 Information Systems
 31424 Systems Modelling
 31434 Database Design
 or
 31508 Programming Fundamentals
-

¹ As part of the Accounting major, Bachelor of Business/ Bachelor of Laws (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 may be 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 who also 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.

Electronic Business major

(subject to final approval)

The focus of the Electronic Business major is on business systems, processes and relationships associated with creating and transferring value in electronic environments among and between organisations, their partners, their alliance groups and to customers or end users. There is a strong emphasis on customer relationships built on a multimedia one-to-one interactive paradigm that is a distinguishing characteristic of advanced electronic business systems.

- 24307 Electronic Business Principles
 24408 Marketing Strategy for Electronic Business
 24412 Electronic Business Project
 21121 Managing Electronic Business Processes
 22523 Assurance in Electronic Business
 31950 Networked Enterprise Design
 4xxxx Strategic Electronic Business Technologies
 79102 Law and the Digital Economy

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

38 Undergraduate courses

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:

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.

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.

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
- 24430 Applications of Marketing Research
- 24415 Marketing Planning and Strategy
- 24331 Decision Models in Marketing
- or*
- 24203 Quantitative Marketing Analysis¹

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

Sport Management major

(subject to final approval)

The Sport Management major develops an understanding of management and marketing theories and practices within the increasingly dynamic and specialist context in which sport is played, organised and managed. The Sport Management major is offered at the Kuring-gai campus only.

- 27252 The Sport Industry
- 27307 Sport Management
- 27177 Event and Facility Management
- 27161 Sport Marketing
- 27253 Sport in the Global Marketplace
- 27103 The Olympic Games
- 27628 Law for Leisure, Sport and Tourism
- 27159 Social Issues in Sport and Exercise

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
- 27324 Strategic Management in Tourism
- 27523 Leisure and Tourism Planning
- 21555 Human Resource Management
- 27642 Tourism 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 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.

40 Undergraduate courses

- 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.

42 Undergraduate courses

Sub-major in Management Practice

Designed for students in Bachelor of Business majors other than Management who wish to study subjects placing an emphasis on the application of management knowledge.

- 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

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

Note: Students undertaking this sub-major 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
- 21311 Strategic Supply Chain Management

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 Marketing sub-major.

Sub-major in Electronic Business

The Electronic Business sub-major focuses on the emerging electronic environment from a business perspective. Using the Internet as an exemplar electronic business environment,

there is a strong marketing emphasis on developing strategies and practices that promote customer relationships, create customer value, redefine channels of distribution and develop effective virtual communities, using the various technologies and services available within the emerging electronic environment.

- 24307 Electronic Business Principles
 24408 Marketing Strategy for Electronic Business
 24412 Electronic Business Project
 — Elective¹

¹ Students may choose any elective conceptually related to electronic business, subject to approval by the sub-major coordinator.

Sub-major in Information Management in 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 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
 24430 Applications of Marketing Research
 24203 Quantitative Marketing Analysis

Note: Students undertaking this sub-major 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 1

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

- 24517 Contemporary International Marketing Issues
 24607 International Marketing Management Project
 24440 International Promotion and Advertising
 or
 — One other approved international subject (which may include 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
 — One other approved international subject (which may include 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, Sport and Tourism

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 Sport 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 Sport Management
- 27161 Sport 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
- 27642 Tourism Marketing
plus one of the following
- 27628 Law for Leisure, Sport and Tourism
- 27185 Introduction to Tourist Behaviour
- 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.

Sub-majors in Bachelor of Business offered by other faculties

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 and Needs Analysis
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

The Faculty of Humanities and Social Sciences offers studies in a range of areas including information, journalism, media arts and production, public communication, and writing and contemporary cultures. Sub-majors for Business students are under review as a result of curriculum changes. Students who commenced a Humanities and Social Sciences sub-major prior to 2000 may complete their program by substitution for subjects which no longer exist with the approval of the Associate Dean, Undergraduate Programs. Students may take elective subjects with Humanities and Social Sciences as a part of their Bachelor of Business degree. Students are advised to check with Faculty of Business Student Information Offices for current advice on Humanities and Social Sciences approved Business sub-majors.

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
- 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 Electronic Commerce (Systems)

(subject to final approval)

Provides the analysis and design skills needed to develop electronic commerce systems in modern enterprises. This sub-major is offered at the City campus only.

- 315xx Networking Fundamentals
- 31749 Internet Commerce
- 31950 Networked Enterprise Design
- 31606 Virtual Communities

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

Note: 25406 Quantitative Techniques for Finance and Economics is accepted as a prerequisite for 35212 Linear Algebra. Otherwise, students must substitute 35410 Operations Research Modelling for 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
- plus two of the following*
- 35342 Optimisation 2
- 35344 Network Optimisation
- 35363 Simulation Modelling
- 35361 Probability and Stochastic Processes

Note: 25406 Quantitative Techniques for Finance and Economics is accepted as a prerequisite for 35421 Optimisation 1. Otherwise, students must include 35410 Operations Research Modelling in the sub-major, and choose only one of the final four subjects above.

46 Undergraduate courses

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
plus two of the following
- 35353 Regression Analysis
- 35355 Quality Control
- 35356 Design and Analysis of Experiments
- 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
- 31736 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, Midwifery and Health

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 Studies[†]

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
- 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, French, German, Greek, Indonesian, Italian, Japanese, Malaysian, Russian, Spanish and Thai. 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

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) (02) 9514 3500 or Kuring-gai campus (02) 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)

- ◆ *Course code: B003*
- ◆ *Testamur title: Bachelor of Business (Honours)*
- ◆ *Abbreviation: BBus(Hons)*
- ◆ *Course fee: HECS*

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-point 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.

Autumn semester

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

Spring semester

- 22906 Thesis in Accounting

Finance and Economics

The Finance and Economics sequence within the Honours program brings students up-to-date with the latest theoretical issues in finance and financial economics. It makes students aware of the variety of research methods currently in use in these disciplines. The research project component of the program involves the development of skills in formulating and executing a piece of applied research in one of the areas of finance and financial economics. The program prepares students to execute applied research in the finance and financial economics areas in either industry or postgraduate studies. It is recommended that students undertake this program on a full-time basis.

Autumn semester

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

Spring semester

- 25923 Derivative Security Pricing
- 25925 Thesis in Finance (cont.)

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.

Autumn semester

- 21908 Advanced Research Methods in Management (Honours)
 21910 Researching Organisations and Management
 21912 Thesis in Management

Spring semester

- 21907 Research Methods in Management (Honours)
 21909 Theorising Organisations and Management
 21911 Thesis in Management (F/T)
or
 21912 Thesis in Management (P/T)

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.

Autumn semester

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

Spring semester

- 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
- ◆ *Testamur title:* Bachelor of Business
 Bachelor of Arts in International Studies
- ◆ *Abbreviation:* BBus BA
- ◆ *Course fee:* HECS

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 Greece 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.

**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, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan and Vietnam. Each includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Comparative 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 1¹
- 50140 Comparative Social Change²

Semester 4

- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 972xxx Language and Culture 2¹

Semester 5

- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 973xxx Language and Culture 3¹

Semester 6

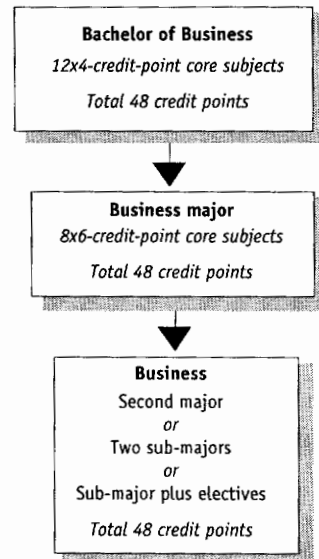
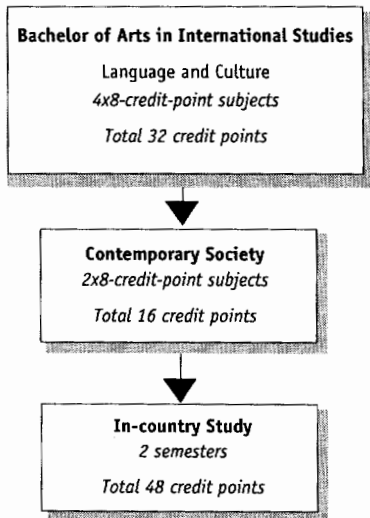
- Bachelor of Business first major
- Bachelor of Business second major, sub-major or elective
- 974xxx Language and Culture 4¹
- 976xxx Contemporary Society²

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

Comparative Social Change
Contemporary China

Indonesia, Malaysia, Vietnam or Thailand

Comparative Social Change
Contemporary South-East Asia

Japan

Comparative Social Change
Contemporary Japan

Argentina, Chile, Latin America or Mexico

Comparative Social Change
Contemporary Latin America

South China or Taiwan

Comparative Social Change
Chinese East Asia

France, Germany, Greece, Italy or Russia

Comparative Social Change
Contemporary Europe

Bachelor of Business/ Diplome d'Etudes Superieures Europeenes de Management

- ◆ *Course code: B01C (City campus); B01K (Kuring-gai campus)*
- ◆ *Testamur title: Bachelor of Business Diplome d'Etudes Superieures Europeenes de Management*
- ◆ *Abbreviation: BBus DESEM*
- ◆ *Course fee: HECS*

This program is offered jointly by the Faculty of Business and ESC-Reims Business School, France. The program is four years full-time and integrates two years of study in the Bachelor of Business with two years study in the DESEM, including work experience in France. After successful completion of the program, the student will be awarded a Bachelor of Business degree with a major in International Management and a sub-major in Language Other than English (French). Students will also meet the requirements of award for the DESEM which will be granted by the ESC-Reims Business School.

Further information is available from the Faculty of Business International Student Office, telephone (02) 9514 3597.

Admission requirements

Admission to the double degree program is limited to 10 students per annum, and is based on admission to the Bachelor of Business through normal UAC procedures. A supplementary application form, available from the Faculty of Business International Student Office, must be completed by 30 November in the year prior to applying for admission to the Bachelor of Business. Applicants will be interviewed in January should this be required. It is expected that applicants will have taken French language tuition as part of their HSC, although consideration will be given to students who have gained knowledge of the language by other means. Students will be required to take a sub-major in French as part of their Business studies degree.

Arrangements for overseas study

Payment of all tuition fees for the Bachelor of Business and DESEM will be made through the HECS system. All other costs including travel, accommodation, health cover, and student union fees must be met by the student. The student, in conjunction with ESC-Reims

52 Undergraduate courses

Business School, will arrange the work placement component in France.

Course structure

All students must complete 186 credit points in the Bachelor of Business. A component of this must be 100 ECTS credit points for study in the DESEM at ESC-Reims Business School. Students must also undertake a work placement while in France.

Course program

Semester 1

25110 Microeconomics
22105 Accounting A
26122 Quantitative Methods for Business
21130 Management and Organisations
971415 French 1

Semester 2

22205 Accounting B
25308 Financial Markets
24105 Marketing Principles
25209 Macroeconomics
972415 French 2

Semester 3

25314 Business Finance
79202 Business Law
21125 International Business Environment
973415 French 3

Depart for France. Language and cultural orientation prior to classes at ESC-Reims Business School.

Semester 4 – ESC-Reims Business School

European Studies 1
Law (Business and Taxation)
Finance
Accountancy and Budgets
Human Resource Management
Information Systems
International Issues (Economics and Trade)
Research Project
Languages

Semester 5 – ESC-Reims Business School

European Studies 2
Research Project
Languages
Elective 1
Elective 2

Semester 6

Work Placement

Semester 7 – ESC-Reims Business School

Strategy
Business Ethics

Labour Law
Research Project
Languages
Elective 3

Return to UTS.

Semester 8

21532 Applied International Business
21609 Business Strategy

BACHELOR OF BUSINESS COMBINED DEGREES

Entry and transfer standards

For combined degree programs involving programs offered by the Faculty of Business and programs from another UTS faculty, the following entry requirements will apply:

- No student will be admitted to a combined degree with a UAI less than 5 points below the entry standard for the Faculty of Business program.
- Where the entry standard for the combined degree is below the Faculty of Business single degree program entry standard, applications for transfer from the combined degree to the single degree program must be made through official UAC procedures.

Business and Computing Sciences (Double degree)

Bachelor of Business

- ◆ *Course codes: B01C (City campus); B01K (Kuring-gai campus)*
- ◆ *Testamur title: Bachelor of Business*
- ◆ *Abbreviation: BBus*
- ◆ *Course fee: HECS*

Bachelor of Science in Computing Science

- ◆ *Course code: MCO2*
 - ◆ *Testamur title: Bachelor of Science in Computing Science*
 - ◆ *Abbreviation: BSc*
 - ◆ *Course fee: HECS*
-

Students initially enrol in the Bachelor of Business degree and must take the Programming and Design sub-major. On satisfactory completion of the Business degree and the 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 (02) 9514 1803.

Full details of the Bachelor of Science in Computing Science program are contained in the 2000 *Faculty of Mathematical and Computing Sciences Handbook*. Full details of the Bachelor of Business program are detailed in this handbook.

Bachelor of Business/ Bachelor of Laws

- ◆ *Course code: LLO2*
- ◆ *Testamur title: Bachelor of Business
Bachelor of Laws*
- ◆ *Abbreviation: BBus LLB*
- ◆ *Course fee: HECS*

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 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 Practical Legal Training (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 eight weeks) up to one year prior to their commencement of the Practical Legal Training. 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 Practical Legal Training 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, Electronic Business, Finance, International Business, Management, Marketing, Sport Management, 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.

Further information on the overall program is available from the Faculty of Law, telephone (02) 9514 3444. Specific inquiries about the Business component may be directed to the Faculty of Business, telephone (02) 9514 3500.

Admission requirements

All programs are offered only to current HSC applicants who attain the HSC UAI 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

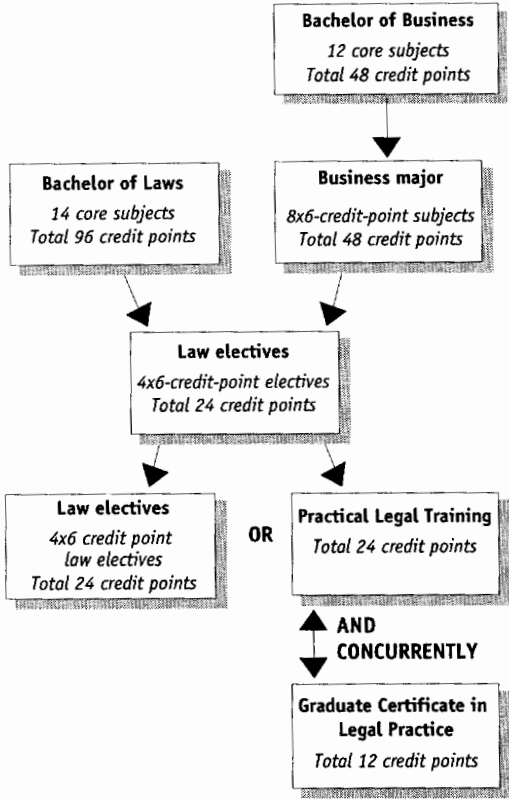
The course is of five years' duration undertaken on a full-time basis. The Law component may require attendance at evening classes.

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 Practical Legal Training.

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.

54 Undergraduate courses



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

- Practical Legal Training
- 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.

Bachelor of Engineering/ Bachelor of Business

- ◆ *Course code: E005*
 - ◆ *Testamur title: Bachelor of Engineering
Bachelor of Business*
 - ◆ *Abbreviation: BE BBus*
 - ◆ *Course fee: HECS*
-

This program leads to a combined degree of Bachelor of Engineering/Bachelor of Business. Admission to the course gives students the opportunity to undertake the engineering degree in any of the majors on offer (Civil, Civil and Environmental, Computer Systems, Electrical, Environmental Systems, Mechanical, Software or Telecommunications) and similarly the business degree with any major (Accounting, Banking, Economics, Electronic Business, Finance, International Business, Management, Marketing, Sport Management, and Tourism).

Students will, if they wish, be able to gain the award BE BBus DipEngPrac by undertaking one further semester of integrated work experience. Graduates with this combination of qualifications can expect to have a wide range of career opportunities spanning the two disciplines. Obvious opportunities exist for graduates in the application of advanced technology in commercial settings to enhance business competitiveness. Other attributes of engineering graduates such as a systems perspective and skill in the use of quantitative modelling techniques will provide further business career opportunities. For graduates choosing to practice as engineers, the business knowledge will prove invaluable in providing a sound foundation for entrepreneurial initiatives and the commercialisation of engineering innovations. Students normally enter this course directly from high school. The UAI threshold is set by the BBus or the highest cut-off major in the BE DipEngPrac, whichever is higher.

Further information is available from the Faculty of Engineering, telephone (02) 9514 2671.

Full details of this program are contained in the *2000 Faculty of Engineering Handbook*.

Bachelor of Medical Science/Bachelor of Business

- ◆ *Course code: N007*
 - ◆ *Testamur title: Bachelor of Medical Science
Bachelor of Business*
 - ◆ *Abbreviation: BMedSc BBus*
 - ◆ *Course fee: HECS*
-

This program addresses the increasing need for scientific expertise among business practitioners. The combined program will result in the more effective management of science-based enterprises, the more effective application of science through business and the production of graduates with special capabilities in the commercialisation of technologies, inventions and other intellectual property. Graduates will have well developed critical and analytical skills necessary when making decisions in which both scientific and business matters are involved. The admission requirements will be either the UAI for the Bachelor of Medical Science or the Bachelor of Business, whichever is the higher. Non recent school leavers are also encouraged to apply. Further information is available from the Faculty of Science, telephone (02) 9514 1754. Full details of this program are contained in the *2000 Faculty of Science Handbook*.

Bachelor of Mathematics and Finance

- ◆ *Course code: MM03*
 - ◆ *Testamur title:
Bachelor of Mathematics and Finance*
 - ◆ *Abbreviation: BMathFin*
 - ◆ *Course fee: HECS*
-

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.

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

Further information is available from the School of Mathematical Sciences, telephone (02) 9514 2246.

Full details of this program are contained in the 2000 *Faculty of Mathematical and Computing Sciences Handbook*.

Bachelor of Science/ Bachelor of Business

- ◆ *Course code: N006*
- ◆ *Testamur title: Bachelor of Science
Bachelor of Business*
- ◆ *Abbreviation: BSc BBus*
- ◆ *Course fee: HECS*

This program addresses the increasing need for scientific expertise among business practitioners. The combined program will result in the more effective management of science based enterprises, the more effective application of science through business and the production of graduates with special capabilities in the commercialisation of technologies, inventions and other intellectual property. Graduates will have well developed critical and analytical skills necessary when making decisions in which both scientific and business matters are involved. The admission requirements will be either the UAI for the Bachelor of Science or the Bachelor of Business, whichever is the higher. Non recent school leavers are also encouraged to apply.

Further information is available from the Faculty of Science, telephone (02) 9514 1754.

Full details of this program are contained in the 2000 *Faculty of Science Handbook*.

Bachelor of Accounting

- ◆ *Course code: BA03*
- ◆ *Testamur title: Bachelor of Accounting*
- ◆ *Abbreviation: BAcc*
- ◆ *Course fee: HECS*

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 (02) 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 1

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

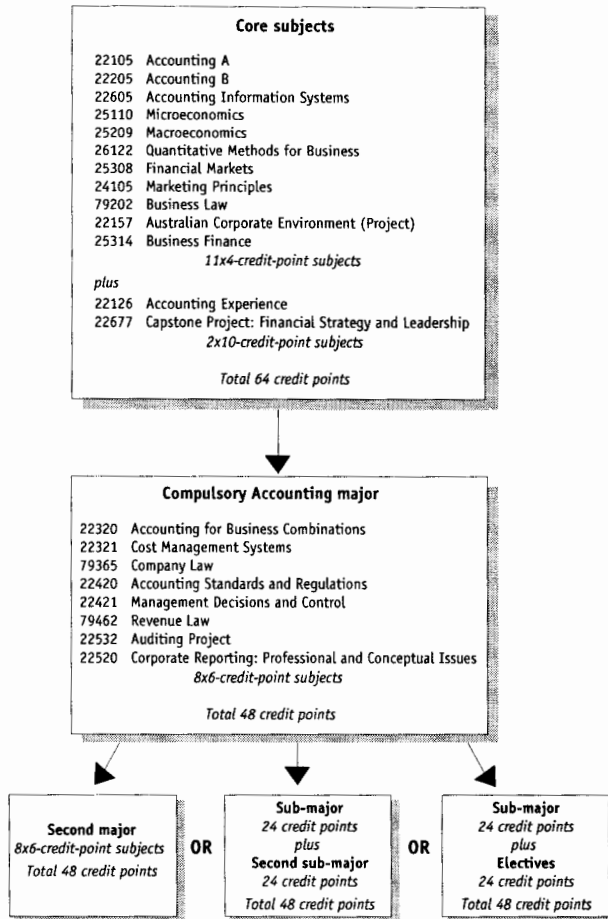
¹ Fast-track studies undertaken during February.

Semester 2 – Industry Experience

| | |
|-------|---|
| 22126 | Accounting Experience |
| 79202 | Business Law |
| 22157 | Australian Corporate Environment (Project) |

Semester 3

| | |
|-------|--------------------------------------|
| 22320 | Accounting for Business Combinations |
| 22321 | Cost Management Systems ¹ |
| 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

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
 Electronic Business
 Finance
 International Business
 Management
 Marketing
 Sport Management
 Tourism

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

¹ Fast-track studies undertaken during February.

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)

- ◆ *Course code: B003*
 - ◆ *Testamur title: Bachelor of Accounting*
 - ◆ *Abbreviation: BAcc(Hons)*
 - ◆ *Course fee: HECS*
-

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

- ◆ *Course code: BL10*
 - ◆ *Testamur title: Bachelor of Arts in Leisure Management*
 - ◆ *Abbreviation: BA*
 - ◆ *Course fee: HECS*
-

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, Sport and Tourism, telephone (02) 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 25 subjects, consisting of 21 core subjects and four 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 |
| 21130 | Management and Organisations |
| 27187 | Leisure Concepts |
| 25222 | Applied Economics |

Semester 2

| | |
|-------|-------------------------------------|
| 21555 | Human Resource Management |
| 27106 | Social Psychology of Leisure |
| 27189 | Workplace Learning 1 |
| 24105 | Marketing Principles |
| 27186 | Leisure and Sport in Social Context |

Semester 3

| | |
|-------|------------------------------|
| 27216 | Leisure Services Management |
| 27189 | Workplace Learning 1 (cont.) |
| 27326 | Leisure and Diversity |
| 27156 | Research Methods 1 |
| — | Elective 1 |

Semester 4

| | |
|-------|---------------------------|
| 27323 | Leisure and Public Policy |
| 22028 | Accounting for Managers |
| 27157 | Research Methods 2 |
| — | Elective 2 |

Semester 5

| | |
|-------|------------------------------|
| 27523 | Leisure and Tourism Planning |
| 27526 | Leisure Theory |
| 27321 | Leisure Management Project 1 |
| 27190 | Workplace Learning 2 |

Semester 6

| | |
|-------|------------------------------------|
| 27628 | Law for Leisure, Sport and Tourism |
| 27322 | Leisure Management Project 2 |
| 27190 | Workplace Learning 2 (cont.) |
| — | Elective 3 |
| — | Elective 4 |

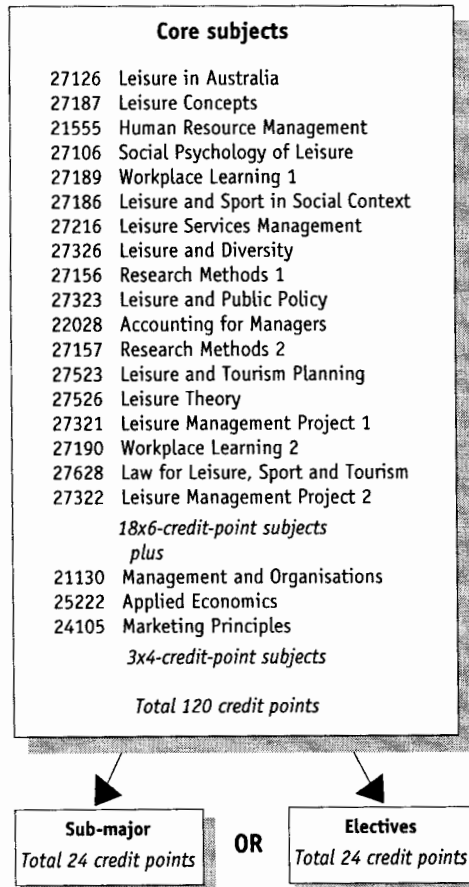
Typical part-time program

Semester 1

| | |
|-------|------------------------------|
| 27126 | Leisure in Australia |
| 21130 | Management and Organisations |

Semester 2

| | |
|-------|------------------------------|
| 21555 | Human Resource Management |
| 27106 | Social Psychology of Leisure |



Semester 3

27187 Leisure Concepts
25222 Applied Economics

Semester 4

24105 Marketing Principles
27186 Leisure and Sport in Social Context
27189 Workplace Learning 1

Semester 5

27216 Leisure Services Management
27189 Workplace Learning 1 (cont.)
27326 Leisure and Diversity

Semester 6

27323 Leisure and Public Policy
22028 Accounting for Managers

Semester 7

27156 Research Methods 1
— Elective 1

Semester 8

27157 Research Methods 2
— Elective 2

Semester 9

27523 Leisure and Tourism Planning
27526 Leisure Theory

Semester 10

27628 Law for Leisure, Sport and Tourism
— Elective 3

Semester 11

27321 Leisure Management Project 1
27190 Workplace Learning 2
— Elective 4

Semester 12

27322 Leisure Management Project 2
27190 Workplace Learning 2 (cont.)

Electives and sub-major

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure, Sport and Tourism. Approval for electives outside the School of Leisure, Sport and Tourism should be sought from the Course Director.

Students may, if they wish, choose from a range of specified subjects to complete a sub-major in: Community Recreation; Tourism; Sport Management; or Arts and Entertainment.

Bachelor of Arts in Tourism Management

- ◆ *Course code: BL11*
- ◆ *Testamur title: Bachelor of Arts in Tourism Management*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS*

The Bachelor of Arts in Tourism Management provides students 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, Sport and Tourism, telephone (02) 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 22 core subjects and three elective subjects.

Typical full-time program

Semester 1

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

Semester 2

24105 Marketing Principles
22205 Accounting B

Core subjects

27324 Strategic Management in Tourism
27166 Tourism Studies Project 2
2x8-credit point subjects
plus
27184 Introduction to Tourism Systems
27648 The Tourism Industry
27185 Introduction to Tourist Behaviour
27327 Tourism's Environmental Interactions
27163 Tourism Industry Practicum
27156 Research Methods 1
21555 Human Resource Management
27323 Leisure and Public Policy
27157 Research Methods 2
27642 Tourism Marketing
27523 Leisure and Tourism Planning
27165 Tourism Studies Project 1
27628 Law for Leisure, Sport and Tourism
plus
27644 Hospitality Operations 1, and
27654 Hospitality Operations 2
or
27643 Travel and Tourism Operations 1, and
27653 Travel and Tourism Operations 2
15x6-credit-point subjects

22105 Accounting A
25222 Applied Economics
24105 Marketing Principles
22205 Accounting B
21130 Management and Organisations
5x4-credit-point subjects

Total 126 credit points

Electives

Total 18 credit points

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

27185 Introduction to Tourist Behaviour
27327 Tourism's Environmental Interactions
21130 Management and Organisations
27163 Tourism Industry Practicum
27156 Research Methods 1

Semester 4

21555 Human Resource Management
27323 Leisure and Public Policy
27157 Research Methods 2
27642 Tourism Marketing

62 Undergraduate courses

Semester 5

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

Semester 6

- 27324 Strategic Management in Tourism
- 27166 Tourism Studies Project 2
- 27628 Law for Leisure, Sport and Tourism
- Elective 3

Electives

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

- ◆ Course code: BL12
 - ◆ Testamur title: Bachelor of Arts in Human Movement Studies
 - ◆ Abbreviation: BA
 - ◆ Course fee: HECS
-

The Bachelor of Arts in Human Movement Studies is currently under review and proposed changes are subject to University approval. These changes will include the addition of a new BA degree in Sport and Exercise Management. Please contact the School of Leisure, Sport and Tourism for further information regarding these degrees.

The Bachelor of Arts in Human Movement Studies 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 provides students 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, Sport and Tourism, telephone (02) 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 | Workplace Learning 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 | Workplace Learning 1 (cont.) |

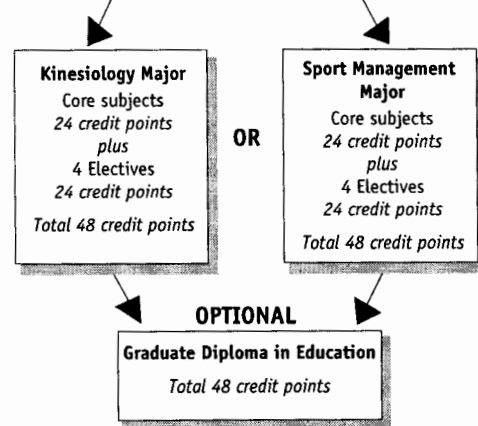
Semester 3

| | |
|-------|---|
| 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 | Sport Management |

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 Sport in Social Context |

| Core subjects | |
|-----------------------------------|---|
| 65014 | Chemistry (Human Movement) |
| 27180 | Functional Kinesiology |
| 27189 | Workplace Learning 1 |
| 91429 | Physiological Bases of Human Movement |
| 27106 | Social Psychology of Leisure |
| 27152 | Measurement and Development of Physical Capacity |
| 27307 | Sport Management |
| 27173 | Efficiency of Human Movement 1 |
| 27160 | Sport and Exercise Behaviour |
| <i>9x6-credit-point subjects</i> | |
| <i>plus</i> | |
| 27183 | Introduction to Human Movement Studies |
| 27149 | Performance Studies 1 |
| 27223 | Mechanics of Human Motion |
| 27249 | Performance Studies 2 |
| 27181 | Human Motor Development |
| 27171 | Applied Kinesiology |
| 27175 | Energetics of Human Movement |
| 27155 | Research Design and Statistics for Human Movement |
| 27174 | Efficiency of Human Movement 2 |
| 27186 | Leisure and Sport in Social Context |
| 27349 | Performance Studies 3 |
| <i>11x4-credit-point subjects</i> | |
| <i>Total 98 credit points</i> | |



Kinesiology major

Semester 5

| | |
|-------|----------------------------|
| 27449 | Performance Studies 4 |
| 27331 | Motor Learning and Control |
| 27190 | Workplace Learning 2 |
| — | Elective 1 |
| — | Elective 2 |

Semester 6

| | |
|-------|-------------------------------------|
| 27222 | Exercise Prescription |
| 27190 | Workplace Learning 2 (cont.) |
| — | Elective 3 |
| — | Elective 4 |
| 27159 | Social Issues in Sport and Exercise |

Sport Management major

Semester 5

- 21130 Management and Organisations
- 22028 Accounting for Managers
- 27190 Workplace Learning 2
- Elective 1
- Elective 2

Semester 6

- 24105 Marketing Principles
- 27628 Law for Leisure, Sport and Tourism
- 27190 Workplace Learning 2 (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

Sport 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 Sport Marketing

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

- ◆ *Course code: BL14*
- ◆ *Testamur title: Bachelor of Arts in Human Movement Studies
Graduate Diploma in Education*
- ◆ *Abbreviation: BA GradDipEd*
- ◆ *Course fee: HECS*

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*
 - ◆ *Testamur title: Bachelor of Arts (Honours) in Leisure Management*
 - ◆ *Abbreviation: BA(Hons)*
 - ◆ *Course fee: HECS*
-

Tourism Management

- ◆ *Course code: BL19*
 - ◆ *Testamur title: Bachelor of Arts (Honours) in Tourism Management*
 - ◆ *Abbreviation: BA(Hons)*
 - ◆ *Course fee: HECS*
-

Human Movement Studies

- ◆ *Course code: BL18*
 - ◆ *Testamur title: Bachelor of Arts (Honours) in Human Movement Studies*
 - ◆ *Abbreviation: BA(Hons)*
 - ◆ *Course fee: HECS*
-

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

The Honours program aims to:

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

or

— 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, Sport and Tourism.
4. Students may choose other graduate level or senior undergraduate level subjects as electives with the approval of the Course Coordinator. These subjects may be taken from other Schools of the Faculty or elsewhere in the University.

Bachelor of Arts in Leisure Management and in International Studies◆ *Course code: BL17*◆ *Testamur title: Bachelor of Arts in Leisure Management and in International Studies*◆ *Abbreviation: BA*◆ *Course fee: HECS*

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 Greece and Vietnam majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. 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.

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, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan, Thailand 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 Comparative 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 *2000 Institute for International Studies Handbook*.

Course program

Semester 1

| | |
|-------|------------------------------|
| 27126 | Leisure in Australia |
| 21130 | Management and Organisations |
| 27187 | Leisure Concepts |
| 25222 | Applied Economics |

Semester 2

| | |
|-------|-------------------------------------|
| 21555 | Human Resource Management |
| 27106 | Social Psychology of Leisure |
| 27189 | Workplace Learning 1 |
| 24105 | Marketing Principles |
| 27186 | Leisure and Sport in Social Context |

Semester 3

| | |
|--------|-------------------------------------|
| 27156 | Research Methods 1 |
| 27189 | Workplace Learning 1 (cont.) |
| 971xxx | Language and Culture 1 ¹ |
| 976xxx | Contemporary Society 1 ² |

Semester 4

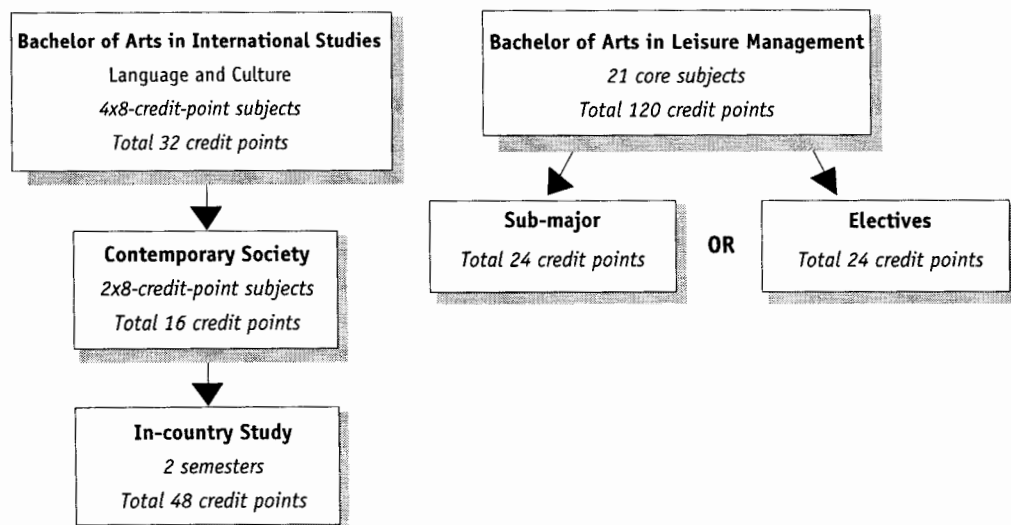
| | |
|--------|-------------------------------------|
| 27157 | Research Methods 2 |
| 22028 | Accounting for Managers |
| 972xxx | Language and Culture 2 ¹ |
| | Elective 1 |

Semester 5

| | |
|--------|-------------------------------------|
| 27216 | Leisure Services Management |
| 27326 | Leisure and Diversity |
| 973xxx | Language and Culture 3 ¹ |
| | Elective 2 |

Semester 6

| | |
|--------|-------------------------------------|
| 27323 | Leisure and Public Policy |
| 974xxx | Language and Culture 4 ¹ |
| 976xxx | Contemporary Society 2 ² |



Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27523 Leisure and Tourism Planning

27526 Leisure Theory

27321 Leisure Management Project 1

27190 Workplace Learning 2

Semester 10

27628 Law for Leisure, Sport and Tourism

27322 Leisure Management Project 2

27190 Workplace Learning 2 (cont.)

Elective 3

Elective 4

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

Comparative Social Change

Contemporary China

Indonesia, Malaysia, Vietnam or Thailand

Comparative Social Change

Contemporary South-East Asia

Japan

Comparative Social Change

Contemporary Japan

Argentina, Chile, Latin America or Mexico

Comparative Social Change

Contemporary Latin America

South China or Taiwan

Comparative Social Change

Chinese East Asia

France, Germany, Greece, Italy or Russia

Comparative Social Change

Contemporary Europe

Bachelor of Arts in Tourism Management and in International Studies

◆ *Course code:* BL16

◆ *Testamur title:* Bachelor of Arts in Tourism Management and in International Studies

◆ *Abbreviation:* BA

◆ *Course fee:* HECS

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.

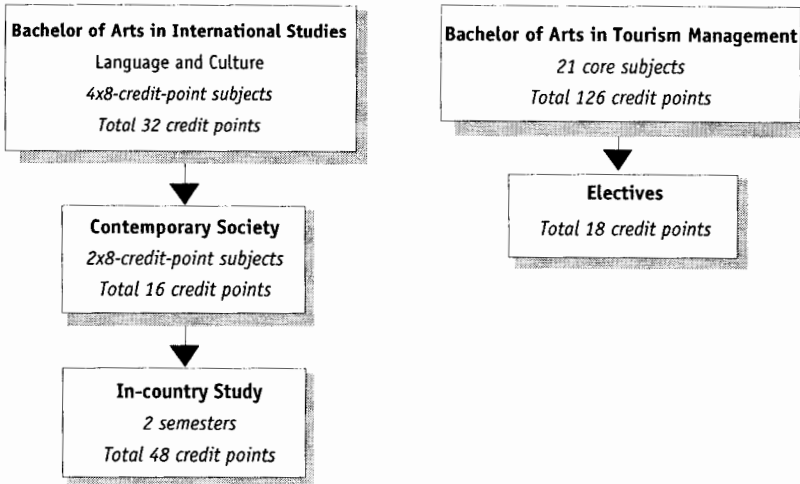
Admission requirements

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 Greece and Vietnam majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. 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, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan, Thailand 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 Comparative 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 *2000 Institute for International Studies Handbook*.

Course program

Semester 1

| | |
|-------|---------------------------------|
| 27184 | Introduction to Tourism Systems |
| 27648 | The Tourism Industry |
| 22105 | Accounting A |
| 25222 | Applied Economics |

Semester 2

| | |
|-------|---------------------------------|
| 24105 | Marketing Principles |
| 22205 | Accounting B |
| 27644 | Hospitality Operations 1 |
| | <i>and</i> |
| 27654 | Hospitality Operations 2 |
| | <i>or</i> |
| 27643 | Travel and Tourism Operations 1 |
| | <i>and</i> |
| 27653 | Travel and Tourism Operations 2 |

Semester 3

| | |
|--------|-------------------------------------|
| 27156 | Research Methods 1 |
| 27163 | Tourism Industry Practicum |
| 971xxx | Language and Culture 1 ¹ |
| 976xxx | Contemporary Society 1 ² |

Semester 4

| | |
|--------|-------------------------------------|
| 27157 | Research Methods 2 |
| 27642 | Tourism Marketing |
| 972xxx | Language and Culture 2 ¹ |

Semester 5

| | |
|--------|--------------------------------------|
| 27185 | Introduction to Tourist Behaviour |
| 21130 | Management and Organisations |
| 27327 | Tourism's Environmental Interactions |
| 973xxx | Language and Culture 3 ¹ |

Semester 6

| | |
|--------|-------------------------------------|
| 27323 | Leisure and Public Policy |
| 21555 | Human Resource Management |
| 974xxx | Language and Culture 4 ¹ |
| 976xxx | Contemporary Society 2 ² |

70 Undergraduate courses

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

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

Semester 10

- 27324 Strategic Management in Tourism
- 27166 Tourism Studies Project 2
- 27628 Law for Leisure, Sport and Tourism
- Elective 3

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

Comparative Social Change
Contemporary China

Indonesia, Malaysia, Vietnam or Thailand

Comparative Social Change
Contemporary South-East Asia

Japan

Comparative Social Change
Contemporary Japan

Argentina, Chile, Latin America or Mexico

Comparative Social Change
Contemporary Latin America

South China or Taiwan

Comparative Social Change
Chinese East Asia

France, Germany, Greece, Italy, Russia or Ukraine

Comparative Social Change
Contemporary Europe

Bachelor of Arts in Human Movement Studies and in International Studies

- ◆ *Course code: BL15*
- ◆ *Testamur title: Bachelor of Arts in Human Movement Studies and in International Studies*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS*

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 Greece and Vietnam majors is restricted to students who have a sound working knowledge of the language of their selected specialisation. 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, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan, Thailand 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 Comparative 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 2000 *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 | Workplace Learning 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 | Workplace Learning 1 (cont.) |

Semester 3

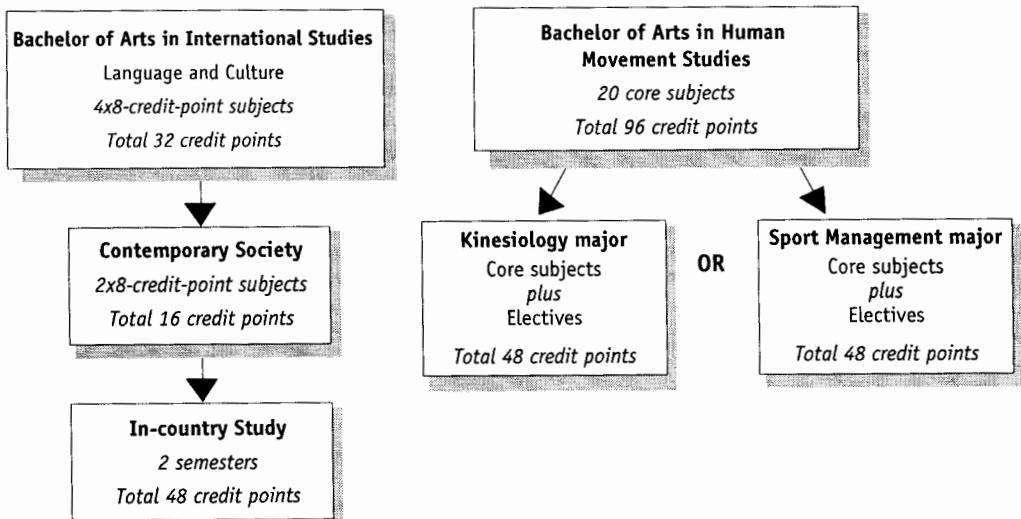
| | |
|--------|---|
| 27152 | Measurement and Development of Physical Capacity |
| 971xxx | Language and Culture 1 ¹ |
| 50140 | Comparative Social Change ² |
| 27155 | Research Design and Statistics for Human Movement |
| 27249 | Performance Studies 2 (cont.) |

Semester 4

| | |
|--------|-------------------------------------|
| 27349 | Performance Studies 3 |
| 27160 | Sport and Exercise Behaviour |
| 972xxx | Language and Culture 2 ¹ |
| 27186 | Leisure and Sport in Social Context |

Semester 5

| | |
|--------|-------------------------------------|
| 27171 | Applied Kinesiology |
| 27175 | Energetics of Human Movement |
| 27307 | Sport Management |
| 973xxx | Language and Culture 3 ¹ |



72 Undergraduate courses

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 Workplace Learning 2

— Human Movement Studies elective

— Human Movement Studies elective

Sport Management major

21130 Management and Organisations

22028 Accounting for Managers

27190 Workplace Learning 2

— Human Movement Studies elective

— Human Movement Studies elective

Semester 10

Kinesiology major

27159 Social Issues in Sport and Exercise

27222 Exercise Prescription

27190 Workplace Learning 2 (cont.)

— Human Movement Studies elective

— Human Movement Studies elective

Sport Management major

24105 Marketing Principles

27628 Law for Leisure, Sport and Tourism

27190 Workplace Learning 2 (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

Comparative Social Change

Contemporary China

Indonesia, Malaysia, Vietnam or Thailand

Comparative Social Change

Contemporary South-East Asia

Japan

Comparative Social Change

Contemporary Japan

Argentina, Chile, Latin America or Mexico

Comparative Social Change

Contemporary Latin America

South China or Taiwan

Comparative Social Change

Chinese East Asia

France, Germany, Greece, Italy, Russia or Ukraine

Comparative Social Change

Contemporary Europe

Bachelor of Medical Science/Bachelor of Arts in Human Movement Studies

This combined degree program is under development by the Faculty of Science in conjunction with the Faculty of Business. Further details are available from the Faculty of Science, telephone (02) 9514 1754, or the School of Leisure, Sport and Tourism, telephone (02) 9514 5497.

Bachelor of Arts in Community Management

- ◆ *Course code: BB07*
- ◆ *Testamur title: Bachelor of Arts in Community Management*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS*

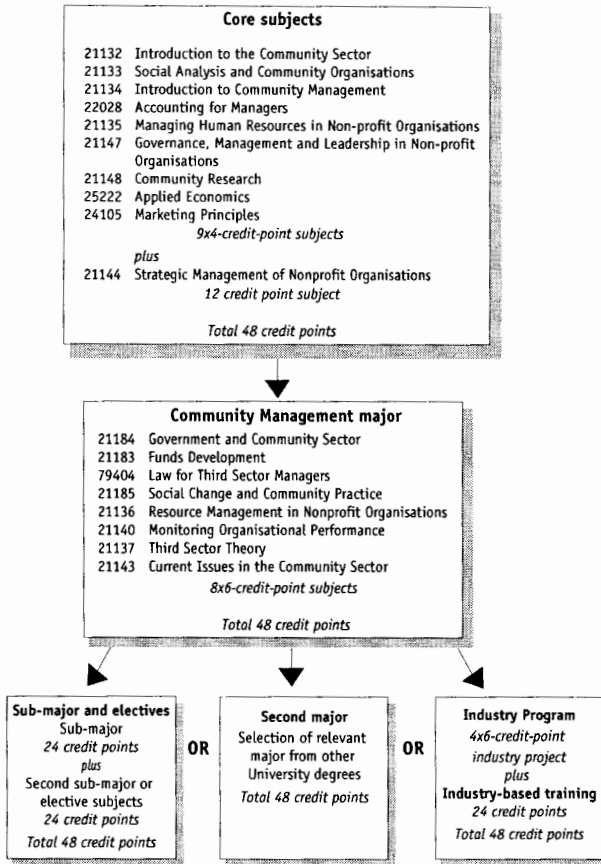
The Bachelor of Arts in Community Management is a specialised course for people already working in nonprofit organisations. The course provides students with a broad understanding of the context of nonprofit organisations and the industries in which they operate, a working knowledge of nonprofit organisations,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

Bachelor of Arts in Community Management course structure



nonprofit organisations will assist students to integrate theory and practice across a range of skills and knowledge areas.

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

nonprofit management. Specific management skills in the areas of law and resource management are extended.

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

Further details are available from Jenny Green, Lecturer in Community Management, telephone (02) 9514 5440.

Bachelor of Arts in Adult Education and Community Management (Aboriginal and Torres Strait Islander Program)

- ◆ *Course code: B009*
- ◆ *Testamur title: Bachelor of Arts in Adult Education and Community Management*
- ◆ *Abbreviation: BA AdEd CommMgmt*
- ◆ *Course fee: HECS*

The Bachelor of Arts in Adult Education and Community Management addresses the professional development needs of indigenous people who are involved in community education and the management of community-based organisations.

The course provides an understanding of the context of community and nonprofit organisations, and the theoretical frameworks

underpinning the role of these organisations in the political and economic environment. Key concepts are introduced and students are assisted in situating their organisations and interests within the wider environments in which they operate.

Admission requirements

The course assumes a basic familiarity with nonprofit and community organisations that require applicants to have been involved in the sector for a minimum of one year in either a paid or unpaid capacity. As a consequence, all students will enter as mature-age students. Course entry is not based on UAI.

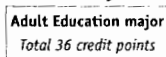
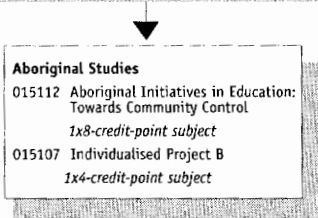
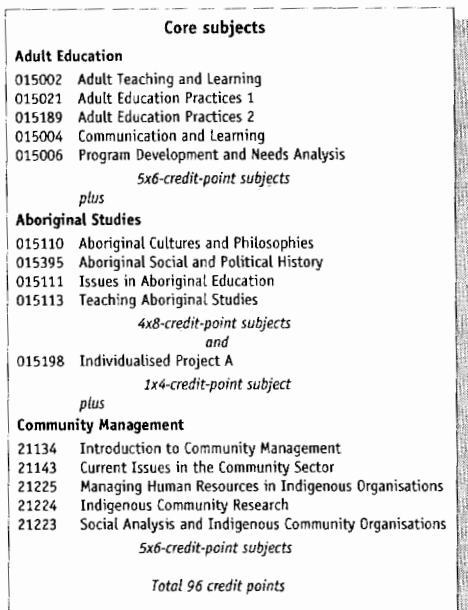
Students who have completed the TAFE Advanced Certificate in Community Management in the three years prior to entry to these courses will be eligible to apply for a block of exemptions that includes up to three subjects. Students should provide a TAFE *Statement of Attainment* attached to an *Application for Exemption* form.

Course structure

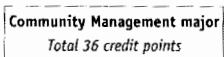
The Bachelor of Arts in Adult Education and Community Management comprises 144 credit points and is completed in three years full time or six years part time. Subjects are run in block release format requiring students to attend for one week or two weeks at a time.

An Advanced Diploma may be awarded to students who choose to exit the program after successful completion of 96 credit points of core subjects.

Further information is available from Sonya Pearce, Indigenous Programs Coordinator, telephone (02) 9514 3774 or email sonya.pearce@uts.edu.au.



OR



Adult Education Major

- 015004 Communication and Learning
- 015003 Portfolio Development
- 015007 Adult Learning in Social Context
- 015033 Program Planning in Community Settings
- 015009 Analysing Current Issues in Australian Education
- 015011 Research Inquiry

Community Management Major

- 21184 Government and Community Sector
- 22028 Accounting for Managers
- 79404 Law for Third Sector Managers
- 21185 Social Change and Community Practice
- 21140 Monitoring Organisational Performance
- 21183 Funds Development

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 5, Quay Street, Haymarket.

The office is open from:

9.00 a.m. – 8.00 p.m. Monday to Friday

Telephone: (02) 9514 3660

Fax: (02) 9514 3554

Email: graduate.business@uts.edu.au

Online at: <http://www.bus.uts.edu.au/gsb>

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.

No exemptions 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. Where a student articulates from one level of study to another, only one testamur will be issued.

RESEARCH PROGRAM

Doctor of Philosophy

Accounting

- ◆ *Course code: BA54*
 - ◆ *Testamur title: Doctor of Philosophy*
 - ◆ *Abbreviation: PhD*
 - ◆ *Course fee: HECS or scholarship¹*
-

Finance and Economics

- ◆ *Course code: BF52*
 - ◆ *Testamur title: Doctor of Philosophy*
 - ◆ *Abbreviation: PhD*
 - ◆ *Course fee: HECS or scholarship¹*
-

Leisure and Tourism Studies

- ◆ *Course code: BL80*
 - ◆ *Testamur title: Doctor of Philosophy*
 - ◆ *Abbreviation: PhD*
 - ◆ *Course fee: HECS or scholarship¹*
-

Management

- ◆ *Course code: BB56*
 - ◆ *Testamur title: Doctor of Philosophy*
 - ◆ *Abbreviation: PhD*
 - ◆ *Course fee: HECS or scholarship¹*
-

Marketing

- ◆ *Course code: BM52*
 - ◆ *Testamur title: Doctor of Philosophy*
 - ◆ *Abbreviation: PhD*
 - ◆ *Course fee: HECS or scholarship¹*
-

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.

¹ The University and the Faculty usually allocate Higher Education Contribution Scheme Scholarships to some PhD students. These scholarships are reviewed annually. There are, however, Union and Students' Association fees to be paid for the use of student facilities.

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 to be eligible for the award of a PhD degree. 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.

Coursework requirements

Candidates with an insufficient background in research methods and/or theoretical knowledge in the core fields of study may be required to undertake initial coursework

subjects. The School Research Coordinator will advise candidates when this is considered necessary.

Final thesis

While candidates may be required to do some coursework, the final assessment for the degree is based on submission of a thesis.

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.

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.

Assessment during candidature

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

In addition, 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.

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.

Master of Business (by thesis)

Accounting

-
- ◆ *Course code:* BA70
 - ◆ *Testamur title:* Master of Business
 - ◆ *Abbreviation:* MBus
 - ◆ *Course fee:* HECS or scholarship¹
-

Finance and Economics

-
- ◆ *Course code:* BF70
 - ◆ *Testamur title:* Master of Business
 - ◆ *Abbreviation:* MBus
 - ◆ *Course fee:* HECS or scholarship¹
-

Management

-
- ◆ *Course code:* BB70
 - ◆ *Testamur title:* Master of Business
 - ◆ *Abbreviation:* MBus
 - ◆ *Course fee:* HECS or scholarship¹
-

Marketing

-
- ◆ *Course code:* BM70
 - ◆ *Testamur title:* Master of Business
 - ◆ *Abbreviation:* MBus
 - ◆ *Course fee:* HECS or scholarship¹
-

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.

¹ Course fees for Master of Business (by thesis) programs may be covered by a HECS or faculty scholarship, which is reviewed annually. There are, however, Union and Students' Association fees to be paid for the use of student facilities.

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 discuss a thesis topic with the School Research Coordinator who will then advise whether the thesis topic is manageable. Applicants may also be required to submit a brief thesis proposal with their application.

Course requirements

Two subject requirements have been established to assist 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:

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 Research Coordinator. 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 is examined by two examiners, of which at least one is 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.

The thesis itself is expected to be in the vicinity of 40,000–50,000 words, and be of distinct relevance to business in areas such as accounting, marketing, finance and economics, and management.

The usual time for completion for a candidate enrolled in a Master's degree is four semesters for full-time study, and six semesters for part-time study.

Assessment during candidature

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

In addition, 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.

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.

Master of Arts (by thesis)

Arts Management

- ◆ *Course code: BL76*
 - ◆ *Testamur title: Master of Arts*
 - ◆ *Abbreviation: MA*
 - ◆ *Course fee: HECS or scholarship¹*
-

Leisure Studies

- ◆ *Course code: BL70*
 - ◆ *Testamur title: Master of Arts*
 - ◆ *Abbreviation: MA*
 - ◆ *Course fee: HECS or scholarship¹*
-

Sports Studies

- ◆ *Course code: BL74*
 - ◆ *Testamur title: Master of Arts*
 - ◆ *Abbreviation: MA*
 - ◆ *Course fee: HECS or scholarship¹*
-

Tourism Studies

- ◆ *Course code: BL72*
 - ◆ *Testamur title: Master of Arts*
 - ◆ *Abbreviation: MA*
 - ◆ *Course fee: HECS or scholarship¹*
-

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, through:

- 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.

Prior to admission, each applicant is required to discuss a thesis topic with the School Research Coordinator who will then advise whether the thesis topic is manageable. Applicants may also be required to submit a brief proposal with their application.

Course requirements

Two subject requirements have been established to assist candidates with the preparation of their theses. The first is an advanced research methods subject that also covers statistical analysis. The second involves reading and formal seminar presentations on current topics in the chosen area of study. The two-subject sequence is:

- 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

In addition, candidates with insufficient knowledge in the area(s) of their proposed research may be required to complete a preparatory semester of up to four bridging subjects. This may apply to students whose first degree comes from an area other than leisure/tourism/sport or arts and cultural

¹ Course fees for the Master of Arts (by thesis) may be covered by HECS or Faculty scholarship, which is reviewed annually. There are, however, UTS Union and Students' Association fees to be paid for the use of student facilities.

policy studies. Candidates will be advised when this is deemed necessary.

The main requirement of the degree is the preparation of a thesis. The thesis presents the results of original research of a theoretical or applied nature. 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 thesis is examined by two examiners, at least one of whom is external to the University, who are experts in the area of research addressed in the thesis. Guidelines for presentation and submission of theses are available from the University Graduate School. The length of the thesis will be between 25,000 – 50,000 words.

Candidates enrolled in a full-time Master's degree can complete the degree in two semesters. However, the more usual time for completion is four semesters for full-time study, and six semesters for part-time study.

Assessment during candidature

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

In addition, 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.

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.

MBA PROGRAM

Master of Business Administration

-
- ◆ *Course code: B056*
 - ◆ *Testamur title: Master of Business Administration*
 - ◆ *Abbreviation: MBA*
 - ◆ *Course fee: \$1,400 per subject*
-

Master of Business Administration (Limited Work Experience)

-
- ◆ *Course code: B063*
 - ◆ *Testamur title: Master of Business Administration*
 - ◆ *Abbreviation: MBA*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Diploma in Business Administration

-
- ◆ *Course code: B055*
 - ◆ *Testamur title: Graduate Diploma in Business Administration*
 - ◆ *Abbreviation: GradDipBusAdmin*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Certificate in Business Administration

-
- ◆ *Course code: B054*
 - ◆ *Testamur title: Graduate Certificate in Business Administration*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,400 per subject*
-

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.

A wide range of specialist skills are introduced through a choice of majors and sub-majors.

The Master of Business Administration (Limited Work Experience) is for graduates with three years' or less work experience, who wish to

develop a career as a generalist or specialist manager.

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.

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.

Course structure

The Master of Business Administration comprises 96 credit points – eight compulsory core subjects (48 credit points), plus eight elective subjects (48 credit points). The Graduate Diploma in Business Administration comprises seven of the core MBA subjects, plus one elective. The Graduate Certificate in Business Administration comprises four of the core MBA subjects.

Electives

Electives can be taken in one of three ways: as one major (48 credit points); as two sub-majors (2 x 24 credit points); or as one sub-major (24 credit points) plus 24 credit points of mixed electives. Successful completion of a major or sub-major is recorded on the student's transcript upon graduation. With approval, some subjects can be chosen from other UTS faculties or other universities.

Majors (48 credit points)

Students are required to complete subjects totalling 48 credit points (e.g. 8 x 6-credit-point subjects). While most Faculty of Business subjects are 6 credit points, except for some half-subjects (3 credit points), a number of majors offered by other faculties include

subjects with more or less than six credit points. Students should check the credit points listed in the subject descriptions at the back of this handbook.

Note: Subjects that require work experience as a prerequisite are not available to students enrolled in the MBA (Limited Work Experience).

Accounting

| | |
|-------|--|
| 22705 | Management Planning and Control |
| 22708 | Management Information Systems |
| 22730 | Assurance for Business Systems and Information |
| 22743 | Financial Statement Analysis and Financial Modelling |
| 22744 | Strategic Cost Management |
| 22746 | Managerial Accounting |
| 22748 | Financial Reporting and Analysis |
| 22753 | Business Analysis |
| 22777 | International Accounting |
| 22751 | Corporate Accounting Issues |

Arts Management

| | |
|-------|--|
| 27753 | The Arts Environment in Australia |
| 27755 | Arts Organisations and Management |
| 27756 | Law and the Arts |
| 27710 | Popular Culture |
| | <i>plus four of the following</i> |
| 27752 | Marketing for the Arts |
| 27758 | Cultural Politics: The Arts and the City |
| 27763 | Arts and Cultural Policy Seminar |
| 27768 | Arts Audience Research Methods |
| 27769 | Professional Practice for Graduates |

Banking and Finance

| | |
|-------|-------------------------------------|
| 25705 | Financial Modelling and Forecasting |
| 25711 | Securities Market Regulations |
| 25721 | Investment Management |
| 25731 | International Finance |
| 25741 | Capital Markets |
| 25743 | Corporate Financial Analysis |
| 25751 | Financial Institution Management |
| 25752 | Financial Institution Lending |

Course program

| Subject no. | Subject name | Graduate Certificate in Business Administration | Graduate Diploma in Business Administration | Master of Business Administration (MBA) |
|----------------------|-------------------------------------|---|---|---|
| 21718 | Organisation Analysis and Design | • | • | • |
| 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) | | | • |
| — | Electives | | 1 | 8 |
| Credit points | | 24 | 48 | 96 |

Business Information Technology

For students with little or no IT background.

- 32531 Global Information Systems
- 32607 Systems Analysis
- 32606 Database
- 31511 Systems Design
- 32532 Conducting Business Electronically
- 32517 Commerce on the Internet
- 32533 Networking Communities
- 32534 Knowledge Management

Business Law

- 79708 Contemporary Business Law
- 79733 Companies and Securities Law
- 79762 International Taxation 1
- 79707 International Taxation 2
- 77783 International Commercial Dispute Resolution
- 79703 Legal Aspects of Contracts Administration
- 79731 Industrial Law
- 79771 Dispute Resolution
- 79742 International Business Law

E-Business Management

- 24706 Services Marketing
- 7xxxx Regulation and Competition Law in Tele-Media
- 4xxxx Enabling E-Business Technologies
- 32532 Conducting Business Electronically
- 21853 Strategic Competitive Advantage in the Digital Age
- 21827 Change Management
plus two of the following
- 21854 Innovation and Entrepreneurship
- 24721 Scenario Planning – New Technology Change Agents
- 21797 Managing the Supply Chain
- 24737 Marketing Information Management

Engineering Management and Policy

- 49001 Judgment and Decision Making
- 49002 Project Management
- 49004 Systems Engineering for Managers
- 49006 Risk Management in Engineering
- 49012 Project Management Support Systems
- 49013 Managing Information Technology in Engineering
- 49095 Infrastructure Planning
- 49122 Ecology and Sustainability
- 49309 Quality Planning and Analysis
- 49318 Manufacturing Systems Management

Executive Management

Work experience is required for all subjects in this major.

Students must gain at least three credit grades in the first four subjects listed below in order to be allowed to complete the major. Students who do not meet this criterion will exit after the first four subjects and take out the Executive Management sub-major.

- 21730 Workshop in Advanced Managerial Skills
- 21827 Change Management
- 21843 Managing Intelligence for Global Business
- 21837 Strategic Operations Management
- 21824 Interpreting Management Information
- 21825 Advanced Organisation Analysis and Design
- 21826 Advanced Management Action
- 21828 Interpreting Strategic Thinking

Facility Management

Work experience is required for all subjects in this major.

- 17550 Environmental Economics
- 17540 Facility Economics
or
- 17560 Research Project

General Management

- 21835 Human Resource Management Practices
- 21784 Global Business Competitive Intelligence
- 21741 Operations Management
- 21779 Management Skills
- 21717 International Management
- 21832 Managing for Sustainability
- 21722 Leadership and Management Action
- 21811 Global Strategic Management

International Business

- 21717 International Management
- 21784 Global Business Competitive Intelligence
- 21811 Global Strategic Management
- 22777 International Accounting
- 24711 Culture, Business and Language in the Asia-Pacific Region
- 24738 International Marketing Management
- 24743 Contemporary Issues in International Marketing
- 25731 International Finance
- 79742 International Business Law

International Marketing

- 24738 International Marketing Management
- 24743 Contemporary Issues in International Marketing
- 24744 Competitive International Marketing Strategy
- 24711 Culture, Business and Language in the Asia-Pacific Region

- 24755 Applied International Marketing Research
- 24791 Business Project – International Marketing
- 24703 Marketing and International Trade Relations
- 24705 Marketing Projects and Services Overseas
- 24700 Promotion and Advertising Overseas

Land Economics

Work experience is required for all subjects in this major.

- 17701 Environment and Control
- 17703 Property Taxation
- 17704 Advanced Property Finance
- 17517 Research Methodology
- 17705 Contemporary Issues in Land Economics
- 17706 Research Project – Land Economics

Marketing

- 24710 Buyer Behaviour
- 24737 Marketing Information Management, or
- 24720 Marketing Research
- 24738 International Marketing Management
- 24730 Advanced Marketing Management
- 24706 Services Marketing
- 24707 Business to Business Marketing
- 24736 Marketing Communications
- 24790 Business Project – Marketing

Operations Management

- 21741 Operations Management
- 21742 Quantitative Management
- 21743 Quality Management Systems
- 21744 Materials Management
- 21832 Managing for Sustainability
- 21745 Service Operations Management
- 21749 Computer-based Information Systems for Managers
- 21797 Managing the Supply Chain

Organisational Learning and Change

Work experience is required for all subjects in this major.

- 21827 Change Management, or
- 21725 Organisational Change and Adaptation
- 21722 Leadership and Management Action
- 21730 Workshop in Advanced Managerial Skills
- 013363 Supporting Workplace Learning and Reform
- 013367 Cultural Diversity in the Workplace: Management and Learning
- 013339 Skills, Technology and Workplace Learning
plus two of the following
- 013337 Managing Change in Adult Education and Training
- 013332 Understanding Adult Education and Training

- 21833 Strategic Management of the Global Workforce
- 21724 Human Resource Management

Professional Accounting

- 22705 Management Planning and Control
- 22730 Assurance for Business Systems and Information
- 22743 Financial Statement Analysis and Financial Modelling
- 22748 Financial Reporting and Analysis
- 22753 Business Analysis
- 22754 Corporate Accounting
- 79733 Companies and Securities Law
- 77865 Introduction to Taxation Law

Project Management

Work experience is required for all subjects in this major.

- 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 Technology 1
- 17405 Project Technology 2

Sport Management

- 27715 Sport Management
- 27716 Sport Marketing
- 27718 Sport and the Law
- 27721 Sport Globalisation
- 27717 Event and Facility Management
- 56744 Public Relations Management
- 27764 Analysis of the Olympic Games
- 27762 Sports Management Seminar

Strategic Information Technology

For students with an undergraduate IT background.

- 32531 Global Information Systems
 - 32517 Commerce on the Internet
 - 32532 Conducting Business Electronically
 - 32533 Networking Communities
 - 32534 Knowledge Management
- the following subjects require work experience
- 32208 Information Processing Strategy
 - 32604 Systems Integration
 - 32204 Advanced Data Management

Tourism Management

- 27705 Tourism Systems
- 27708 The Travel and Tourism Industry
- 27700 Tourism's Environments
- 27767 Tourist Behaviour
- 27711 Leisure and Tourism Planning
- 27707 Applied Research Methods
- 27706 Tourism Strategy and Operations
- 27807 Tourism Marketing

Urban Estate Management

Work experience is required for all subjects in this major.

- 12511 Building Technology and Regulation
- 12518 Property Transactions
- 17701 Environment and Control
- 12525 Property Analysis 1
- 12535 Property Analysis 2
- 12515 Property Life Cycle
- 12524 Property Development
- 17120 Heritage and Development

Sub-majors (24 credit points)

Students are required to complete subjects totalling 24 credit points (e.g. 4 x 6-credit-point subjects). While most Faculty of Business subjects are 6 credit points, except for some half-subjects (3 credit points), a number of sub-majors offered by other faculties include subjects with more or less than six credit points. Students should check the credit points listed in the subject descriptions at the back of this handbook.

Note: Subjects that require work experience as a prerequisite are not available to students enrolled in the MBA (Limited Work Experience).

Accounting for Managers

- 22705 Management Planning and Control
- 22730 Assurance for Business Systems and Information
- 22743 Financial Statement Analysis and Financial Modelling
- 22744 Strategic Cost Management
- 22754 Corporate Accounting
- 22751 Corporate Accounting Issues
- 22777 International Accounting

Adult Communication Management

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

Advanced Corporate Finance

Work experience is required for all subjects in this sub-major.

- 25763 Corporate Treasury Management
- 25765 Corporate Finance
- 25762 Synthetic Financial Products
plus two of the following
- 25824 Project Financing
- 25764 Venture Capital Finance
- 25807 Mergers and Acquisitions
- 25812 Fundraising in International Markets

Arts Management

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

Banking

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

Business Economics

- 25707 Government-Business Relations
- 25705 Financial Modelling and Forecasting
- 25736 Asian-Australian Economic Relations
- 25822 Industry Economics
- 25823 Resource Economics

Business Information Technology

For students with little or no IT background.

- 32531 Global Information Systems
- 32607 Systems Analysis
- 32606 Database
- 32532 Conducting Business Electronically

Business Law

- 79733 Companies and Securities Law
- 79762 International Taxation 1
- 79707 International Taxation 2
- 77783 International Commercial Dispute Resolution
- 79703 Legal Aspects of Contracts Administration

Community Management

Work experience is required for all subjects in this sub-major.

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

Corporate Accounting

- 79733 Companies and Securities Law
- 22705 Management Planning and Control
- 22730 Assurance for Business Systems and Information
- 22743 Financial Statement Analysis and Financial Modelling
- 22748 Financial Reporting and Analysis
- 22751 Corporate Accounting Issues
- 22777 International Accounting

Dispute Resolution

- 79771 Dispute Resolution
- 77745 Negotiation
- 77746 Advanced Mediation
- 77761 Dispute Resolution in Commerce
- 77762 Industrial Dispute Resolution

E-Business Management – Module 1

- 32532 Conducting Business Electronically
 4xxxx Enabling E-Business Technologies
 21827 Change Management
plus one of the following
 21854 Innovation and Entrepreneurship
 24737 Marketing Information Management

E-Business Management – Module 2

- 24706 Services Marketing
 21853 Strategic Competitive Advantage in the Digital Age
 7xxxx Regulation and Competition Law in Tele-Media
plus one of the following
 21797 Managing the Supply Chain
 24721 Scenario Planning – New Technology Change Agents

Electronic Business and Marketing

- 24737 Marketing Information Management
 24716 Research Project in Electronic Business
 24717 Marketing Entrepreneurship in Electronic Business
 24715 Strategic Marketing in Electronic Business

Employment Relations

- 21835 Human Resource Management Practices, or
 21724 Human Resource Management (work experience required)
 21702 Industrial Relations
 21760 Employment Conditions
 21775 Comparative International Employment Relations
 21833 Strategic Management of the Global Workforce

Engineering Management

- 49001 Judgment and Decision Making
 49002 Project Management
 49004 Systems Engineering for Managers
 49012 Project Management Support Systems
 49309 Quality Planning and Analysis

Engineering Policy

- 49006 Risk Management in Engineering
 49013 Managing Information Technology in Engineering
 49095 Infrastructure Planning
 49122 Ecology and Sustainability
 49318 Manufacturing Systems Management

Executive Management

- Work experience is required for all subjects in this sub-major.
 21827 Change Management
 21730 Workshop in Advanced Managerial Skills
 21843 Managing Intelligence for Global Business
 21837 Strategic Operations Management

Finance

- 25705 Financial Modelling and Forecasting
 25721 Investment Management
 25731 International Finance
 25743 Corporate Financial Analysis

Funds Management

- 25721 Investment Management
 25741 Capital Markets
 the following subjects require work experience
 25817 Fixed Incomes Securities
 25818 Real Estate Finance and Investment
 25819 Share Market Analysis
 25821 Yield Curve Analysis

Health Management

- 21739 Health Funding Policy and Resource Management
 21822 International Health Management
 21728 Public Sector Management
 92775 Contemporary Issues in Health Care
 92794 Politics, Power and Policies in Health Care

International Business

- 21717 International Management
 21784 Global Business Competitive Intelligence
 24738 International Marketing Management
 25731 International Finance
 24711 Culture, Business and Language in the Asia-Pacific Region

International Management

- 21717 International Management
 21775 Comparative International Employment Relations
 21784 Global Business and Competitive Intelligence
 21811 Global Strategic Management
 21834 Evolution of International Business

International Marketing

- 24738 International Marketing Management
 24743 Contemporary Issues in International Marketing
 24744 Competitive International Marketing Strategy
 24711 Culture, Business and Language in the Asia-Pacific Region

Knowledge Management

- 57004 Information Environments and Networks
 57007 Knowledge Management
 57002 Electronic Information Systems Design

Leisure Management

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

Management Skills

- 21779 Management Skills
 21722 Leadership and Management Action
 21725 Organisational Change and Adaptation
 (work experience required)
 21784 Global Business Competitive Intelligence
 21717 International Management
 27720 Management Development Outdoors

Managing for Diversity

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

Managing Service Operations

Students must have completed the Operations
 Management sub-major.

- 21745 Service Operations Management
 24706 Services Marketing
 21749 Computer-based Information Systems for
 Managers
 32517 Commerce on the Internet
 21838 Product and Process Design

Manufacturing Management

Students must have completed the Operations
 Management sub-major.

- 21744 Materials Management
 21797 Managing the Supply Chain
 21836 Manufacturing Strategy
 24707 Business to Business Marketing
 49002 Project Management

Marketing

- 24710 Buyer Behaviour
 24737 Marketing Information Management, or
 24720 Marketing Research
 24738 International Marketing Management
 24730 Advanced Marketing Management

Operations Management

- 21741 Operations Management
 21742 Quantitative Management
 21743 Quality Management Systems
 21747 Operations Management Policy
 21832 Managing for Sustainability

Professional Accounting

- 22777 International Accounting
 — Accounting Module 1¹
 — Accounting Module 2¹
 — Taxation Module¹

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

Project Management

Work experience is required for all subjects in this
 sub-major.

- 17101 Project Process 1
 17201 Project Process 2
 17301 Project Process 3
 17401 Project Process 4

Public Management and Policy

- 21728 Public Sector Management
 21711 Politics and Management
 21700 State, Market and Civil Society
 21758 Strategic Governance and the Business of
 Government
 21768 Policy Analysis and Practice
 21732 Program Evaluation

Public Relations

- 57023 Communicating with Publics
 57024 Managing Public Relations Campaigns
 57026 Strategic Communication and Negotiation

Sport Management

- 27715 Sport Management
 27716 Sport Marketing
 27718 Sport and the Law
 27721 Sport Globalisation

Strategic Information Technology

For students with an undergraduate IT
 background.

- 32531 Global Information Systems
 32517 Commerce on the Internet
 32532 Conducting Business Electronically
 32533 Networking Communities

Strategic Management Accounting

- 22705 Management Planning and Control
 22708 Management Information Systems
 22744 Strategic Cost Management
 22746 Managerial Accounting
 22795 Strategic Management Accounting

Strategic Supply Management

- 21797 Managing the Supply Chain
 21798 Strategic Supply Management
plus two of the following
 21784 Global Business Competitive Intelligence
 21811 Global Strategic Management
 24707 Business to Business Marketing
 79703 Legal Aspects of Contracts Administration

Strategy

- 21811 Global Strategic Management
 21832 Managing for Sustainability
 21798 Strategic Supply Management
 21833 Strategic Management in the Global
 Workforce
 21784 Global Business Competitive Intelligence

Sustainability and Responsible Business

| | |
|-------|-------------------------------------|
| 22765 | Environmental Accounting |
| 21700 | State, Market and Civil Society |
| 21832 | Managing for Sustainability |
| 21842 | Managing Responsible Business |
| 77888 | Legal Regulation of the Environment |

Taxation Law

| | |
|-------|---------------------------------|
| 79718 | Advanced Taxation |
| 77838 | Capital Gains Tax |
| 79763 | Contemporary Issues in Taxation |
| 77840 | Tax Administration |
| — | Taxation Module ¹ |

¹ This subject is available only as part of the ICAA Professional Year Programme and successful completion will result in exemption from this subject.

Tourism Management

| | |
|-------|---------------------------------|
| 27705 | Tourism Systems |
| 27708 | The Travel and Tourism Industry |
| 27700 | Tourism's Environments |
| 27767 | Tourist Behaviour |

Urban Estate Management

Work experience is required for all subjects in this sub-major.

| | |
|-------|------------------------------------|
| 12511 | Building Technology and Regulation |
| 12518 | Property Transactions |
| 12525 | Property Analysis 1 |
| 17701 | Environment and Control |

Admission requirements**Master of Business Administration (MBA)**

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, and at least four years' practical experience in industry, commerce or government; or completion of the Graduate Diploma in Business Administration (at credit level); or the Graduate Certificate in Business Administration (at credit level).

Master of Business Administration (Limited Work Experience)

The general admission requirement is an undergraduate degree from a recognised university or equivalent institution.

Graduate Diploma in Business Administration

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, and at least four years' practical experience in industry, commerce or government; or completion of the Graduate Certificate in Business Administration (at credit level).

Graduate Certificate in Business Administration

The admission requirements are similar to the MBA, but with provision for non-graduate admission on the basis of extensive 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.

Master of Business Administration (Mandarin International)

- ◆ *Course code: B059*
- ◆ *Testamur title: Master of Business Administration*
- ◆ *Abbreviation: MBA*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Business Administration (Mandarin International)

- ◆ *Course code: B065*
- ◆ *Testamur title: Graduate Diploma in Business Administration*
- ◆ *Abbreviation: GradDipBusAdmin*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Business Administration (Mandarin International)

- ◆ *Course code: B064*
- ◆ *Testamur title: Graduate Certificate in Business Administration*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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

Options

- 22753 Business Analysis
- 21779 Management Skills
- 21741 Operations Management
- 79708 Contemporary Business Law

Course program

| Subject no. | Subject name | 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 | • or | • | • |
| 25742 | Financial Management | • or | • | • |
| 21720 | Employment Relations | • | • | • |
| 21715 | Strategic Management (Capstone) | | | • |
| — | Options and Electives | | 1 | 8 |
| Credit points | | 24 | 48 | 96 |

Electives

Finance Strand

- 25741 Capital Markets
- 25721 Investment Management
- 25731 International Finance
- 25743 Corporate Financial Analysis

International Business Strand

- 21717 International Management
- 25731 International Finance
- 24738 International Marketing Management
- 21784 Global Business Competitive Intelligence

Students may, with the approval of the MBA (MI) Director, take non-Mandarin course subjects as offered in the MBA.

Admission requirements

Master of Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, English language skills with an IELTS score of at least 5.0, or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

Graduate Diploma in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, English language skills with an IELTS score of at least 5.0, or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

Graduate Certificate in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent 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, or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

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.

Further details

Further details are available from the Course Director, Mr Jonathan Yan, Graduate School of Business, telephone (02) 9514 3556.

Master of Business Administration (Professional Accounting)

- ◆ *Course code: B066*
- ◆ *Testamur title: Master of Business Administration*
- ◆ *Abbreviation: MBA*
- ◆ *Course fee: \$1,400 per subject*

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.

Course program

| Subject no. | Subject name | Master of Business Administration (Professional Accounting) |
|---|--|---|
| 21718 | Organisation Analysis and Design | ● |
| 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) | ● |
| Professional Accounting specialisation | | |
| 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 | Assurance for Business Systems and Information | ● |
| Credit points | | 96 |

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

Admission requirements

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

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.

Graduate Certificate in Business (Managing for Diversity)

- ◆ *Course code: BB77*
- ◆ *Testamur title:*
Graduate Certificate in Business
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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

Admission requirements are normally an undergraduate degree from a recognised university or equivalent institution 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 (02) 9514 3660.

MASTER OF BUSINESS PROGRAM

Accounting

Master of Business in Accounting

-
- ◆ *Course code: BA56*
 - ◆ *Testamur title:*
Master of Business in Accounting
 - ◆ *Abbreviation: MBus*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Certificate in Accounting

-
- ◆ *Course code: BA62*
 - ◆ *Testamur title:*
Graduate Certificate in Accounting
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,400 per subject*
-

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.

Course program

| Subject no. | Subject name | 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 |
| Credit points | | 24 | 72 |

Electives

- 22708 Management Information Systems
- 22730 Assurance for Business Systems and Information
- 22739 Business Project – Accounting
- 22743 Financial Statement Analysis and Financial Modelling
- 22744 Strategic Cost Management
- 22748 Financial Reporting and Analysis
- 22759 Accounting and Enterprise Resource Planning
- 22760 Applied Research Skills in Accounting
- 22795 Strategic Management 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.

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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.

Accounting and Finance

Master of Business in Accounting and Finance

- ◆ *Course code: BA57*
- ◆ *Testamur title: Master of Business in Accounting and Finance*
- ◆ *Abbreviation: MBus*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Accounting and Finance

- ◆ *Course code: BA53*
- ◆ *Testamur title: Graduate Diploma in Accounting and Finance*
- ◆ *Abbreviation: GradDipAccFin*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Accounting and Finance

- ◆ *Course code: BA60*
- ◆ *Testamur title: Graduate Certificate in Accounting and Finance*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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.

Electives

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

Accounting

- 22708 Management Information Systems
- 22730 Assurance for Business Systems and Information
- 22743 Financial Statement Analysis and Financial Modelling¹
- 22744 Strategic Cost Management
- 22749 Business Project – Accounting and Finance
- 22751 Corporate Accounting Issues
- 22759 Accounting and Enterprise Resource Planning
- 22760 Applied Research Skills in Accounting
- 22795 Strategic Management Accounting

Course program

| Subject no. | Subject name | 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 |
| Credit points | | 24 | 48 | 72 |

Finance

- 25721 Investment Management
- 25731 International Finance
- 25743 Corporate Financial Analysis¹
- 25762 Synthetic Financial Products
- 25763 Corporate Treasury Management

The following three credit point subjects are also available:

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

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 equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Banking

Graduate Certificate in Banking

- ◆ *Course code: BF56*
- ◆ *Testamur title: Graduate Certificate in Banking*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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.

Course program

| Subject no. | Subject name | Graduate Certificate in Banking |
|----------------------|---|---------------------------------|
| 25741 | Capital Markets | • |
| 25751 | Financial Institution Management | • |
| 25752 | Financial Institution Lending | • |
| 25721 | Investment Management | • |
| 25721 | or Securities Market Regulations ¹ | |
| Credit points | | 24 |

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

Admission requirements

The general admission requirements are a degree from a recognised university or equivalent 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.

Business Operations Management

Master of Business in Business Operations Management

- ◆ *Course code: BB64*
- ◆ *Testamur title: Master of Business in Business Operations Management*
- ◆ *Abbreviation: MBus*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Business Operations Management

- ◆ *Course code: BB55*
- ◆ *Testamur title: Graduate Diploma in Business Operations Management*
- ◆ *Abbreviation: GradDipBusOpsM*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Business Operations Management

- ◆ *Course code: BB71*
- ◆ *Testamur title: Graduate Certificate in Business Operations Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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
- 21718 Organisation Analysis and Design
- 21720 Employment Relations
- 21749 Computer-based Information Systems for Managers

Course program

| Subject no. | Subject name | 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 | Quality Management Systems | • | • | • |
| 22747 | Accounting for Managerial Decisions | • | • | • |
| 21813 | Managing People | • or • | • | • |
| 21744 | Materials Management | | • | • |
| 21745 | Service Operations Management | | | |
| 21747 | Operations Management Policy | | • | • |
| — | Elective | | • | • |
| 21751 | Management Research Methods | | | • |
| 21794 | Research Proposal – Operations Management | | | • |
| 21795 | Research Project – Operations Management | | | • |
| — | Elective | | | • |
| Credit points | | 24 | 48 | 72 |

- 21779 Management Skills
 21832 Managing for Sustainability
 24734 Managerial Marketing
 — Any one other elective approved by the
 Course Director

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

E-Business Management

Master of Business in E-Business Management

- ◆ *Course code: B085*
 - ◆ *Testamur title: Master of Business in E-Business Management*
 - ◆ *Abbreviation: MBus*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Diploma in E-Business Management

- ◆ *Course code: B084*
 - ◆ *Testamur title: Graduate Diploma in E-Business Management*
 - ◆ *Abbreviation: tba*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Certificate in E-Business Management

- ◆ *Course code: B083*
 - ◆ *Testamur title: Graduate Certificate in E-Business Management*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,400 per subject*
-

This program is subject to final approval.

The E-Business Management program equips the modern manager with the management and technological skills required to operate successfully in the Asia-Pacific region's largest growing industry, telecommunications and media. Students will gain in-depth knowledge of management theory and practice focused on the effects of e-business on the national and corporate agenda. Students will analyse key e-business technological and management issues and examine their effect on industry and corporate change. The program will integrate the interpersonal, organisational, strategic and technological skills required for managers in the global e-business environment.

Electives

Students may choose up to 18 credit points from the following electives:

Accounting

- 22708 Management Information Systems
 22743 Financial Statement Analysis and Financial Modelling
 22777 International Accounting

Computing Sciences

| | |
|-------|------------------------------------|
| 32517 | Commerce on the Internet |
| 32702 | Contemporary Telecommunications |
| 32701 | Advances in Information Technology |
| 32531 | Global Information Systems |
| 95561 | Multimedia Products and Technology |

Engineering

| | |
|-------|--|
| 49602 | Marketing Engineering Services |
| 49012 | Project Management Support Systems |
| 49013 | Managing Information Technology in Engineering |
| 49003 | Economic Evaluation |

Finance and Economics

| | |
|-------|--------------------------|
| 25742 | Financial Management |
| 25731 | International Finance |
| 25706 | Economics for Management |

Law

| | |
|-------|------------------------------|
| 77859 | Computer Law |
| 79211 | Law for Marketing Management |
| 79742 | International Business Law |

Management

| | |
|-------|--|
| 21833 | Strategic Management of the Global Workforce |
| 21717 | International Management |
| 21797 | Managing the Supply Chain |
| 21720 | Employment Relations |

Marketing

| | |
|-------|---|
| 24743 | Contemporary Issues in International Marketing |
| 24734 | Marketing Information Management |
| 24711 | Culture, Business and Language in the Asia-Pacific Region |
| 24721 | Scenario Planning – New Technology Change Agents |

Media Studies

| | |
|-------|--------------------------------|
| 59635 | Business and the Media |
| 50128 | Media, Information and the Law |
| 57007 | Knowledge Management |

Admission requirements**Master of Business**

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent institution.

Graduate Diploma

The general admission requirements are a degree from a recognised university or equivalent institution, or an equivalent professional qualification, and, usually, a minimum of two years' relevant work experience; or completion of a relevant Graduate Certificate.

Graduate Certificate

The general admission requirements are a degree from a recognised university or equivalent institution, or an equivalent 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 program

| Subject no. | Subject name | Graduate Certificate in E-Business Management | Graduate Diploma in E-Business Management | Master of Business in E-Business Management |
|----------------------|--|---|---|---|
| 22747 | Accounting for Managerial Decisions | • | • | • |
| 22746 | Managerial Marketing | • | • | • |
| 4xxxx | Enabling E-Business Technologies | • | • | • |
| 32532 | Conducting Business Electronically | • | • | • |
| 7xxxx | Regulation and Competition Law in Tele-Media | | • | • |
| 21853 | Strategic Competitive Advantage in the Digital Age | | • | • |
| 21827 | Change Management | | • | • |
| 24706 | Services Marketing | | • | • |
| 21854 | Innovation and Entrepreneurship | | | • |
| — | Electives | | | 3 |
| Credit points | | 24 | 48 | 72 |

Employment Relations

Master of Business in Employment Relations

- ◆ Course code: BB58
- ◆ Testamur title: Master of Business in Employment Relations
- ◆ Abbreviation: MBus
- ◆ Course fee: \$1,400 per subject

Graduate Diploma in Employment Relations

- ◆ Course code: BB52
- ◆ Testamur title: Graduate Diploma in Employment Relations
- ◆ Abbreviation: GradDipEmpRels
- ◆ Course fee: \$1,400 per subject

Graduate Diploma in Employment Relations (Industrial Law)

- ◆ Course code: BB52
- ◆ Testamur title: Graduate Diploma in Employment Relations
- ◆ Abbreviation: GradDipEmpRels
- ◆ Course fee: \$1,400 per subject

Course program

| Subject no. | Subject name | 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 | | | | • |
| Credit points | | 24 | 48 | 48 | 72 |

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.

Graduate Certificate in Employment Relations

- ◆ Course code: BB69
- ◆ Testamur title: Graduate Certificate in Employment Relations
- ◆ Abbreviation: none
- ◆ Course fee: \$1,400 per subject

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 human resource management, industrial relations, occupational health, affirmative action, training and development. 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 and international employment relations and, as a result of this study, to improve the quality of their strategic management.

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.

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Finance

Master of Business in Finance

-
- ◆ *Course code:* BF58
 - ◆ *Testamur title:* Master of Business in Finance
 - ◆ *Abbreviation:* MBus
 - ◆ *Course fee:* \$1,400 per subject
-

Graduate Diploma in Finance

-
- ◆ *Course code:* BF51
 - ◆ *Testamur title:* Graduate Diploma in Finance
 - ◆ *Abbreviation:* GradDipFin
 - ◆ *Course fee:* \$1,400 per subject
-

Graduate Certificate in Finance

-
- ◆ *Course code:* BF54
 - ◆ *Testamur title:*
Graduate Certificate in Finance
 - ◆ *Abbreviation:* none
 - ◆ *Course fee:* \$1,400 per subject
-

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.

Course program

| Subject no. | Subject name | 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 |
| Credit points | | 24 | 48 | 72 |

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

Electives

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

Banking Strand

- 25711 Securities Market Regulations
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 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
- 25817 Fixed Income Securities (half subject)
- 25818 Real Estate Finance and Investment (half subject)
- 25819 Share Market Analysis (half subject)
- 25821 Yield Curve Analysis (half subject)
- plus two other Finance electives

Quantitative Finance Strand

- 25709 Derivative Security Pricing
- 25710 Financial Time Series
- 25712 Financial Market Stochastics
- plus two other Finance electives

Finance electives available are:

- 25709 Derivative Security Pricing
- 25710 Financial Time Series
- 25711 Securities Market Regulations
- 25712 Financial Market Stochastics
- 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

The following three credit point subjects are also available:

- 25764 Venture Capital Finance
- 25805 Exotic Derivatives
- 25806 Interest Rate Derivatives
- 25807 Mergers and Acquisitions
- 25808 Credit Risk
- 25809 Technical Analysis
- 25810 Market Risk
- 25811 Swaps
- 25812 Fundraising in International Markets
- 25813 Financial Negotiation Skills
- 25814 Banking and Business Ethics
- 25815 Asian Capital Markets
- 25816 Computational Finance
- 25817 Fixed Income Securities
- 25818 Real Estate Finance and Investment
- 25819 Share Market Analysis
- 25820 Stochastic Simulation in Finance
- 25821 Yield Curve Analysis
- 25822 Industry Economics
- 25823 Resource Economics

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Insurance

Master of Business in Insurance

- ◆ *Course code: B085*
- ◆ *Testamur title: Master of Business in Insurance*
- ◆ *Abbreviation: MBus*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Insurance

- ◆ *Course code: B084*
- ◆ *Testamur title: Graduate Diploma in Insurance*
- ◆ *Abbreviation: GradDipIns*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Insurance

- ◆ *Course code: B083*
- ◆ *Testamur title: Graduate Certificate in Insurance*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

This program is subject to final approval.

The Insurance courses provide students with knowledge of contemporary financial management issues confronting the Australian insurance industry, and with the skills to manage these issues within the organisations where they occur. Students will develop an understanding of the technical processes adopted in the insurance industry and the theoretical concepts underpinning those processes, together with contemporary developments in these areas. Students will gain an understanding of the regulatory regime under which the delivery of Australian insurance related services are directed.

Successful completion of the program meets the educational requirements for professional accreditation with the Australian Insurance Institute and the Australian Association of Insurance Accountants. The program is endorsed by the Insurance Council of Australia.

Course program

| Subject no. | Subject name | Graduate Certificate in Insurance | Graduate Diploma in Insurance | Master of Business in Insurance |
|----------------------|-----------------------------------|-----------------------------------|-------------------------------|---------------------------------|
| 25825 | Principles of Risk and Insurance | • | • | • |
| 25826 | Risk Management | • | • | • |
| 25827 | Liability Insurance | • | • | • |
| 25829 | Property Insurance | • | • | • |
| 25828 | Reinsurance | • | • | • |
| 25830 | Theory of General Insurance | • | • | • |
| 25714 | Insurance Compliance | | • | • |
| 25715 | Insurance Economic Issues | | • | • |
| 25716 | Insurance Portfolio Management or | | • | • |
| 25718 | Insurance Financial Management | | | |
| 25717 | Insurance Risk Financing | | • | • |
| — | Electives | | | 4 |
| Credit points | | 24 | 48 | 72 |

Electives

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

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent institution, or an equivalent professional qualification, and a minimum of two years' relevant work experience; or completion of the Graduate Diploma in Insurance (at credit level) from UTS or other recognised university or equivalent institution.

Graduate Diploma

The general admission requirements are a degree from a recognised university or equivalent institution, or an equivalent diploma or professional qualification, and a minimum of two years' relevant work experience; or completion of the Graduate Certificate in Insurance (at credit level).

Graduate Certificate

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

Marketing

Master of Business in Marketing

- ◆ *Course code: BM53*
 - ◆ *Testamur title: Master of Business in Marketing*
 - ◆ *Abbreviation: MBus*
 - ◆ *Course fee: \$1,400 per subject*
-

Master of Business in International Marketing

- ◆ *Course code: BM54*
 - ◆ *Testamur title: Master of Business in Marketing*
 - ◆ *Abbreviation: MBus*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Diploma in Marketing

- ◆ *Course code: BM51*
 - ◆ *Testamur title: Graduate Diploma in Marketing*
 - ◆ *Abbreviation: GradDipMktg*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Certificate in Marketing

- ◆ *Course code: BM55*
 - ◆ *Testamur title: Graduate Certificate in Marketing*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,400 per subject*
-

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

Course program

| Subject no. | Subject name | 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 | | • | • | • |
| 24720 | or 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 | | | | • |
| 24791 | or Business Project – International Marketing ¹ | | | | |
| Credit points | | 24 | 48 | 72 | 72 |

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.

management problems and fosters skills in generating marketing strategies to solve problems in the marketing domain, both in Australia and overseas.

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

The Master of Business in International Marketing addresses the need to enhance Australia’s international competitiveness in a rapidly changing global environment. The course provides a thorough grounding in the basic principles of marketing, marketing research, planning and strategy. Specific emphasis is placed on international marketing research, current issues impacting on organisations operating internationally

and competitive international marketing strategies. The option exists for overseas market visits as part of the coursework.

Electives for Graduate Diploma or Master of Business in 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
- 24714 Marketing Creativity
- 24715 Strategic Marketing in Electronic Business
- 24716 Research Project in Electronic Business
- 24717 Marketing Entrepreneurship in Electronic Business
- 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

104 Postgraduate courses

- 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

- 24700 Promotion and Advertising Overseas
- 24703 Marketing and International Trade Relations
- 24705 Marketing Projects and Services Overseas
- 24711 Culture, Business and Language in the Asia-Pacific Region
- Any one other international subject approved by the Course Director

Admission requirements

Master of Business

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Work-Based Learning

Master of Business (Work-Based Learning)

- ◆ *Course code:* B082
 - ◆ *Testamur title:* Master of Business
 - ◆ *Abbreviation:* MBus
-

Graduate Diploma in Business (Work-Based Learning)

- ◆ *Course code:* B081
 - ◆ *Testamur title:* Graduate Diploma in Business
 - ◆ *Abbreviation:* GradDipBus
-

Graduate Certificate in Business (Work-Based Learning)

- ◆ *Course code:* B080
 - ◆ *Testamur title:* Graduate Certificate in Business
 - ◆ *Abbreviation:* none
-

Work-Based Learning awards are offered only to employees of organisations with whom UTS has formed a partnership agreement.

In consultation with their employer, the student negotiates a program of learning based on their own interests and needs in addition to those of their employer. By developing a customised learning program relating to the student's work role, a meaningful balance is established between a student's development needs, organisational goals and UTS academic standards.

A customised award program may incorporate a number of elements including recognised current capabilities, related courses at a tertiary institution, in-house training and development courses, and learning from work roles.

Inquiries about this program should be directed to Nicholas Shipley, Manager Work-Based Learning Programs, on telephone (02) 9514 3070.

MASTER OF MANAGEMENT PROGRAM

Arts Management

Master of Management in Arts Management

- ◆ *Course code: BL68*
- ◆ *Testamur title: Master of Management in Arts Management*
- ◆ *Abbreviation: MM*
- ◆ *Course fee: HECS*

Graduate Diploma in Arts Management

- ◆ *Course code: BL52*
- ◆ *Testamur title: Graduate Diploma in Arts Management*
- ◆ *Abbreviation: GradDipAM*
- ◆ *Course fee: HECS*

Graduate Certificate in Arts Management

- ◆ *Course code: BL54*
- ◆ *Testamur title: Graduate Certificate in Arts Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: HECS*

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

| Subject no. | Subject name | 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 | | | • |
| Credit points | | 24 | 48 | 72 |

Electives

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

Admission requirements

Master of Management

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Community Management

Master of Management in Community Management

- ◆ *Course code: BG87*
 - ◆ *Testamur title: Master of Management in Community Management*
 - ◆ *Abbreviation: MM*
 - ◆ *Course fee: HECS*
-

Graduate Diploma in Community Management

- ◆ *Course code: BB73*
 - ◆ *Testamur title: Graduate Diploma in Community Management*
 - ◆ *Abbreviation: GradDipCommM*
 - ◆ *Course fee: HECS*
-

Graduate Certificate in Community Management

- ◆ *Course code: BB72*
 - ◆ *Testamur title: Graduate Certificate in Community Management*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: HECS*
-

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

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

The courses provide an opportunity to study, at a professional level, those factors contributing to the effective management of nonprofit 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 nonprofit organisations and their management. Participants will gain knowledge of the range of nonprofit 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

Course program

| Subject no. | Subject name | Graduate Certificate in Community Management | Graduate Diploma in Community Management | Master of Management in Community Management |
|----------------------|--|--|--|--|
| 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) | | | • |
| Credit points | | 24 | 48 | 72 |

Graduate Diploma is a two-year, part-time course that builds on this and extends participants' skills and knowledge in human resource and legal aspects of nonprofit management. It also offers participants an opportunity to pursue areas of specialist interest.

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

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

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 Nonprofit 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
- 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 equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Health Management

Master of Management in Health Management

-
- ◆ *Course code: BB76*
 - ◆ *Testamur title: Master of Management in Health Management*
 - ◆ *Abbreviation: MM*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Diploma in Health Management

-
- ◆ *Course code: BB75*
 - ◆ *Testamur title: Graduate Diploma in Health Management*
 - ◆ *Abbreviation: GradDipHlthM*
 - ◆ *Course fee: \$1,400 per subject*
-

Graduate Certificate in Health Management

-
- ◆ *Course code: BB74*
 - ◆ *Testamur title: Graduate Certificate in Health Management*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,400 per subject*
-

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

Course program

| Subject no. | Subject name | Graduate Certificate in Health Management | Graduate Diploma in Health Management | Master of Management in Health Management |
|--|---|---|---------------------------------------|---|
| 92775 | Contemporary Issues in Health Care | • | • | • |
| 21728 | Public Sector Management [<i>Public</i>] | • | • | • |
| 21724 | Human Resource Management | • | • | • |
| 21739 | Health Funding Policy and Resource Management | • | • | • |
| 92794 | Politics, Power and Policies in Health Care | | • | • |
| — | Elective | | • | • |
| either – Coursework stream | | | | |
| 21813 | Managing People | | • | • |
| — | Elective | | • | • |
| 24734 | Managerial Marketing | | | • |
| 21822 | International Health Management | | | • |
| 21758 | Strategic Issues in Community Management | | | • |
| or | | | | |
| 21715 | Strategic Management [<i>Private</i>] | | | • |
| — | Elective | | | • |
| or – Management Research stream | | | | |
| 21813 | Managing People | | • | • |
| — | Health Research Methods Option ¹ | | • | • |
| 21754 | Research Proposal (Public/Community) | | | • |
| 21822 | International Health Management | | | • |
| 21792 | Research Project (Public/Community) | | | • |
| 21758 | Strategic Issues in Community Management | | | • |
| or | | | | |
| — | Elective [<i>Private</i>] | | | • |
| Credit points | | 24 | 48 | 72 |

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; or 92889 Quantitative Research Design

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.

Admission requirements

Master of Management

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Leisure Management

Master of Management in Leisure Management

- ◆ *Course code: BL66*
- ◆ *Testamur title: Master of Management in Leisure Management*
- ◆ *Abbreviation: MM*
- ◆ *Course fee: HECS*

Graduate Diploma in Leisure Management

- ◆ *Course code: BL50*
- ◆ *Testamur title: Graduate Diploma in Leisure Management*
- ◆ *Abbreviation: GradDipLeisM*
- ◆ *Course fee: HECS*

Graduate Certificate in Leisure Management

- ◆ *Course code: BL55*
- ◆ *Testamur title: Graduate Certificate in Leisure Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: HECS*

Leisure is one of the principal social and economic features of life. The Australian leisure industries – in the commercial, public, and nonprofit sectors – provide facilities and services, as well as 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 societies and 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 relevant to the organisation, planning, marketing and provision of leisure services. Vocational, conceptual and research skills are developed in an educational climate that fosters intellectual and professional inquiry. Students will gain a theoretical and practical understanding of leisure in both the Australian and international context. Involvement with leisure industry practitioners is a significant feature of the courses.

The Graduate Certificate is a one-year, part-time course offering an introduction to management in the leisure industries. The four subjects of the Graduate Certificate can be completed in intensive mode. 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 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 conduct of an investigatory project. Part-time enrolment normally involves class attendance for one evening a week.

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

Course program

| Subject no. | Subject name | Graduate Certificate in Leisure Management | Graduate Diploma in Leisure Management | Master of Management in Leisure Management |
|----------------------|--------------------------|--|--|--|
| 27713 | Leisure Management | • | • | • |
| 27701 | Leisure Industry | • | • | • |
| 27707 | Applied Research Methods | | • | • |
| 27702 | Applied Leisure Theory | | • | • |
| 27770 | Project Preparation | | | • |
| 27946 | Master's Project | | | • |
| — | Electives | 2 | 4 | 6 |
| Credit points | | 24 | 48 | 72 |

Electives

- 22771 Accounting for Public, Leisure and Community Organisations
- 24734 Managerial Marketing
- 27182 International Tourism
- 27700 Tourism's Environment
- 27703 Events Management
- 27704 Economics of Leisure and Tourism
- 27705 Tourism Systems
- 27706 Tourism Strategy and Operations
- 27708 The Travel and Tourism Industry
- 27710 Popular Culture
- 27711 Leisure and Tourism Planning
- 27713 Leisure Management
- 27714 Tourist Attractions Management
- 27715 Sport Management
- 27716 Sport Marketing
- 27717 Event and Facility Management
- 27718 Sport and the Law
- 27720 Management Development Outdoors
- 27752 Marketing for the Arts
- 27753 The Arts Environment in Australia
- 27755 Arts Organisations and Management
- 27756 Law and the Arts
- 27757 Ecotourism Planning and Management
- 27758 Cultural Politics: The Arts and the City
- 27759 Accounting and Finance for the Arts
- 27760 Leisure Management Seminar
- 27764 Analysis of the Olympic Games
- 27765 Tourist Event Management
- 27766 Managing Transportation for Tourism
- 27767 Tourist Behaviour
- 27769 Professional Practice for Graduates
- 27772 Natural Area Management
- 27773 Guiding and Interpretation Management
- 27807 Tourism Marketing
- 27808 Travel and Tourism Law
- 27811 Cultural Tourism
- 27945 Leisure and Tourism Futures
- 56011 Public Relations Strategies and Management
- 56744 Public Relations Management
- 98719 Tourism, Recreation and Protection Area Management

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

Admission requirements

Master of Management

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Management – General

Master of Management

- ◆ *Course code: BG88*
- ◆ *Testamur title: Master of Management*
- ◆ *Abbreviation: MM*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Management

- ◆ *Course code: BB68*
- ◆ *Testamur title: Graduate Diploma in Management*
- ◆ *Abbreviation: GradDipM*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Management

- ◆ *Course code: BB67*
- ◆ *Testamur title: Graduate Certificate in Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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 nonprofit 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 program 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.

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.

Course program

| Subject no. | Subject name | Graduate Certificate in Management | Graduate Diploma in Management | Master of Management |
|-------------------------|-----------------------------|------------------------------------|--------------------------------|----------------------|
| — | Electives | 4 | 8 | 8 |
| Applied Research | | | | |
| 21751 | Management Research Methods | | | • |
| 21814 | Management Project Design | | | • |
| 21815 | Management Project | | | • |
| — | Elective | | | • |
| Credit points | | 24 | 48 | 72 |

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:

- 21702 Industrial Relations
- 21715 Strategic Management
- 21717 International Management
- 21718 Organisation Analysis and Design
- 21720 Employment Relations
- 21722 Leadership and Management Action
- 21724 Human Resource Management
- 21725 Organisational Change and Adaptation
- 21728 Public Sector Management
- 21730 Workshop in Advanced Managerial Skills
- 21741 Operations Management
- 21742 Quantitative Management
- 21743 Quality Management Systems
- 21744 Materials Management
- 21745 Service Operations Management
- 21784 Global Business Competitive Intelligence
- 21797 Managing the Supply Chain
- 21798 Strategic Supply Management
- 21813 Managing People
- 21832 Managing for Sustainability
- 79703 Legal Aspects of Contracts Administration
- 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 equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Sports Management

Master of Management in Sports Management

-
- ◆ *Course code:* BL69
 - ◆ *Testamur title:* Master of Management in Sports Management
 - ◆ *Abbreviation:* MM
 - ◆ *Course fee:* \$1,400 per subject
-

Graduate Diploma in Sports Management

-
- ◆ *Course code:* BL53
 - ◆ *Testamur title:* Graduate Diploma in Sports Management
 - ◆ *Abbreviation:* GradDipSportsM
 - ◆ *Course fee:* \$1,400 per subject
-

Graduate Certificate in Sports Management

-
- ◆ *Course code:* BL60
 - ◆ *Testamur title:* Graduate Certificate in Sports Management
 - ◆ *Abbreviation:* none
 - ◆ *Course fee:* \$1,400 per subject
-

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: sport marketing, accounting practices, sport and the law, public relations management, event and facility management, and research methods. They also

Course program

| Subject no. | Subject name | Graduate Certificate in Sports Management | Graduate Diploma in Sports Management | Master of Management in Sports Management |
|----------------------|--|---|---------------------------------------|---|
| 27715 | Sport Management | • | • | • |
| 27716 | Sport 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 | Applied Research Methods | | • | • |
| 27770 | Project Preparation | | | • |
| 27762 | Sport Management Seminar | | | • |
| — | Elective | | | • |
| 27946 | Master's Project | | | • |
| Credit points | | 24 | 48 | 72 |

provide the theoretical knowledge needed to understand the changing nature of the Australian sport environment.

The Graduate Certificate is a one-year, part-time course that provides a basic introduction to the sport 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 sport 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 sport 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).

Electives

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

Admission requirements

Master of Management

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

Tourism Management

Master of Management in Tourism Management

- ◆ *Course code: BL67*
- ◆ *Testamur title: Master of Management in Tourism Management*
- ◆ *Abbreviation: MM*
- ◆ *Course fee: \$1,400 per subject*

Graduate Diploma in Tourism Management

- ◆ *Course code: BL51*
- ◆ *Testamur title: Graduate Diploma in Tourism Management*
- ◆ *Abbreviation: GradDipTourismM*
- ◆ *Course fee: \$1,400 per subject*

Graduate Certificate in Tourism Management

- ◆ *Course code: BL56*
- ◆ *Testamur title: Graduate Certificate in Tourism Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,400 per subject*

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.

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

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

Course program

| Subject no. | Subject name | 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 | Applied Research Methods | • | • | • |
| 27706 | Tourism Strategy and Operations | | • | • |
| 27807 | Tourism Marketing | | • | • |
| 27767 | Tourist Behaviour | | • | • |
| — | Elective | | • | • |
| 27770 | Project Preparation | | | • |
| 27761 | Tourism Management Seminar | | | • |
| — | Elective | | | • |
| 27946 | Master's Project | | | • |
| Credit points | | 24 | 48 | 72 |

Electives

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

Admission requirements

Master of Management

The general admission requirements are a degree from a recognised university or equivalent 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 equivalent 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 equivalent 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 equivalent 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.

PROGRAMS OFFERED IN CONJUNCTION WITH OTHER FACULTIES

Engineering Management

Master of Engineering Management

- ◆ *Course code: EP85*
 - ◆ *Testamur title: Master of Engineering Management*
 - ◆ *Abbreviation: MEM*
 - ◆ *Course fee: \$9,600*
-

Graduate Certificate in Engineering Management

- ◆ *Course code: EP57*
 - ◆ *Testamur title: Graduate Certificate in Engineering Management*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$4,800*
-

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 *2000 Faculty of Engineering Handbook*.

Inquiries about these courses should be directed to the Graduate Students Adviser, Lyn Smith, Faculty of Engineering, on telephone (02) 9514 2606.

Information Technology Management

Master of Business in Information Technology Management

- ◆ *Course code: MC85*
 - ◆ *Testamur title: Master of Business in Information Technology Management*
 - ◆ *Abbreviation: MBus*
 - ◆ *Course fee: \$1,650 per six credit point subject*
-

Graduate Diploma in Information Technology Management

- ◆ *Course code: MC75*
 - ◆ *Testamur title: Graduate Diploma in Information Technology Management*
 - ◆ *Abbreviation: GradDipInfTechM*
 - ◆ *Course fee: \$1,650 per six credit point subject*
-

Graduate Certificate in Information Technology Management

- ◆ *Course code: MC63*
 - ◆ *Testamur title: Graduate Certificate in Information Technology Management*
 - ◆ *Abbreviation: none*
 - ◆ *Course fee: \$1,650 per six credit point subject*
-

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 *2000 Faculty of Mathematical and Computing Sciences Handbook*.

Inquiries about these courses should be directed to Alison Stevens, Professional Programs Manager, on telephone (02) 9514 1925.

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.

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.

21121**Managing Electronic Business Processes***Undergraduate**6cp; prerequisites: 21130 Management and Organisations; 24307 Electronic Business Principles; corequisite: 24408 Marketing Strategy for Electronic Business*

Introduces the major issues and trends impacting upon the management of electronic business processes. Provides an overview of the importance of developing and linking the electronic business strategy of an enterprise to its corporate and business objectives. Explores how electronic business can enhance the competitive advantage of the enterprise. Students analyse business processes and methodologies for business process re-engineering. Addresses major issues relating to the evaluation of IT systems investments, business performance evaluation, organisational restructuring and the management of cross-functional activities for improved efficiencies. Develops awareness of the impact of electronic business on the management of change in different environments.

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*

Raises awareness of the need to efficiently and effectively manage business processes. Students develop an understanding of how to manage business processes through examining and assessing the wide range of techniques and tools that have been developed to assist in this and related decision making. Provides a scientific basis for solving business process problems and improving the performance of business processes. The emphasis in this subject practical rather than theoretical. Students gain an awareness of contemporary approaches to organisational design and change, and the opportunities provided by modern information and communications technologies in achieving competitive advantage.

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.

21222

Volunteer Recruitment

*Undergraduate
6cp*

Examines the nature and scope of recruitment and selection requirements for major events and for the voluntary sector. Provides an understanding of the nature of voluntary recruitment practices and its relation to the wider human resource planning role. Examines the theory and practice of this type of recruitment strategy. Provides an opportunity to build on the theoretical and practical aspects of job analysis and computerised recruitment techniques. Finally, it allows the student to develop and implement practical interviewing and selection skills, and to develop valid decisions making techniques in recruitment and selection.

21223

Social Analysis and Indigenous Community Organisations

*Undergraduate
6cp*

Introduces a conceptual framework for examining the historical and current social context of policy development in regards to indigenous people in Australia. Explores the role of indigenous organisations in responding to social policy.

21224**Indigenous Community Research***Undergraduate**6cp*

Provides a foundation in basic research and evaluation skills as they can be applied in indigenous community organisations. Introduces students to basic research skills which they may be able to use in a variety of ways, such as carrying out a community needs analysis, evaluating the performance of their organisation, conducting action research, assessing the community's response to the service, and undertaking research into community issues. Students are encouraged to evaluate and modify techniques for use in indigenous communities.

21225**Managing Human Resources in Indigenous Organisations***Undergraduate**6cp*

Introduces the basic principles of personnel management and industrial relations and explores their applicability and application in indigenous organisations. Explores the unique features of community management and the roles and personnel practices in relation to paid staff and volunteers. Examines recruitment, selection, staff development principles, industrial conditions and resolving industrial disputes.

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

124 Subject descriptions

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.

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 management (HRM) practices, and exposes students to the skills of HRM through the use of 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 1 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.

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*

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.

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.

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

Operations management is about the way organisations produce goods and services. Everything we buy, eat read and wear has to be produced. Every service we receive from hospitals, banks, local government, the local cinema etc. has to be produced. This subject provides a broad introduction to planning, design, implementation and improvement of operations. Topics covered include operations strategy; various approaches to operations planning and control; quality management; performance measurement; supply chain management; and operations improvement. Teaching methods include case studies and a hands-on simulation exercise.

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

Quality Management Systems

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**Materials Management***Postgraduate**6cp*

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*

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; prerequisite: 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.

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 submitted as a written proposal covering the literature review and the aims and research methodology of the proposed project.

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.

21758

Strategic Governance and the Business of Government

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.

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.

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

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.

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.

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.

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.

21813**Managing People***Postgraduate**6cp*

Uses a behavioural science theory and research perspective to diagnose organisational processes. Students learn to apply behavioural science ideas to analyse individual performance issues and organisational processes in the management of human performance at work; relate people management practices to developments in management thought and to changing values in the world of business and administration; critically evaluate the major theories and models that have been developed to explain individual, group and inter-group behaviour in work organisations; and appraise organisational communication practices in the context of organisational diversity.

Provides an introduction to the field of people management; basic individual psychology; motivation, job design and performance

management; managing groups at work; self-managing work teams; intergroup behaviour and conflict in organisations; leadership; behavioural aspects of decision-making; 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

134 Subject descriptions

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 Information

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

Advanced 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: 21718 Organisational 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

Interpreting 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.

21833

Strategic Management of the Global Workforce

Postgraduate
6cp

Focuses on issues relating to the management of a global flexible workforce, specifically strategic international dimensions of human resource management (HRM). Topics include the strategic link between international business and international HRM; theories of strategic international HRM; strategy, structure and the people management function; contemporary issues in international HRM; expatriate management; and critical evaluation of the international HRM function. Particular emphasis will be placed on the management of expatriates in new organisational forms, e.g. networks and joint ventures.

21834

Evolution of International Business

Postgraduate
6cp

Traces the evolution of international business over the last 200 years. Highlights the impact of trade upon the development of the modern world, particularly in the Asian region, and its impact upon wealth distribution and political influence. Integrates the various waves of technological innovation with changing trade

and influence patterns. Covers the interaction of political thought with economic and trade changes. Discusses changes in business structures and management practice. Running through the subject is an attempt to identify past lessons which may be relevant to the evolution of the modern world.

21835

Human Resource Management Practices

Postgraduate
6cp

Examines key human resource management (HRM) functions and processes from the perspectives of the multiple stakeholders in the employment relationship. Develops specific HRM knowledge and skills in workforce planning; job analysis; position descriptions; staffing; training and development; performance management; and remuneration management. Develops a critical perspective to the strategic function of HRM in the strategic management process.

21836

Manufacturing Strategy

Postgraduate
6cp; prerequisite: any two subjects from the Operations Management sub-major and any two subjects from the Manufacturing Management sub-major

Explores the process of how to develop a manufacturing strategy to support the achievement of corporate objectives. Focuses on taking an integrated approach to linking all the functional areas of business operation and manufacturing to ensure an efficient and balanced production system, rather than the 'optimisation' of any single functional area's performance or output. Covers general background; industry, competition and the organisation; core concepts; produce demand forecasting and master planning; principles of production; purchasing; physical distribution; maintenance and management; the role and fit of packaged approaches; and business performance monitoring.

21837

Strategic Operations Management

Postgraduate
6cp; prerequisite: any four core MBA subjects

Provides an applied perspective to the question of how to analyse and manage business operations in both the manufactured goods and the service sectors. Adopts a

strategic focus in demonstrating how operations can be used to leverage the competitive capability of an enterprise in global markets and to increase effectiveness of public sector delivery environments. Raises awareness of the increasing interdependence between service functions as integral to the process of manufactured goods.

21838

Product and Process Design

Postgraduate
6cp

Central to the integration of management with the manufacturing process is the business of simultaneous consideration of product and process design and development. The balancing of these requirements is referred to as concurrent engineering, and involves questions of product quality, economics of manufacturing, safety and environmental concerns, and choices of raw material, purchased parts and manufacturing processes. The concerns are all central to the implementation of a strategic manufacturing perspective for the firm. Covers product requirements; product engineering; concurrent engineering; and project design management in compliance with manufacturing strategy.

21839

Volunteer Recruitment for Major Events

Postgraduate
6cp; *prerequisite: relevant work experience and good communication skills; interview by subject coordinator*

Examines the nature and scope of recruitment and selection requirements for major events and for the voluntary sector. Provides an understanding of the nature of voluntary recruitment practices and its relation to the wider human resource planning role. Examines the theory and practice of this type of recruitment. Provides an opportunity to build on the theoretical and practical aspects of job analysis and computerised recruitment techniques and allows participants to develop and implement practical interviewing, selection and decision making skills through 72 hours of practical experience.

21842

Managing Responsible Business

Postgraduate
6cp

Provides a systematic examination of how business can demonstrate responsible practices toward other stakeholders, including communities and trading partners locally and globally, and the general environment. Addresses these issues from multiple perspectives and at levels ranging from the individual to the international community.

21843

Managing Intelligence for Global Business

Postgraduate
6cp; *prerequisite: minimum two years' full time work experience*

Gaining and maintaining a competitive advantage in business and government often relies on keeping fully informed about potential developments likely to affect the future of an organisation's products and its markets both within Australia and internationally. The establishment and maintenance of a strategically designed, competitive intelligence system within an organisation is one way of keeping up to date about opportunities and threats. However, competitive intelligence involves considerations that are far broader than just maintaining details of market or industry analysis. Knowledge of the country context such as barriers to, or ease of entry, the end for strategic alliances; legislative frameworks; labour market structures; and the stability of political systems provide some key focus points for examining the global environment.

21853

Strategic Competitive Advantage in the Digital Age

Postgraduate
6cp

An integrating subject concerned with obtaining competitive advantage at a strategic level in the digital age. Using a framework approach to strategic competitive advantage and change management, the subject examines the digital information age at three levels. First, at a national policy level by comparing the approach of the USA, UK and Australia. Second, at the level of tele-media industry and the organisations that supply it. Thirdly, the effect of the digital age (through e-business) on the strategic competitive advantages of

138 Subject descriptions

industries already affected in the USA will be reviewed, as well as changes to competitive advantage in Australia.

21854

Innovation and Entrepreneurship

Postgraduate
6cp

Presents students with a perspective on new, small and innovative enterprise in comparison with the traditional large, bureaucratic and conservative organisation. An understanding of innovation and new venture creation is provided. Students gain an appreciation of the challenges and problems of small business and develop the skills valuable for a career in small to medium enterprises.

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

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.

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 (F/T)

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.

21912

Thesis in Management (P/T)

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

142 Subject descriptions

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 Assurance Services and Audit

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**Assurance Services and Audit***Undergraduate*

6cp; 22420 Accounting Standards and Regulations or 22320 Accounting for Business Combinations

Addresses the provision of assurance services. Focuses mainly on the attest services offered by auditors to provide credibility of information in company and other organisation financial statements. Also considers the expansion of assurance services beyond the traditional financial statement audit into such areas as risk assessment, information system reliability, asset protection, detection and prevention of fraud and electronic commerce. Deals with the methodology necessary to complete a financial statement audit or to provide other assurance services, and the criteria and professional standards used to measure information quality and integrity. Studies the audit process of understanding client's operations and risk, analytical review and the pivotal importance of evaluation of the quality of client internal control. Evaluates internal control in a COSO framework. While internal control systems are evaluated assuming a business environment where information systems are an integral part of control systems and client operations, a variety of information technology environments (including the use of enterprise resource planning (ERP) systems such as SAP e-commerce applications) are introduced. Provides an understanding of professional, ethical and legal requirements and responsibilities in completing and reporting on assurance tasks. Accredited by the accounting professional bodies.

22523**Assurance in Electronic Business***Undergraduate*

6cp; prerequisites: 22205 Accounting B; 24307 Electronic Business Principles

Addresses the accounting and assurance implications of doing business electronically including accounting's role in attesting to the credibility of information. Considers consumer to business and business to business e-commerce transactions in traditional and ERP (such as SAP) environments. Examines services such as WebTrust for attesting reliability and integrity of web sites, and researches and develops methodologies to attest that credibility of information. Students

will gain substantial first-hand experience in undertaking assurance and auditing services for e-commerce, and will develop skills to understand, provide and communicate assurance services for e-commerce.

22531**Special Topics in Auditing***Undergraduate*

6cp; prerequisite: 22522 Assurance Services and Audit

Builds on the knowledge gained by students in 22522 Assurance Services and Audit 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.

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.

22615

Accounting Information Systems

Undergraduate
6cp

Details available from the School of Accounting.

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**Assurance for Business Systems and Information***Postgraduate**6cp*

Addresses the provision of assurance and auditing services for internal and external auditing. Sets out the professional and legal expectations and responsibilities of assurance services and financial statement audits. Deals with the control framework in accounting information systems for the ensuring of security of information and other assets and the integrity of these systems. These controls are evaluated from the perspective that they permeate the entire organisation and are pervasive and inherent in the management of a business. Issues considered include, COSO and COBIT, the nature and purpose of control, its design and operation and management. Application control framework, safeguarding assets and data integrity, cryptography and encryption, electronic business environment (EDI systems), and business continuity planning and disaster recovery plans. Provides students with competencies in audit methodology of risk and control evaluation, evidence collection and evaluation in various accounting information systems environments including enterprise resource programming (ERP) systems such as SAP. Develops and expands these competencies into providing

assurance services on information other than financial information. Accredited by the accounting professional bodies.

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.

22759

Accounting and Enterprise Resource Planning

Postgraduate

6cp; prerequisites: 22747 Accounting for Managerial Decisions; 22746 Managerial Accounting

Introduces accounting students to the 'world of enterprise-wide systems' and provides an integrated view on accounting, information management, and business processes in companies. Presents the major issues in accounting data management, enterprise resource planning (ERP), and modelling of business processes. Introduces and applies SAP R/3 as an example of a comprehensive, sophisticated ERP-system. Analyses two dimensions of integrated standard software: ERP-systems serving as (1) accounting information systems, and as (2) business re-engineering tools for processes relevant for accounting.

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.

22765

Environmental Accounting

Postgraduate

6cp

Combines conceptual and theoretical issues relating to corporations and environmental accounting. Highlights practical issues, such as problems associated with measurement and the analysis of the effects of environmental regulations on a business. Discusses alternative

paradigms. Assesses implications for the supply of appropriate financial information to all stakeholders.

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.

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 encourages students to appreciate the value of models as tools of conceptual analysis. Marketing strategy is considered 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 use of 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 companies. Critically assesses current marketing approaches by service sector operators.

Topics covered include services marketing as a field of study; developing frameworks for services marketing; customer focus; the nature of service quality; creating and delivering new services; measurement of customer perceived quality; marketing to existing customers; marketing to your internal customer; managing the evidence; marketing communication and promotion of services; implementing a service marketing culture; and services marketing strategy.

24307

Electronic Business Principles

Undergraduate

6cp; prerequisite: 24105 Marketing Principles

Introduces students to emerging electronic business environments. Presents an overview of the technological elements of electronic environments using the internet as an exemplar for emerging electronic business initiatives within the World Wide Web. Emphasises the ways in which organisations are rethinking their building of customer relationships. Explores, at an introductory level, the legal, social and organisational issues related to the development of virtual communities and corporations within emerging electronic environments.

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 contemporary wholesaling and retailing trends and their impact upon Australian distribution – both domestic and international.

24408

Marketing Strategy for Electronic Business

Undergraduate

6cp; prerequisite: 24307 Electronic Business Principles

Further develops electronic business and marketing strategy models and frameworks. Students will critically analyse current electronic and marketing strategy models and frameworks in different competitive environments, using case studies. As electronic business and marketing strategy concepts are still in the emerging and formative stages, students will be rigorously challenged to rethink and redefine concepts of strategy for electronic business environments. Students will be introduced to new strategic thinking concepts, tools and processes applicable to highly uncertain and rapidly changing high-technology industries and environments. Students will apply their perspectives to electronic business and marketing strategy through an academic paper and a group case study project.

24412**Electronic Business Project***Undergraduate**6cp; prerequisite: 24408 Marketing Strategy for Electronic Business*

Involves applying knowledge gained to an electronic business problem faced by a firm. Students will develop a project proposal defining the problem, and outlining the methodology for the investigation of the problem; prepare a critical literature review from secondary data sources; conduct a primary research project working with the client firm; produce a written report on the project; and conduct a seminar to present the key findings, conclusions and recommendations from the project. Students will be expected to conclude the project with an executive briefing on the project to their client firms.

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 the 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; and develops an appreciation of the various forms of promotion which are appropriate to developing international business.

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; corequisite: 24517 Contemporary International Marketing Issues

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 representatives.

24604

Project in Advertising

Undergraduate

6cp; prerequisite: 24510 Research Methods in Advertising

Provides a hands-on opportunity to apply all of the key advertising management 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 stage; and conclude 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 theoretical basis and methodology for in-depth investigation of a particular international marketing problem; students then 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: 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 the 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; and builds on appreciation of the various forms of promotion which are appropriate to developing international business.

24703**Marketing and International Trade Relations***Postgraduate**6cp; prerequisites: 24734 Managerial Marketing desirable: 24738 International Marketing Management*

Assists students in acquiring an understanding of the influence governments can have on doing business overseas; develops an ability to evaluate the opportunities and constraints on marketing overseas that arise from international trade relations activities; and creates 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.

24704**Managing Client Relations***Postgraduate**6cp; for Master of Business in Information Technology Management students only*

Enables students to understand the particular needs of clients in the IT industry, and strategies for marketing to such clients. Examines the role of marketing in business development. Examines and evaluates the role and scope of client needs specific to the IT industry. Explores particular vendor and customer issues, such as product marketing; account management and expansion; the maintenance 'building' of customer/client relationships; and loyalty programs. Using case studies, discusses the international dimension of marketing Australian IT. Students will develop marketing proposals and business cases as applied exercises.

24705**Marketing Projects and Services Overseas***Postgraduate**6cp; prerequisites: 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: 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, transpor-

tation 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: 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, profitseeking 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; corequisite: 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: 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.

24714**Marketing Creativity***Postgraduate**6cp; prerequisite: 24734 Managerial Marketing*

Builds a bridge between creativity and marketing. Designed to complement and build on participants' previous marketing study. In marketing, creativity can be effectively applied in many areas including new strategies, new product development, new channels and new customer segment definition. An intellectually challenging and highly interactive subject. Of particular benefit to practising marketers.

24715**Strategic Marketing in Electronic Business***Postgraduate**6cp; prerequisite: 24734 Managerial Marketing*

Examines the alternative marketing strategies used in electronic commerce and evaluates relevant strategic marketing concepts in different competitive environments. The challenge managing the transformation and business migration strategies from 'place' to electronic marketing 'space' is experienced using a business simulation.

24716**Research Project in Electronic Business***Postgraduate**6cp; prerequisite: 24715 Strategic Marketing in Electronic Business*

Students engage in an in-depth field investigation of an electronic marketing initiative in a specific industry environment. Appropriate research methodologies are evaluated and applied to the project.

24717**Marketing Entrepreneurship in Electronic Business***Postgraduate**6cp; prerequisite: 24715 Strategic Marketing in Electronic Business*

Students identify issues and compile case studies of marketing entrepreneurship in electronic business. This includes review of the current literature and on-site discussions with managers involved in innovative, entrepreneurial electronic initiatives.

24719**Advanced Marketing Strategy***Postgraduate**6cp; prerequisites: 22747 Accounting for Managerial Decisions; 24710 Buyer Behaviour; 24737 Marketing Information Management or 24720 Marketing Research*

Marketing strategy involves gaining a favoured position when providing goods or services to selected groups of clients. The attractiveness of alternative strategies within the marketing arena is affected by the interaction of all exchange elements of the marketing program in the context of a variety of situational factors (within the company, the industry and the broader environment). Further strategies evolve and change to match new market dynamics with client demand. The alignment of owned or accessed competencies and capabilities to deliver superior customer value is the challenge for effective strategy development. A combination of approaches will be listed in the study program.

24720**Marketing Research***Postgraduate**6cp; prerequisite: 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.

24721

Scenario Planning – New Technology Change Agents

Postgraduate

6cp; prerequisite: 24737 Marketing Information Management

Introduces students to the concept of developing views of the future within the context of a business organisation. Various business planning tools and concepts commonly used to develop future views are considered, with an emphasis on their application to technological forecasting. Scenario planning is presented as an exemplary methodology, with students participating directly in formal planning processes focused on technological issues. New tools that facilitate emergent thinking processes essential in an innovative, dynamic and uncertain business environment will also be examined.

24730

Advanced Marketing Management

Postgraduate

6cp; prerequisite: 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; 24710 Buyer Behaviour is recommended

Examines advertising, promotion and business communication decisions from an advanced viewpoint based on theory and research findings. Provides managers with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying relevant target audiences, formulating and testing strategies and evaluating campaign results. Considers contemporary issues in advertising, together with reference to complementary aspects such as publicity and direct marketing. Includes an applied project covering these decision factors.

24737

Marketing Information Management

Postgraduate

6cp; prerequisite: 24734 Managerial Marketing

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

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: 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: 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: 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; 24720 Marketing Research or 24737 Marketing Information Management; 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: 24734 Managerial Marketing; 24738 International Marketing Management; corequisite: 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

158 Subject descriptions

to develop an appreciation of the ways in which marketing systems might be compared and evaluated across national boundaries. A greater understanding of the role and significance of Australian business in the international economy will also be achieved.

24780

Readings in Marketing

Postgraduate

6cp; prerequisite: prior permission from the School

Undertaken under the direction of a member of staff. The topic must be approved by the Head, School of Marketing. Formal lectures in selected areas may be required, as directed by the supervising lecturer. Allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Master of Business in Marketing program. Topics chosen should be related to other subjects within the student's area of specialisation.

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

A capstone subject for Master of Business in Marketing or MBA Marketing major students. 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; prerequisite: admission to the Honours program

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; prerequisite: admission to the Honours program

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 macroeconomic theory to review current theories of the labour market. Looks at changes in Australian labour markets, and issues such as the role of gender, ethnicity, trade unions, technology, education and discrimination in labour market outcomes. Discusses contemporary issues and debates related to the operation of labour markets – such as wage determination and unemployment.

25308

Financial Markets

Undergraduate

4cp; corequisite: 26122 Quantitative Methods for Business

Provides an understanding of the functioning of Australia’s financial system and its relationship to global financial markets. Introduces students to the principles of intermediation and professional financial markets; the forces that influence interest and exchange rates; the roles of the Reserve Bank; and the instruments (futures, forwards, 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 macroeconomic 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 macro-economic statistics. Other topics include: special issues dealing with monetary policy in Australia; systemic crises; international

162 Subject descriptions

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 Financial Market Stochastics

Builds on the techniques and concepts developed in the subject 25712 Financial Market Stochastics 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

Financial Market Stochastics

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.

25714

Insurance Compliance

Postgraduate

6cp; prerequisites: Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute

Develops an understanding of compliance processes operating within the Australian general and life insurance industries. Identifies the nature and scope of contemporary external compliance requirements either from Regulators or from external benchmarks.

25715**Insurance Economic Issues***Postgraduate**6cp; prerequisites: Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*

Develops an understanding of the social, political, legal and financial forces which may impact upon the autonomy of insurance industry participants. Identifies the nature, scope and volatility of these influences.

25716**Insurance Portfolio Management***Postgraduate**6cp; prerequisites: Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*

Develops an understanding of contemporary general insurance underwriting and portfolio management techniques and the theoretical concepts which support these processes. Examines the changes that are occurring to those processes, the impact of varying market cycles and the response of the industry to these issues.

25717**Insurance Risk Financing***Postgraduate**6cp; prerequisites: Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*

Develops an understanding of contemporary risk financing techniques available to both insurers and insureds. Directs attention to the extent to which these alternative risk-financing techniques are structuring ongoing insurance relationships.

25718**Insurance Financial Management***Postgraduate**6cp; prerequisites: Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*

Develops an understanding of the financial management reporting processes in the general insurance industry, the changes that are occurring to those processes and the response of the industry to emerging issues.

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 optimal 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: 25816 Computational 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 Financial Market Stochastics*

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**Credit Risk***Postgraduate**3cp; prerequisite: 25712 Financial Market Stochastics*

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**Market Risk***Postgraduate**3cp; prerequisite: 25712 Financial Market Stochastics*

Considers useful yet practical measures of market risk. A widely used summary measure of market risk is value-at-risk or VAR. Describes the concept and reviews the methods of calculating VAR and discusses its applications. In particular, studies the calculation of VAR using historical simulation methods, Monte Carlo simulation techniques, scenario based methods and analytical (variance/covariance) methods. Also discusses issues related to handling of instruments with non-linear pay-offs, such as options. Reviews implementation issues resulting in model risk. Several recent research papers by leading researchers in this area will be synthesised and presented. Discusses the widely used parametric model of J P Morgan, RiskMetrics. Provides sophisticated stochastic simulation based software.

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 Financial Market Stochastics; 25762 Synthetic Financial Products*

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***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

Stochastic Simulation in Finance

Postgraduate

3cp; prerequisite: 25712 Financial Market Stochastics

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; 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.

25825

Principles of Risk and Insurance

Postgraduate

3cp

Develops an understanding of the fundamental principles of risk and use of insurance in the management of risk exposures. Directs attention to the insurance process and the regulation of that process.

25826**Risk Management***Postgraduate**3cp*

Develops an understanding of the concepts and processes utilised in the management of corporate risk exposures. Directs attention to the analytical processes by which corporate risk exposures may be identified and the availability of strategies to control identified exposures.

25827**Liability Insurance***Postgraduate**3cp; prerequisites: 25825 Principles of Risk and Insurance; 25826 Risk Management*

Develops an understanding of the fundamental principles of liability insurance, underwriting and claims management. Directs attention to contemporary liability risk exposure trends and the related liability insurance portfolio management issues.

25828**Reinsurance***Postgraduate**6cp; prerequisites: 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance*

Develops an understanding of the fundamental principles of reinsurance, reinsurance underwriting and portfolio management. Directs attention to identification and analysis of contemporary reinsurance trends and issues.

25829**Property Insurance***Postgraduate**3cp; prerequisites: 25825 Principles of Risk and Insurance; 25826 Risk Management*

Develops an understanding of the fundamental principles of property insurance, underwriting and claims management. Directs attention to contemporary risk exposure and the related property insurance portfolio management issues.

25830**Theory of General Insurance***Postgraduate**6cp; prerequisites: 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance*

Develops an understanding of the application of statistical and quantitative methods to the general insurance underwriting process. Identifies both the techniques and issues to be addressed in the management of a general insurance portfolio and the regulatory regime within which such portfolios operate.

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

172 Subject descriptions

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 integrated 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; risk 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.

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 1*

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
6cp; 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 Marketing or 27716 Sport 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

174 Subject descriptions

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 1

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

Popular Writing on Travel and Tourism

Undergraduate

6cp

Develops an understanding of the travel writing genre and its relationship to the growth and development of tourism, both internationally and in Australia. 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
6cp

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
6cp; 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 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 Sport 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**Sport 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
6cp; prerequisite: completion of the first year of the BA in Tourism Management

Provides students with an understanding of career paths within the tourism industry as well as basic job-seeking skills such as resumé writing. Introduces students to matters associated with occupational health and safety, employee rights and equal employment opportunity within the context of the tourism industry. Provides students with the opportunity to gain first-hand experience of firms/organisations in which they are considering seeking employment upon graduation. Allows students to see directly how the content of their program can be applied in a practical setting. Expands the professional network of students which can later be used to facilitate job placement. Students are required to complete 10 weeks (400 hours) of industry experience (in Years 2 and 3 of their program) to fulfil the work placement component of this subject.

27165

Tourism Studies Project 1

Undergraduate
6cp; prerequisite: 27157 Research Methods 2. This subject is only available to students in their final year of study.

The subjects Tourism Studies Project 1 and 2 act as capstone subjects for the BA in Tourism Management by bringing together knowledge and skills developed throughout the course. Students select a problem, issue, or opportunity of interest to both themselves and a specific client organisation and prepare a detailed research proposal. As a prelude to the

preparation of this document, students are required to undertake an analysis of their chosen problem using the Tourism System model. A critical appraisal of the chosen client organisation's decision-making processes is also conducted.

27166

Tourism Studies Project 2

Undergraduate
8cp; 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.

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 Diversity

Enables students to follow up the introductory material provided in 27326 Leisure and Diversity. 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 1*

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 1***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 1*

Examines the effects of environmental influences such as heat, cold, high and low pressure, and pollution on physical performance. Focuses on developing a strong theoretical understanding as well as developing proficiency in the practical skills required for sport and exercise performance in specific adverse environmental conditions.

27177**Event and Facility Management***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 1*

Examines the role of physical exercise as a therapeutic adjunct in the amelioration of certain chronic medical conditions. Focuses on developing a strong understanding of the physiological, biomechanical, psychological and sociological limitations of these chronic medical conditions as well as developing proficiency in the skills required for individualised prescription of exercise programs for special populations.

27179

Festivals and Special Events

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 Sport 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 Diversity

Enables students to follow up the introductory material provided in 27326 Leisure and Diversity. 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

Workplace Learning 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

Workplace Learning 2

Undergraduate

6cp; prerequisite: 27189 Workplace Learning 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.

27252

The Sport Industry

Undergraduate

6cp

As the Australian sport industry becomes more complex, the number of agencies involved in the delivery of sport products and services multiplies. Examines individual agencies to determine their respective input into the sport environment and explores the relationships and interconnectedness between such groups. Assesses and analyses the impact of business, technology and the various arms of government on both mass and elite sport to provide a coordinated perspective of the sport industry.

27253

Sport in the Global Marketplace

Undergraduate

6cp

Examines similarities and differences in the production and consumption of sport in the international environment. Provides students with a critical understanding and the essential skills necessary for leaders of sport and leisure industries to prosper in a rapidly emerging global marketplace.

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

Sport Management

Undergraduate

6cp; prerequisite: 21130 Management and Organisations

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.

27321**Leisure Management Project 1**

*Undergraduate
6cp; prerequisite: 27323 Leisure and Public Policy; corequisites: 27526 Leisure Theory; 27523 Leisure and Tourism Planning*

Together with Leisure Management Project 2, this subject is the culmination of the theoretical and professional studies stream of the BA in Leisure Management. Upon conclusion, students will be able to identify, articulate, and debate professional issues that they will confront in their future careers. Students will combine academic and management skills into consultative expertise.

27322**Leisure Management Project 2**

*Undergraduate
6cp; prerequisite: 27321 Leisure Management Project 1*

Together with Leisure Management Project 1, this subject is the culmination of the theoretical and professional studies stream of the BA in Leisure Management. Upon conclusion, 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.

27323**Leisure and Public Policy**

*Undergraduate
6cp*

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.

27324**Strategic Management in Tourism**

*Undergraduate
8cp; 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.

27326**Leisure and Diversity**

*Undergraduate
6cp; 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

182 Subject descriptions

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 Sport 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.

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 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 1***Undergraduate**6cp; corequisite: 27653 Travel and Tourism Operations 2*

Provides students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills associated with retail travel agency operations. Equips students with the ability to undertake tasks associated with entry level positions within the retail and associated sectors of the tourism industry.

27644**Hospitality Operations 1***Undergraduate**6cp; 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

6cp; corequisite: 27643 Travel and Tourism Operations 1

Provides students with knowledge and skills associated with operational level positions within the tour wholesaler and inbound tour operator sub-sectors of the tourism industry. Describes the characteristics of both the tour wholesaler and inbound tour operator sub-sectors; identifies key resources employed in the operation of tour wholesalers and inbound tour operators; develops operational level skills associated with running both an inbound tour operator and tour wholesaler business; discusses interrelationships that exist between inbound tour operators and tour wholesalers and other sectors of the tourism industry.

27654**Hospitality Operations 2***Undergraduate**6cp; 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 Industry***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: 27184 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

Applied Research Methods

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 Industry*

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: 27705 Tourism Systems or 27708 The Travel and Tourism Industry*

Examines the distinctive aspects of tourist attraction management and marketing. Examines a range of selected case studies, which in the past have included, Gledswood Homestead, Manly Aquarium, and the Australian Museum. Reviews the relationship between tourist attractions and inbound tour operators, coach tour operators, and local, regional and state tourist organisations. It should be noted that this subject involves a number of field visits.

Students seeking to develop knowledge and skills relevant to the pursuit of careers in the tourist attraction area, or in tourism industry sectors which interact closely with tourist attractions, will find this subject of interest.

27715**Sport Management***Postgraduate**6cp*

Explores basic management concepts as they relate to the sports environment. Examines context, structures and processes through the major themes of: background to sport administration; theories of management; strategic planning; human resource issues; and management skills and processes.

27716**Sport 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 Sport Management*

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 Sport Management*

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.

27720

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.

27721

Sport Globalisation

*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 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

Sport Management Seminar

Postgraduate

6cp

Examines current research in selected fields of the sport and exercise sciences and/or sport 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 sport 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 Applied Research Methods 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 Applied Research Methods 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 Applied Research Methods

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 Applied Research Methods

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 fieldsetting.

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 Applied Research Methods

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 Industry; 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 *Applied Research Methods*; 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; for MBA (*Mandarin International*) students only

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.

013337

Managing Change in Adult Education and Training

Postgraduate
6cp

This subject will enable teachers, trainers and managers in a range of educational contexts to manage the change process in education more efficiently and effectively. Practice-based research on effective management of program change and on how best to develop a workplace supportive of continuous improvement and innovation will be outlined, illustrated and tested. The attributes of effective change leaders will be discussed and the implications for students identified. The subject addresses the urgent need to enhance educators' capability to manage the relentless demands for change now faced by all educational institutions and groups across Australia.

013339

Skills, Technology and Workplace Learning

Postgraduate
6cp

This subject examines a number of issues relating to the links between skill formation and changing workplace technologies. Specific focuses include changing skill requirements, the social dimension of skill, factors that influence choices about technology and ways in which technology is used to control us to facilitate learning.

013343

Adult Communication Management 1

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 1

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.

013363

Supporting Workplace Learning and Reform

Postgraduate

6cp

This subject examines the process by which an enterprise becomes more like a learning organisation against a backdrop of the current industry and enterprise reform agenda. It introduces a number of conceptual shifts that need to occur in areas like work organisation, employee relations and training in order to move in the direction of a learning organisation.

013367

Cultural Diversity in the Workplace: Management and Learning

Postgraduate

6cp

Cultural diversity is a critical issue in the contemporary workplace. This is in part due to the rapid pace of globalisation and the increasing local demographic diversity as a result of immigration and a more fluid international labour market. At the same time the restructuring of work puts a greater emphasis on culture as a management concept. This subject examines the consequences of these changes for workplace learning whether located in educational institutions or in the workplace.

015002

Adult Teaching and Learning

Undergraduate

6cp

Introduces participants to the major schools of teaching and learning theory that inform the practice of adult education in its major forms

in Australia. Examines a number of key practitioners and theorists who have contributed to, or are identified with, the various schools.

015003

Portfolio Development

Undergraduate

6cp

This subject is designed to provide participants with the knowledge and skills to identify, document and present their prior and current learning in a portfolio. This subject while providing participants with a tangible record of their personal learning achievements also models the process of portfolio development that is now a common feature of monitoring and recording workplace learning in organisational contexts.

015004

Communication and Learning

Undergraduate

6cp

Develops knowledge and skills in interpersonal communication for adult educators who work effectively in face-to-face situations as teachers of adults, coordinators of teachers or managers of adult education organisations. Extends participants' understanding of the relationship between culture, context and language by exploring contemporary perspectives on the nature of human communication and by applying selected communication strategies to enhance teaching and learning.

015006

Program Development and Needs Analysis

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.

015007

Adult Learning in Social Context

Undergraduate

6cp

This core subject aims to assist the educator of adults to understand how adult learning is shaped by social context, and to understand

and respond appropriately to social influences on their professional practice. Context is examined at different levels of the group, the organisation, community and society, introducing the participant to a range of social theories and perspectives.

015009

Analysing Current Issues in Australian Education

Undergraduate
6cp

This subject examines key issues that impact on adult learning in the contemporary Australian context. It is designed to give an overview of the relationship of these issues to developments in the wider Australian society. Participants will critically analyse these issues in terms of current educational and economic policies and their impact on educational practices and contemporary debates.

015011

Research and Inquiry

Undergraduate
6cp

The subject will offer a range of perspectives on research from the contexts of adult and workplace education. It will deal with a range of different types of research (formal, policy-related and informal) and illustrate different research paradigms and perspectives. It will also form one pathway to a research-based Honours year. The subject will extend the participant's ability to evaluate current research and to reflect critically upon their practice by developing their understanding of research and inquiry processes.

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.

015021

Adult Educational Practices 1

Undergraduate

Draws on the theoretical principles explored in core subjects to develop the practical teaching and facilitation skills of participants in their roles as community educators.

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.

015033

Program Planning in Community Settings

Undergraduate
6cp

This subject introduces students working in community settings to the practice of planning strategies and programs to help people learn. Students will study various methods for identifying education needs in community settings and a wide range of possible teaching and learning strategies. Emphasis will be placed on helping students make informed decisions about choosing an appropriate combination of needs-analysis techniques and teaching and learning strategies. This subject has a focus on practice and is a stepping stone to the more theoretical core subject Program Development.

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.

015107

Individualised Project B

Undergraduate
4cp

Individualised projects are delivered through the learning contract method. A learning contract is a structured method whereby each participant in consultation with a staff adviser designs and implements manageable learning activities. The emphasis is on making the activity relevant to those professional and personal needs of the participant which are consistent with the aims of the course.

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.

015113

Teaching Aboriginal Studies

Undergraduate
8cp

Provides an opportunity for students to become competent teachers of Aboriginal studies in a practical hands-on way. Explores a number of ways of translating social content in learnable/teachable episodes.

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.

015189**Adult Education Practices 2**

Undergraduate
6cp

Explores the relationship of teaching to learning in the contexts of participants' concurrent roles in the workplace and as teachers and learners. Explores this relationship in one-to-one and group learning events.

015198**Individualised Project A**

Undergraduate
4cp

Individualised projects are delivered through the learning contract method. A learning contract is a structured method whereby each participant in consultation with a staff adviser designs and implements manageable learning activities. The emphasis is on making the activity relevant to those professional and personal needs of the participant which are consistent with the aims of the course.

015395**Aboriginal Social and Political History**

Undergraduate
8cp; prerequisites: 015110 *Aboriginal Cultures and Philosophies or Social and Political Theory*

Examines and analyses the impact of colonialism on indigenous peoples, with particular reference to the Aboriginal inhabitants of this region. Presents the emergence of Aboriginal social and political movements as the basis for repossession of traditional heritages in land and culture.

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; pre/corequisite: 027001 *Learning in PDHPE*; 028001 *Learning in Science 1*

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

200 Subject descriptions

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.

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.

12511

Building Technology and Regulation

Postgraduate

6cp

In this subject students undertake a critical examination of building structure, cladding and service systems for a range of building types. The subject covers the following topics: maintenance, life cycle costing and energy efficiency; purpose and application of building regulations; and interpretation of building documentation in the context of property development and management processes.

12515

Property Life Cycle

Postgraduate

6cp

A strategic and responsible approach to management of property assets requires the ability to understand and respond to economic and social influences which affect the performance of property through a life cycle which begins with raw land and includes development, management and redevelopment. Marketing and effective property management techniques are examined in this subject as responses to changing economic and social forces in the strategic management of property assets.

12518

Property Transactions

Postgraduate

6cp

This subject looks at the following topics: the nature of the ownership of personal property including intellectual property; the nature of ownership of real property including the related concepts of title, leases, mortgages and conveyancing transactions, options to purchase; an overview of the law of contract with emphasis on construction industry contracts and joint venture agreements; the law of negligence including liability for negligently given advice or certification, the operation of the statute of limitations; and the manner in which local government building, planning and subdivision approvals are given including the mechanisms for appeal to the Land and Environment Court.

12524

Property Development

Postgraduate

6cp

This subject provides a framework, tools, techniques and practical approaches for individuals and organisations involved in property development. Material covered will include the following: strategic planning; introduction to project management of property developments; team formation; development and management; project initiation, planning, procurement and completion; the property development process; organisational structure and culture; human resource management; industrial relations; and characteristics and needs of different property development types.

12525**Property Analysis 1**

Postgraduate
6cp

In this subject students study the following: general accounting principles; capital budgeting techniques; discounted cash-flow analysis; risk analysis techniques; interest rate theory and discount rates; traditional and contemporary principles and methods of valuation, advanced capitalisation and other valuation methods; valuation of different classes of property; and sources of finance. A basic knowledge of a spreadsheet program such as Microsoft Excel is assumed. Students will need to bring a financial calculator to class.

12535**Property Analysis 2**

Postgraduate
6cp

This subject covers the following topics: site identification and analysis; financial feasibility analysis for both residential and nonresidential properties; estimation of development feasibility components; sensitivity and risk analysis; preparation of development business plans and finance proposals; investment market and portfolio analysis; property investment portfolio management including impact of economic size, market constraints, physical constraints, maintenance of market position, reappraisal and culling; risk exposure, profiles, gearing and management; current issues in property and non-property asset investment; and the use of basic computer applications.

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.

16751**International Property Investment**

Undergraduate
8cp

The subject analyses the globalisation of real estate markets and examines the factors that determine such foreign investment. Particular focus is on the Australian and the Asia Pacific property markets.

17101**Project Process 1**

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 1**

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.

17120

Heritage and Development

Postgraduate
6cp

This subject is centred on the development of sites of heritage significance, including both statutory and strategic planning issues and practice and the evaluation of the statutory and community processes involved in heritage conservation issues. The economics of heritage conservation is discussed and an emphasis is placed on the creation of innovative solutions to the development of heritage buildings and sites.

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

17517**Research Methodology***Postgraduate**4cp*

This subject covers research methods and includes a study of the research process, research design, sampling, and estimation of sample size. Students study computer applications, with an introduction to computer analysis using the SPSS-X package. Students also study statistical methodology, which incorporates elementary statistical analysis, with emphasis on non-parametric statistics. Theory generation is also part of the subject.

17540**Facility Economics***Postgraduate**24cp*

This subject explores issues affecting the economic evaluation and operation of existing built facilities in the context of improved business performance and worker productivity. It includes an understanding of facility strategies, organisational responsibilities and appropriate decision-making tools. Specific areas of focus include computer-aided facility management, risk analysis techniques, maintenance planning and value-adding methodologies.

17550**Environmental Economics***Postgraduate**24cp*

This subject explores issues affecting the interaction between economic development and environmental protection. It includes an understanding of the importance of ecologically sustainable development and the provision of strategic advice on the most effective use of resources over a project's life cycle. Advanced selection criteria and a methodology for the measurement of sustainability are discussed in the context of political, legal, ecological and societal considerations.

17560**Research Project***Postgraduate**24cp*

This subject comprises the preparation and submission of a dissertation concerning the detailed study of an individual topic related to the field of facility economics. Research methodology and use of quantitative analysis are part of the course content. The dissertation shall involve identification of a problem, a thorough literature review of the topic and development of a solution based on a selected research methodology. The recommended solution should make a contribution to existing knowledge in the field.

17701**Environment and Control***Postgraduate**6cp*

This subject covers the following topics: property development and statutory control processes, including both statutory and strategic planning issues and practice; alternative solutions and approaches to environmental issues and sustainable development; community consultation and dispute resolution; and communication of strategic advice to stakeholders on environmental issues.

17703**Property Taxation***Postgraduate**4cp*

This subject involves the following: the analysis of various forms of taxation relating to property holdings and property investment; income tax, capital gains taxation, depreciation allowances, land tax and stamp duties; taxation of trusts; negative gearing; and alternative forms of taxation and their likely impacts on the property industry.

17704**Advanced Property Finance***Postgraduate**6cp*

This subject covers the following topics: sources and types of finance available for various property developments; debt versus equity; specialised financing techniques, including hybrids, long-term and offshore finance; project finance; and evaluation techniques and risk management.

17705

Contemporary Issues in Land Economics

Postgraduate
6cp

The content and topics of this subject will vary from year to year, depending on the topicality of particular issues. In 2000, topics to be presented include the following: property cycles, the impact of the Sydney Olympics 2000 upon the property industry; the growth of managed funds and their implications for the property industry; and international influences upon the property industry.

17706

Research Project – Land Economics

Postgraduate
18cp

In this subject students will undertake a detailed, in-depth and supervised study of an individual topic related to the field of land economics. They will prepare and submit a 25,000 word thesis which will comprise identification of a problem, a thorough literature review of the topic and development of a solution based on a selected research methodology. The work should make a contribution to existing knowledge in the field.

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 the system.

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

Focuses on top-down structured program design techniques, and their application to the development of commercial programming applications. 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 or equivalent

Introduces students to basic database design and implementation concepts. Presents database design techniques including relational design and Entity–Relationship analysis. Covers database programming using SQL. Introduces object database and distributed database concepts.

31443

Distributed Databases and Client-Server Computing

Undergraduate
6cp; prerequisite: 31434 Database Design or equivalent

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 exercises. 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 1**

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.

31606**Virtual Communities**

Undergraduate
6cp

Describes ways in which computer networking components can be integrated into workspaces that foster virtual communities. Concentrates on the formation of virtual communities that focus on common interests of their members. Considers factors that influence the growth and success of such communities both within large enterprises and within widely distributed community groups. Describes ways to use information technology to combine a variety of components into workspaces that support such communities.

31736**Business Processes and IT Strategy**

Undergraduate
6cp

Covers the restructuring of organisational processes through the innovative use of information systems and information technology. Introduces current proposals for organisation restructuring and evaluates these through comparison with previous theories of restructuring.

31749**Internet Commerce**

Undergraduate
6cp

Exposes students to internet commerce. Develops an understanding of the stakeholders and their capabilities and limitations in the strategic convergence of technology and business. Topics include business models for internet commerce, security, legal and ethical issues. Develops skills in identifying the advantages and disadvantages of the various electronic payment options. Students complete computer-based activities on internet commerce.

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.

31950**Networked Enterprise Design**

Undergraduate
6cp; prerequisite: some knowledge of computer networks

Describes the evolution of systems towards distributed environments with more emphasis on working together over distance. Describes how people work together and the changes to work practices resulting from the distribution of such work, including telework and mobile

206 Subject descriptions

workers. Covers collaboration technologies, such as email, video-conferencing, co-authoring and workflows, needed to support distributed work. Emphasises the design process and describes how to choose and implement collaborative technologies based on systems such as World Wide Web or Lotus Notes to meet the needs of distributed groups both across organisations as well as using Intranets within organisations.

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.

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.

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.

32517

Commerce on the Internet

Postgraduate

6cp

Recent advances in computer networking, particularly the Internet, have accelerated the development of electronic commerce. Global networking and other technological innovations are able to give organisations a competitive edge in their day to day business dealings. This is critical in three interrelated dimensions: customer to business connections, intra-business interactions and business to business links. Examines the current status and potential of digital commerce. Explains what electronic commerce is, outlines the history of digital commerce including Electronic Data Interchange (EDI), examines business strategies and management issues, and looks at relevant technology standards and protocols. Examines a range of issues for implementing electronic commerce on the Internet such as electronic mail, WWW. Java Electronic Commerce Framework (JECF). Studies government regulations, taxation of internet commerce and legal and privacy issues.

32531

Global Information Systems

Postgraduate

6cp

Introduces the new dimensions arising out of the growth of global information systems. Covers the specific technical issues of implementing systems across distance and introduces additional factors that must be considered, in particular, the bridging of different cultures, work environments and practices. Includes new ways of doing business within global environments and the impact on the design of information systems.

32532

Conducting Business Electronically

Postgraduate

6cp; prerequisite: a general understanding of systems modelling methods

Describes how to select and develop applications that can benefit from web and groupware technologies. Goes beyond marketing and managing electronic transactions, and concentrates on web and groupware technologies to provide service and advice; distribute knowledge throughout the enterprise; support task oriented groups; and

encourage organisational learning. Emphasises matching technical solutions to work practices and ways to support the evolution of work practices. Describes how to design applications to realise the identified benefits in terms of shared workspaces and ways to implement the workspaces using web technologies and groupware.

32533

Networking Communities

Postgraduate
6cp

Describes how information and networking technologies can be used to support wide-ranging communities.

32534

Knowledge Management

Postgraduate
6cp

Introduces knowledge management, systems support for knowledge management, knowledge discovery and data mining, and relates them to the corporate environment.

32602

Impact of Information Technology

Postgraduate
6cp

The role of the IT manager is expanding. Considers the reasons for, and the implications of, the change. Analyses the impact of IT with respect to the organisation, the employee and the client. Develops awareness of the issues involved and the options available for managing all of the available resources. Topics include organisation and job structures; environmental requirements; workplace design; human/computer interface and interaction; disaster recovery; and legal consideration. Assignments relevant to current IT management issues provide an opportunity both to identify problem areas and to explore management options. The IT manager needs to achieve a wide range of business benefits from effective management and utilisation of all resources.

32603

Software Quality Management

Postgraduate
6cp

Explores how to identify and sell the benefits of software quality within an organisation. Teaches how to establish quality in software,

how to obtain the corporate commitment to quality, and how to review and improve on the effectiveness and cost of software quality to the organisation. Discusses the importance of software quality to the management of IT. Covers the advantages and benefits to the organisation in both the national and international context. Presents the Australian and International Standards relevant to IT management and views the implementation of these standards from a corporate perspective. Emphasises the relevance of these issues to Australian organisations trading overseas. Case studies and guest lecturers will highlight successes in adopting SQA standards. Examples of various SQA standards will be provided. Provides the opportunity for students to consolidate learning by directly applying this knowledge to their own organisation.

32604

Systems Integration

Postgraduate
6cp; prerequisite: appropriate IT work experience

Systems integration can be defined as the business of adding value to a specific project, by assuming responsibility for combining information products and services into a specified business solution. The system integrator takes the responsibility and risk for the project. This subject examines the project from the set of user requirements right through to the final output solution, delivered on time, within budget and having achieved the expected performance criteria.

32605

Managerial Analysis and Evaluation of Information Systems

Postgraduate
6cp

For IT managers to excel in their field, it is essential that they are aware of the benefits which may be achieved through the competent management of information systems. They need to have a knowledge of how to rate them, and of their impact on the IT organisation. Provides enhanced knowledge of the analytical and financial skills required for the efficient handling of information systems. Teaches how to assess and select information systems, and evaluate their role in IT management. Further knowledge of policy development for effective vendor selection, including the award of IT contracts.

208 Subject descriptions

32606

Database

Postgraduate

6cp; prerequisite: 32607 Systems Analysis

Introduces the basic database design and implementation concepts. Presents database design techniques including relational design and E-R modelling. Discusses the implementation of relational database and describes database query techniques using the Structured Query Language (SQL). Introduces object-oriented databases and discusses their applicability 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.

32701

Advances in Information Technology

Postgraduate

6cp

Considers the technology trends affecting information processing and delivery. Develops the vision and competencies necessary to undertake assessment of emerging information technologies such that companies will be well served by today's technology environment and will also be positioned to take up future opportunities.

Reviews fundamental, emerging trends in information technology, such as recent advances in neural computing, parallel processing, human interfaces, multimedia, client/server computing and object oriented technologies. Presents case studies in the application of such new technologies in organisations and its management implications. Students will undertake an analysis of the costs and opportunities of adopting an example technology in their own company.

32702

Contemporary Telecommunications

Postgraduate

6cp

Assesses business opportunities and technological trends in telecommunications and computer networking. Reviews emerging local and wide area networking technologies and services, including FDDI and broadband ISDN. Describes open interconnection architectures such as OSI, Internet and SNA, along with the impact of GOSIP procurement and migration policies. Discusses distributed applications and analyses them in terms of their costs and benefits: client/server computing; distributed file and database systems; team support tools; etc.

Places particular emphasis on the networking environment, regulatory framework and value added services available in the Australian market place. Presents communication technologies from both a technical and business perspective, with case studies presented by industry practitioners. Students will undertake a major communication technology assessment applied to their own enterprise.

32703

Information Technology Strategy

Postgraduate

6cp; prerequisite: IT experience

Designed to provide students with an awareness of the problems in developing corporate strategies for information processing, and to develop students' skills in the selection and use of appropriate techniques.

32704

Strategic IT Contract Management

Postgraduate

6cp

Develops a deeper understanding of the typical business drivers which inform the perspectives of contract negotiation participants, and how to exploit those drivers to achieve strategic objectives in a win-win environment.

Topics covered include the legal framework; structuring major IT projects; IT contracting; customer, vendor and financier perspectives; vendor evaluation; government contracting; maintenance and support; competitive advantage through IT; and IT contract negotiation.

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. Differentiation and integration of functions of one variable. Functions of several variables. Maxima and minima. Taylor's theorem. Partial derivatives. Gradient and Hessian. Classification of critical points.

35101**Mathematics 1***Undergraduate**6cp; prerequisite: a knowledge equivalent to the content of HSC 3-unit Mathematics is assumed*

Limits, continuity and differentiation for functions of a single variable. Mean value theorem. Curve sketching. Related rates and 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. Methods of integration. Improper integrals.

35102**Mathematics 2***Undergraduate**6cp; 6hpw; prerequisite: 35101 Mathematics 1; corequisite: 35140 Operations Research Modelling*

Complex numbers and the solution of polynomial equations. First order variable separate and linear ordinary differential equations. Higher order linear differential equations with constant coefficients. Oscillation problems. Sequences and series. Power series and radius of convergence. Taylor and Maclaurin series. Solution of homogeneous linear differential equations about an ordinary point. Vectors. Products of vectors. Equations of lines and planes. Functions of several variables. Partial derivatives and gradient. Double integrals.

35140**Operations Research Modelling***6cp; 4hpw*

An introduction to operations research methodology. A variety of problems from manufacturing, construction, transportation and finance will be considered, together with approaches to the formulation of the corresponding mathematical models. Solutions for the models will be obtained using decision support software with particular emphasis on spreadsheets and their uses in business applications. The art of model building will be discussed in conjunction with an introductory description of several important solution methods. This description will include the introduction of matrices, determinants and vectors.

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: 35140 Operations Research Modelling*

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; prerequisite: 35102 Mathematics 2*

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 1

Undergraduate

6cp; prerequisites: 35212 Linear Algebra;

35232 Advanced Calculus or 33401

Introductory Mathematical Models

Fundamental ideas of optimisation. The two-phase simplex method and the revised simplex method. Duality theory. The dual simplex method and the cutting plane method. Sensitivity analysis. First- and second-order optimality conditions for nonlinear programming.

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.

35342

Optimisation 2

Undergraduate

6cp; 4hpw; prerequisite: 35241 Optimisation 1

Dual simplex method. Basic ideas of cutting plane and branch-and-bound methods for integer programming. Primal-dual algorithm. Parametric linear programming. Goal programming. Numerical methods for unconstrained nonlinear optimisation; Newton's method, conjugate direction methods. Numerical methods for constrained nonlinear optimisation; feasible direction methods, penalty and barrier methods. Introduction to stochastic programming.

35344

Network Optimisation

Undergraduate

6cp; prerequisite: 35241 Optimisation 1

Transportation problems; the transportation simplex method; assignment problems; transshipment problems; shortest path problems; maximum flow problems; project planning and scheduling; CPM cost models; network simulation models; minimum-cost network flow problems; network simplex

method; out-of-kilter 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.

35355

Quality Control

Undergraduate

6cp; 4hpw; prerequisite: 35252 Statistics 2

Total quality management. Process control for attributes and variables, introducing Shewhart, Cusum, and EWMA control charts and covering regular, short, multiple-stream and serially correlated processes. Acceptance sampling for attributes and variables. Process capability analysis, including nonconforming ppm, capability ratios and Taguchi quality loss. Tolerance analysis covering linear and nonlinear combinations of components, and Taguchi's method. Reliability analysis, including reliability measures, bounds and estimation for individual components and systems, and spare parts provisioning.

35356

Design and Analysis of Experiments

Undergraduate

6cp; 4hpw; prerequisites: 35212 Linear Algebra; 35252 Statistics 2

Introduction to general concepts of the design of experiments. Completely randomised, randomised complete block and Latin square designs. Multiple comparisons. Factorial designs. Introduction to Taguchi designs and response surface designs.

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.

35363**Simulation Modelling***Undergraduate**6cp; 4hpw; prerequisite: 35170 Introduction to Computing; corequisite: 35361 Probability and Stochastic Processes*

Bayesian statistics and Bayesian decision making, Monte Carlo simulation, prior distributions, decision trees and influence diagrams, conjugate distributions. Various queuing models and applications. Simulation studies, modelling systems and various representations, statistical modelling, input data analysis, verification and validation, output analysis, comparison of systems designs, random number generation and tests, random variate generation, variance reduction techniques.

4xxxx**Strategic Electronic Business Technologies***Undergraduate**6cp*

Introduces the basic concepts and terminology used in telecommunications engineering. Gives basic, up-to-date, 'hands on' technical skills. Familiarises students with the technology underlying the internet and electronic business, to allow them to make informed decisions about technology and system security. Topic include: the public switched telephone network; mobile telephone networks; computer communications; the Internet; mobile communications; broadcast systems; satellite and cable TV; integrated networks (ISDN and ATM); and security.

4xxxx**Enabling E-Business Technologies***Postgraduate**6cp*

Provides management with a 'survival kit' to cope in the rapidly changing technological world of e-bus by cutting through the jargon. Equips managers with the skills and knowledge required to first understand what information is important to an e-bus decision, and then how to get those in the know to impart it. This key skill will allow managers to concentrate on the major strategic issues facing the organisation rather than day to day consideration of complex engineering and technological issues.

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.

49003**Economic Evaluation***Postgraduate**6cp*

This subject deals with the application of economic concepts to engineering decision making. Main topics include: Macroeconomic issues and policies; microeconomic market theory; theory of the firm; project evaluation and cost-benefit analysis; intangibles and risk.

Assessment: three assignments 40 per cent; two quizzes 60 per cent.

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

212 Subject descriptions

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.

49012

Project Management Support Systems

Postgraduate

6cp

The aim of this subject is to develop the skills for planning and controlling projects. Students will also learn how to use computer tools to construct a project plan of a real project and control a simulated project. Students will understand how models for Project Management have been developed and which models are appropriate in different contexts. The model will include the 'waterfall' model, the incremental development model and the spiral model. Models for risk assessment and financial planning aspects of projects will also be covered. Students will understand and apply terms such as Work Breakdown Structure, Network Planning, PERT, GANTT charts, cash flow and Cost/Schedule Control Systems Criteria to their project.

Assessment: developing and presenting a project plan 40 per cent; simulating a project

10 per cent; auditing a project 10 per cent; preparation and participation in workshop 20 per cent; subject portfolio 10 per cent; computer-mediated conference participation 10 per cent.

49013

Managing Information Technology in Engineering

Postgraduate

6cp

The aim of this subject is to explore the influence of Information Technology (IT) on organisations and management and in particular engineering management. Students will critically examine both past and recent IT innovations. Issues in information technology will extend into groupware, computer-aided logistic support, decisions support systems, tools for systems engineering and communications technology including the Internet. Students will use a computer mediated conferencing tool on the Internet to participate in group project work either on or off campus. Most of the support material such as lectures will be on the Internet.

Assessment: development of IT policy and selection criteria for the IT Manager 30 per cent; library research group project 30 per cent; participating and reflection on using computer mediating conferencing tools 20 per cent; debate 20 per cent.

49095

Infrastructure Planning

Postgraduate

6cp

This subject introduces students to the complex planning requirements of large scale physical infrastructure development. It looks at the technical planning and evaluation methods available, including those associated with financial, economic and environmental criteria, and places them in a political context. A range of international case studies are discussed.

Assessment: assignments 50 per cent, examination 50 per cent.

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.

49122

Ecology and Sustainability

Postgraduate
6cp

This subject covers the following topics: ecological systems and processes; basic ecological principles, bio-geochemical cycles, development of ecosystems, interaction between physical ecosystems, global environmental issues such as greenhouse effect, ozone depletion, acid rain etc.; human impact on ecosystems: population growth, terrestrial ecosystems (forest and agriculture land), aquatic ecosystems (lake, river and ocean), bio-diversity; importance of sustainable development; overview of major environmental problems, their effect and remedies; air pollution, noise pollution, water pollution, soil pollution, solid and hazardous wastes; and case studies.

Assessment: assignments 30 per cent; examinations 70 per cent.

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.

49318

Manufacturing Systems Management

Postgraduate
6cp

Systems thinking is a vital strategy in the international competitiveness of modern manufacturing industry. In this subject, a manufacturing system is analysed by partitioning, to model its flow of materials and information, and to identify waste and value

adding activities. Manufacturing system paradigms are reviewed in the context of their application to different businesses, professional disciplines and functional areas. Simple linear control systems are contrasted with non-linear, long time lag learning systems with multi-input strategies to achieve corporate objectives interacting with multiple performance indices; assumptions for the simplification of complexity for scaling, modelling and simulation. Case studies relevant to the student's learning needs or employment may incorporate issues of marketing, forecasting, maintenance, modularity, group technology, flexible manufacturing, time to market, clean production, life cycling, bench marking and the control of inventory, production or finance. The design and synthesis of new systems built on interlinked sub-systems with manageable modules are considered through incremental development and step change innovation.

Assessment: formative projects 35 per cent; formative assignments 35 per cent; examination 30 per cent.

49602

Marketing Engineering Services

Postgraduate

Contact the Faculty of Engineering for further information.

5xxxx

Community Research

Undergraduate
6cp for one semester or 12cp for two semesters;
prerequisite: successful completion of three full semesters of relevant undergraduate degree

A project based subject designed to develop higher level intellectual and professional skills in a multi-disciplinary, community and field-based learning situation. Coordinated through the UTS Shopfront - a University-wide facility providing the *pro bono* skills of the University to community groups on the basis of need. All projects undertaken must be relevant to the student's area of expertise/study and must be consistent with the justice and equity mission of the UTS Shopfront. Projects can include: standard research; policy documents; background papers; marketing plans; audio-visual products; running a workshop.

50128

Media, Information and the Law

Postgraduate
8cp

This subject examines the ways in which the media and information are regulated. Rather than examining the law in isolation, the subject looks at law making and practice in the context of broader economic, political, historical and social processes. The subject begins with a comparative critique of notions of free speech and expression in different national and international contexts. While existing law in key areas (e.g. defamation, censorship, freedom of information, copyright) is outlined, there is a strong emphasis on developing a critical and comparative understanding of legal processes, the ways in which the law works in practice and the policy issues which arise. There will be an opportunity for students to select major individual or group projects in areas of professional and intellectual interest.

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.

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.

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.

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.

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.

57002

Electronic Information Systems Design

Postgraduate
8cp

Focuses on the processes and practices of information design for digital environments. Explains how information design can be used to resolve issues associated with the development of digital information products and services and their seamless interaction within a wider electronic context. Content includes: dialogue/interaction with the user; access; content structure and organisation; navigation and orientation; links; graphics and graphic elements; quality standards and procedures (e.g. ISO 9000, As/NZS 4258); evaluation and useability testing; protocols and languages; intermediation technologies; digitisation; heterogeneous, federated and distributed systems.

57004

Information Environments and Networks

Postgraduate
8cp

Introduces the information environment and its social, economic and political infrastructure. Covers ideas about data, information and knowledge; the information industry; information work in a range of organisations and agencies in the public and private sector. Examines electronic and non-electronic information networks. Considers issues in information practice, including ethics and values and the impact of government

information policies on topics such as intellectual property and protection of individual privacy.

57007

Knowledge Management

Postgraduate
8cp

Introduces an understanding of the human knowledge base as a key information resource and how this can be captured, mapped and structured for effective utilisation. Content covers communication in organisations; identifying knowledge owners; capturing, mapping and creating a working knowledge base; creating/sustaining a knowledge-sharing culture; the transfer of knowledge; intellectual capital and knowledge management for competitive gain; value-added processes; transforming data, knowledge and information; the use of internetworking for knowledge collection, maintenance and utilisation; and knowledge management tools.

57023

Communicating with Publics

Postgraduate
8cp

Analyses the social construction of publics, public opinion and image creation. Studies different models of public relations practice and draws on current theories about publics, audience and media to help students develop strategies to communicate with internal and external publics. Theories of adult learning and behaviour change are introduced to provide opportunities for self-managed life-long learning as well as to gain insights into how various publics approach change. There is a strong focus on identifying the ethical implications of decisions, action and outcomes and a lively debate on approaches to motivating, persuading or empowering publics. The attitudes, images, knowledges, behaviours and issue position of various publics are studied to enable students to assess how best to communicate with them.

57024

Managing Public Relations Campaigns

Postgraduate
8cp

Explains the concept of public relations as communication management and demonstrates the contribution and relevance of public

216 Subject descriptions

relations to modern organisations. A range of perspectives provides thoughtful and challenging approaches to the work of a public relations practitioner. Students learn to set goals and objectives and to plan and implement campaigns for internal and external publics. They will become confident in evaluating all aspects of their work and develop competency in cost benefit analysis and the analysis of the financial implications of their work. Public relations principles are applied to examples from students' own professional practice to develop a reflective understanding of why as well as how to approach particular issues and problems.

57026

Strategic Communication and Negotiation

Postgraduate

8cp

Analyses and critiques communication campaigns and develops expertise in using strategic planning and applying it to communication management. This involves environmental scanning, stakeholder analysis and issues management. There is an emphasis on understanding consultative processes and learning effective approaches to community consultation. Develops understanding of and expertise in negotiation strategies. Techniques of negotiation and conflict are studied to enhance the development of expertise in managing different expectations and results. Students learn a practical approach to negotiating agreement and apply it to their communication and public relations work.

59320

English for Business

Undergraduate

6cp

For non-English speaking background Business students who need to develop their written language and spoken communication skills. Focuses on the critical analysis of topics relevant to Business study, the development of essay outlines, report outlines, seminar structures, and the final preparation of an essay, a report and a seminar. Offered by the ELSSA Centre.

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 valuation of advertising techniques.

59635

Business and the Media

Postgraduate

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.

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 1***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 1***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 1***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 1 (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.

7xxxx

Regulation and Competition Law in Tele-Media

Postgraduate

6cp

Provides a foundation for the understanding and evaluation of the manner in which telecommunications is regulated. Topics include the history of the telecommunications industry, deregulation, current regulatory regimes and a comparative analysis of regulatory frameworks in other jurisdictions.

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 LAWPAC, 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; prerequisite: 79202 Business Law;

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; prerequisite: 79202 Business Law; 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: 79202 Business Law; 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

Equity is a body of rules or principles which form an appendage to the general rules of the common law. The doctrines of equity developed as a response to defects in the English common law system which had resulted in rigidity and inflexibility. A knowledge of the principles of equity is therefore crucial to a complete understanding of the law in those areas of private law, particularly property and contract, where equity intervened to modify the operation of the rules of the common law. In that sense the doctrines of equity form part of the law of contract or property. Equity also developed remedies, such as the injunction, which were unknown to the common law and which have a continuing influence in public law as well as private law.

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

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

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

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.

77762

Industrial Dispute Resolution

Postgraduate

6cp; pre/corequisite: 79771 Dispute Resolution

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 will seek 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.

77763

Community Dispute Resolution

Postgraduate

6cp; prerequisite: 79771 Dispute Resolution

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

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; transnational 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.

77801

International Trade Law

Postgraduate

6cp; prerequisite: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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; prerequisite: 77885 Legal Process and Legal Research or equivalent

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: 77885 Legal Process and Legal Research or equivalent

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.

77859

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.

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: 77885 Legal Process and Legal Research or equivalent

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.

77888

Legal Regulation of the Environment

Postgraduate

6cp; prerequisite: some knowledge of commercial law is desirable

Examines the current state of environmental regulation in Australia, focusing on NSW. Looks at the obligations and opportunities for industry pursuant to their environmental responsibility and considers the alternatives to regulation, in terms of the application of economic instruments. Particularly empha-

sises ways in which new industries can develop within the context of environmental regulation.

79102

Law and the Digital Economy

6cp; 1 semester; prerequisite: 79202 Business Law; availability Electronic Business sub-major and sub-major in Information Technology Law and sub-major in Business Law

This subject introduces the student to the legal issues surrounding new forms of commerce that have emerged as a result of new communications technologies. The subject focuses on the challenges to current legal doctrines and categories flowing from the phenomenal spread to digital technologies and electronic commerce, in particular, laws and policies surrounding regulation of communications, intellectual property, and the law of contract and tort. The subject aims to provide both an insight into the challenges facing the legal system as well as a practical guide for those wishing to do business electronically.

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*

Provides students with an understanding of the legal system and a knowledge of a range of legal topics that are of practical relevance to managers. Develops a critical awareness of contemporary legal issues which are directly relevant to managers; explores the underlying legislation of the regulatory environment and how it impacts on management; provides access to the language and reasoning processes involved in the law by examining the relationship between jurisprudence (constitution, jurisdictions, government organs, the legal profession), ethics, morals, economics and relevant substantive areas of business law; and integrates common themes on legal theory and commercial practice with a number of substantive topics which directly impact on management decisions.

79711**Advanced Industrial Law***Postgraduate**6cp; prerequisite: 79731 Industrial Law 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: 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

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.

79752

Employment Legislation

Postgraduate

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**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*

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 1***Postgraduate**6cp*

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.

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 1***Undergraduate**6cp*

Introduces anatomy and physiology; levels of organisation; and homeostasis. Endocrine system – the major endocrine glands and their hormones; and hormone disorders. Integumen-

230 Subject descriptions

tary 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 1

Undergraduate

6cp; prerequisite: 91519 Physiological Foundations of Health 2

Cellular homeostasis and normal cellular growth and development; diseases of the blood; the immune system and its role in resistance to disease; the main groups of micro-organisms which affect humans, their epidemiology and methods of limiting their spread and controlling infection; and alterations in nutrition and metabolism.

91521

Pathophysiology 2

Undergraduate

6cp; prerequisite: 91520 Pathophysiology 1

The major classes of cardiovascular disorders and their evolution from normal control mechanisms; the major respiratory disease processes and their relationship to normal respiratory function and defence mechanisms; the major renal disorders including acute and chronic renal failure; the major types of fluid and electrolyte disturbances and their contribution to altered homeostasis; alterations in nervous system function; 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.

95561

Multimedia Products and Technology

Postgraduate

6cp

This subject specifically explores textual analysis of multimedia as an audiovisual product for specific audiences, interactivity and engagement, the Internet, common authoring tools such as Director, networking and related issues, and introduction to OO (Object-Oriented) design and Java.

98719

Tourism, Recreation and Protected Area Management

Postgraduate

4cp

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

Comparative 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 1

Chinese 2 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 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 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 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 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 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 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 where Modern Standard Chinese (also known as Mandarin, Putonghua or Guoyu) is used. Students are exposed to a range of 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 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 where 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.

971121, 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 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 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 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 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 1

8cp; 1st semester, 6hpw; prerequisite: nil

This is the first subject in the Japanese Language and Culture program. It is designed as the first step in providing students with no prior knowledge of Japanese with the basic survival language skills and socio-cultural awareness to enable them to undertake In-country Study in Japan.

While focusing primarily on the development of speaking and listening skills, this subject also provides a working knowledge of the hiragana and katakana scripts and approximately 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 1

This is the second in a series of four units for students with no prior knowledge of the Japanese language. By the completion of this subject, students should be able to demonstrate

the language and socio-cultural skills required to establish and maintain relationships in social or work-related spheres, and fulfil basic survival needs in a Japanese-speaking environment.

Emphasis is given to the development of speaking and listening skills, but students will also further develop their reading and writing skills. Besides kana they will know approximately 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 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 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 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 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 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 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 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 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 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 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 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 3

Malaysian 4 is the fourth in a series of four units for students with no prior knowledge of Malaysian, or second in a series of four units for students who have prior knowledge or experience of Malaysian. By the end of the subject, students are expected to have begun to develop ‘minimum social proficiency’ and be able to satisfy limited routine social and work demands demonstrating the following themes: role of women; employment/labour; employers; mainstream/marginal cultures; literature; unity and diversity (multi-culturalism); the environment; and Australia–Malaysia relations.

Students are expected to have developed a vocabulary of about 4,000 words and an ability to recognise, predict and use common word

order and affixational patterns and recognise and respond to a limited range of social situations. This subject prepares students to discuss familiar events and topics and give opinions without undue hesitation and with a limited ability to justify these opinions. Students should also be able to deal with short texts and correspond with Malaysians on familiar topics.

Malaysian Language and Culture 5

8cp; 1st semester, 6hpw; prerequisite: Malaysian 4

Malaysian 5 is the third in a series of four units for students who have had prior experience of Malaysian. By the end of the subject, students are expected to have developed minimum social proficiency and be able to satisfy routine social and limited work demands. The subject covers the following themes: perceptions of the past; aspirations, achievements, problems; political culture and participation; class and social stratification; and gender.

Students completing the subject should have a vocabulary of about 5,000 words, and the ability to recognise and reflect on ways in which vocabulary and grammatical patterns vary according to situation, and how choices in grammar and vocabulary can convey the point of view of the reader and speaker beyond the basic transmission of information. This subject prepares students to discuss a range of social topics and limited range of work topics and present rudimentary arguments or points of view expressed with socially appropriate phrases to limit possible misunderstanding or offence. Students should also be able to understand the general 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 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.

240 Subject descriptions

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 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 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 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 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 5

8cp; 1st semester, 6hpw; prerequisite: Spanish 4

Spanish 5 is the third in a series of four units designed to provide students who have successfully completed Spanish 4 and HSC-level Spanish or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the subject, students would be expected to have achieved the communicative competence in speaking, listening, reading and writing to be able to satisfy routine social demands and limited work requirements. They would have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in Spanish to compare lifestyles, university life and education, and practise interview techniques in preparation for In-country Study.

Spanish 5 consists of 78 hours of classroom instruction. The approach adopted is 'communicative' and provides many opportunities for the students to interact and use the language in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

Spanish Language and Culture 6

8cp; 2nd semester, 6hpw; prerequisite: Spanish 5

Spanish 6 is the fourth in a series of four units designed to provide students who have successfully completed Spanish 5 and HSC-level Spanish or its equivalent with the ability to consolidate and extend their knowledge

242 Subject descriptions

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.

976101

Chinese East Asia

8cp; 2nd semester, 4hpw

South China – Hong Kong, Taiwan and the Southern Chinese provinces of Fujian and Guangdong – is a region of global importance. It is a dynamo of economic growth for the East Asia region that has grown out of the economic integration of Hong Kong, Taiwan and South China, and is now expanding to include East China. Yet its constituent parts have developed separately in different and often inimical

political systems. As a result of all of these factors, South China is likely to be of increasing importance strategically, economically and politically. This subject examines the development of Hong Kong, Taiwan and South China and their interaction. It is an introductory subject that requires no prior knowledge of the region or of any Chinese language.

976111

Contemporary China

8cp; 2nd semester, 4hpw

This subject examines the contours and dynamics of social, political and economic change in the People's Republic of China since the death of Mao Zedong and the start of the reform era. A central theme is the emerging relationship between state and society in a state socialist system in the process of change and reform. It is an introductory subject that requires no prior knowledge of the People's Republic of China or of any Chinese language.

976211

Contemporary Japan

8cp; 2nd semester, 4hpw

This subject provides an introduction to the 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 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, Australia and the Asia-Pacific Region, Chile, China, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan, Thailand and Vietnam.

978xxx**In-country Study 2***24cp; prerequisites: 977xxx In-country Study 1; 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, Australia and the Asia-Pacific Region, Chile, China, France, Germany, Greece, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, South China, Spain, Taiwan, Thailand 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 |

| 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 |

246 Subject equivalents for Bachelor of Business

| 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 |

| 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 |

248 Subject equivalents for Bachelor of Business

| 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 Marketing Strategy | 24719 |
| Aboriginal Forms of Discourse | 54331 | Advanced Mediation | 77746 |
| Aboriginal Initiatives in Education: | | Advanced Organisation Analysis | |
| Towards Community Control | 015112 | and Design | 21825 |
| Aboriginal People and the Media | 54231 | Advanced Property Finance | 17704 |
| Aboriginal Social and Political History | 015395 | Advanced Research Methodology – | |
| Aboriginal Social and Political History | 54230 | Marketing | 24907 |
| Accounting A | 22105 | Advanced Research Methods for Leisure | |
| Accounting and Enterprise Resource | | and Tourism | 27941 |
| Planning | 22759 | Advanced Research Methods in | |
| Accounting and Finance for the Arts | 27759 | Management (Honours) | 21908 |
| Accounting B | 22205 | Advanced Revenue Law | 79606 |
| Accounting Experience | 22126 | Advanced Taxation | 79718 |
| Accounting for Business Combinations | 22320 | Advanced Theory in Financial Accounting | 22902 |
| Accounting for Insolvency | 22610 | Advanced Theory in Management | |
| Accounting for Managerial Decisions | 22747 | Accounting | 22903 |
| Accounting for Managers | 22028 | Advanced Theory in Marketing | 24901 |
| Accounting for Overseas Transactions | 22309 | Advanced Theory in Taxation | 79668 |
| Accounting for Public, Leisure and | | Advances in Information Technology | 32701 |
| 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 Structures | | Analysis of the Olympic Games | 27764 |
| and Taxation | 22313 | Analytical Chemistry 1 | 65306 |
| Accounting Information Systems | 22615 | Analytical Procedures in Human Movement | 27170 |
| Accounting Practices for Management | 27787 | Applications of Marketing Research | 24430 |
| Accounting Standards and Regulations | 22420 | Applied Economics | 25222 |
| Accounting, Finance and Management | 27751 | Applied Financial Management | 25420 |
| Action Research Project | 21831 | 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 | | Applied Research Methods | 27707 |
| and Teamwork | 013205 | Applied Research Skills in Accounting | 22760 |
| Adult Communicational Management | | Applied Sport Psychology | 27172 |
| and Organisational Frames | 013206 | Applied Studies A | 27915 |
| Adult Education and Social Movements | 013352 | Applied Studies B | 27925 |
| Adult Education Practices 1 | 015021 | Applied Studies C | 27935 |
| Adult Education Practices 2 | 015189 | Arts and Cultural Policy Seminar | 27763 |
| Adult Learning and Program Development | 013333 | Arts and Entertainment Management | 27115 |
| Adult Teaching and Learning | 015002 | Arts Audience Research Methods | 27768 |
| Advanced Auditing and Assurance Theory | 22908 | Arts Environment in Australia, The | 27753 |
| Advanced Auditing Techniques | 22517 | 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 | 25924 | Asian–Australian Economic Relations | 25304 |
| Advanced Data Management | 32204 | Asian–Australian Economic Relations | 25736 |
| Advanced Industrial Law | 79711 | Assurance for Business Systems and | |
| Advanced Management Action | 21826 | Information | 22730 |
| Advanced Marketing Management | 24730 | Assurance in Electronic Business | 2xxxx |

250 Alphabetical list of subjects

| | | | |
|---|--------|--|--------|
| Assurance Services and Audit | 22522 | Comparative International Employment Relations | 21775 |
| Auditing Project | 22532 | Comparative Social Change | 50140 |
| Australian Corporate Environment (Project) | 22157 | Competency Assessment in the Workplace | 015162 |
| Bank Lending Practice | 25522 | Competitive International Marketing Strategy | 24744 |
| Banking and Business Ethics | 25814 | Computational Finance | 25816 |
| Banking Law | 79366 | Computer Law | 77859 |
| Building Technology and Regulation | 12511 | Computer-based Accounting | 22515 |
| Business Analysis | 22753 | Computer-based Information Systems for Managers | 21749 |
| Business and the Changing Environment | 28701 | Conducting Business Electronically | 32532 |
| Business and the Media | 59635 | Construction Industry Dispute Resolution | 77749 |
| Business Bankruptcy | 79662 | Consumer Behaviour | 24202 |
| Business Consultative Project | 28790 | Contemporary Business Law | 79708 |
| Business Finance | 25314 | Contemporary China | 976111 |
| Business Law | 79202 | Contemporary Europe | 976401 |
| Business Marketing | 24205 | Contemporary International Marketing Issues | 24517 |
| Business Marketing Project | 24555 | Contemporary Issues in Health Care | 92775 |
| Business Process Management | 21131 | Contemporary Issues in International Marketing | 24743 |
| Business Processes and IT Strategy | 31736 | Contemporary Issues in Land Economics | 17705 |
| Business Project – Accounting | 22739 | Contemporary Issues in Management Accounting | 22318 |
| Business Project – Accounting and Finance | 22749 | Contemporary Issues in Taxation | 79763 |
| Business Project – Finance | 25790 | Contemporary Japan | 976211 |
| Business Project – International Marketing | 24791 | Contemporary Latin America | 976501 |
| Business Project – Marketing | 24790 | Contemporary South-East Asia | 976301 |
| Business Strategy | 21609 | Contemporary Telecommunications | 32702 |
| Business to Business Marketing | 24707 | Corporate Accounting | 22754 |
| Business, Government and Society | 21210 | Corporate Accounting Issues | 22751 |
| Buyer Behaviour | 24710 | Corporate Finance | 25765 |
| Cantonese Language and Culture | 97x121 | Corporate Financial Analysis | 25410 |
| Capital Budgeting and Valuation | 25506 | Corporate Financial Analysis | 25743 |
| Capital Budgeting and Valuation (Honours) | 25905 | Corporate Insolvency and Administration | 79162 |
| Capital Gains Tax | 77838 | Corporate Insolvency and Restructuring | 77813 |
| Capital Markets | 25741 | Corporate Law | 70417 |
| Capstone Project: Financial Strategy and Leadership | 22677 | Corporate Reporting: Professional and Conceptual Issues | 22520 |
| Change Management | 21827 | Corporate Treasury Management | 25763 |
| Channels of Distribution | 24333 | Cost Management Systems | 22321 |
| Chemical Safety and Legislation | 65410 | Credit Risk | 25808 |
| Chemistry (Human Movement) | 65014 | Criminal Law | 70217 |
| Chemistry 1C | 65101 | Cultural Diversity in the Workplace: Management and Learning | 013367 |
| Chemistry 2C | 65201 | Cultural Politics: The Arts and the City | 27758 |
| Chinese East Asia | 976101 | Cultural Tourism | 27811 |
| Chinese Language and Culture | 97x111 | Culture, Business and Language in the Asia-Pacific Region | 24711 |
| Clients and Markets | 24709 | Current Issues in Corporate Law | 77852 |
| Commerce on the Internet | 32517 | Current Issues in Finance | 25744 |
| Commercial Bank Management | 25409 | Current Issues in Industrial Law | 79753 |
| Communicating with Publics | 57023 | Current Issues in the Community Sector | 21143 |
| Communication and Learning | 015004 | Customs Duties/Levies | 79706 |
| Community Arts | 27131 | Database | 32606 |
| Community Dispute Resolution | 77763 | Database Design | 31434 |
| Community Management Project 1 | 21186 | | |
| Community Management Project 2 | 21187 | | |
| Community Research | 5xxxx | | |
| Community Research | 21148 | | |
| Community Sector Project 1 | 21188 | | |
| Community Sector Project 2 | 21189 | | |
| Companies and Securities Law | 79733 | | |
| Company Law | 79365 | | |

| | | | |
|--|-------|---|----------|
| Deceptive Trade Practices and Product Liability | 77811 | Federal Constitutional Law | 70616 |
| Decision Models in Marketing | 24331 | Festivals and Special Events | 27179 |
| Derivative Securities | 25620 | Financial Econometrics | 25922 |
| Derivative Security Pricing | 25709 | Financial Institution Lending | 25752 |
| Derivative Security Pricing | 25923 | Financial Institution Management | 25751 |
| Design and Analysis of Experiments | 35356 | Financial Management | 25742 |
| Developing Financial Resources | 21778 | Financial Market Stochastics | 25712 |
| Differential Equations | 35231 | Financial Markets | 25308 |
| Dispute Resolution | 79771 | Financial Modelling and Forecasting | 25705 |
| Dispute Resolution in Commerce | 77761 | Financial Negotiation Skills | 25813 |
| Distributed Databases and Client – Server Computing | 31443 | Financial Reporting and Analysis | 22748 |
| Ecology and Sustainability | 49122 | Financial Statement Analysis and Financial Modelling | 22743 |
| Economic Evaluation | 49003 | Financial Time Series | 25606 |
| Economic Law in the People’s Republic of China | 77807 | Financial Time Series | 25710 |
| Economics for Management | 25706 | Financing Decisions and Capital Market Theory | 25621 |
| Economics of Leisure and Tourism | 27704 | Fixed Income Securities | 25817 |
| Economics of Money and Finance | 25416 | French Language and Culture | 97x414/5 |
| Ecotourism | 27649 | Functional Kinesiology | 27180 |
| Ecotourism Planning and Management | 27757 | Fundraising in International Markets | 25812 |
| Efficiency of Human Movement 1 | 27173 | Funds Development | 21183 |
| Efficiency of Human Movement 2 | 27174 | German Language and Culture | 97x424/5 |
| Electronic Business Principles | 24307 | Global Business Competitive Intelligence | 21784 |
| Electronic Business Project | 24412 | Global Information Systems | 32531 |
| Electronic Information Systems Design | 57002 | Global Strategic Management | 21811 |
| Employment Conditions | 21760 | Global Strategy | 21530 |
| Employment Legislation | 79752 | Governance, Management and Leadership in Non-profit Organisations | 21147 |
| Employment Relations | 21720 | Government Accounting | 22206 |
| Employment Relations Research Project | 21716 | Government and Community Sector | 21184 |
| Employment Relations Research Proposal | 21752 | Government–Business Relations | 25707 |
| Enabling E-Business Technologies | 4xxxx | Grassroots Organising for Global Change | 21821 |
| Energetics of Human Movement | 27175 | Greek | 97x710 |
| English for Business | 59320 | Guiding and Interpretation Management | 27773 |
| Enterprise Bargaining and Workplace Relations | 21430 | Health Care in Australia | 92112 |
| Entrepreneurship and Innovation | 21409 | Health Funding Policy and Resource Management | 21739 |
| Environment and Control | 17701 | Health Planning and Evaluation | 92115 |
| Environmental Accounting | 22765 | Health Services Management | 92114 |
| Environmental Assessment and Planning | 49121 | Heritage and Development | 17120 |
| Environmental Dispute Resolution | 77764 | Honours Thesis | 27690 |
| Environmental Economics | 17550 | Hospitality Operations 1 | 27644 |
| Environmental Influences in Sport and Exercise Performance | 27176 | Hospitality Operations 2 | 27654 |
| Environmental Law in Business | 79660 | Human Ecology | 27313 |
| Equity and Trusts | 70516 | Human Motor Development | 27181 |
| Ethics and Accountants | 22026 | Human Resource Development Practices | 015022 |
| Event and Facility Management | 27177 | Human Resource Development Strategies | 015141 |
| Event and Facility Management | 27717 | Human Resource Management | 21555 |
| Events Management | 27703 | Human Resource Management | 21724 |
| Evidence-Based Practice | 92790 | Human Resource Management Practices | 21835 |
| Evolution of International Business | 21834 | Human Resources in the Third Sector | 21769 |
| Exercise Prescription | 27222 | Human–Computer Interaction | 31777 |
| Exercise Rehabilitation | 27178 | Human–Computer Interaction in Information Systems | 32509 |
| Exotic Derivatives | 25805 | Impact of Information Technology | 32602 |
| Facility Economics | 17540 | In-country Study 1 | 977xxx |

252 Alphabetical list of subjects

| | | | |
|---|--------|--|----------|
| In-country Study 2 | 978xxx | International Taxation 1 | 79762 |
| Indigenous Community Research | 21224 | International Taxation 2 | 79707 |
| Indirect Taxation | 79667 | International Tourism | 27182 |
| Individualised Project A | 015198 | International Trade Law | 77801 |
| Individualised Project B | 015107 | Internet Commerce | 31749 |
| Indonesian Language and Culture | 97x311 | Interpreting Management Information | 21824 |
| Industrial and Labour Law | 79270 | Interpreting Strategic Thinking | 21828 |
| Industrial Dispute Resolution | 77762 | Introduction to Community Management | 21134 |
| Industrial Dispute Resolution | 79761 | Introduction to Human Movement Studies | 27183 |
| Industrial Law | 79731 | Introduction to Insolvency Law | 79161 |
| Industrial Relations | 21702 | Introduction to Taxation Law | 77865 |
| Industry – Specific Project Process 1 | 17105 | Introduction to the Community Sector | 21132 |
| Industry – Specific Project Process 2 | 17205 | Introduction to Tourism Systems | 27184 |
| Industry – Specific Project Process 3 | 17506 | Introduction to Tourist Behaviour | 27185 |
| Industry Economics | 25303 | Introductory Marketing Research | 24309 |
| Industry Economics | 25822 | Introductory Mathematical Methods | 33401 |
| Information Environments and Networks | 57004 | Investment Analysis | 25503 |
| Information Issues | 55080 | Investment Analysis (Honours) | 25906 |
| Information Processing Strategy | 32208 | Investment Management | 25721 |
| Information Systems | 31414 | Issues in Aboriginal Education | 015111 |
| Information Technology Strategy | 32703 | Issues in Banking | 25753 |
| Infrastructure Planning | 49095 | Issues in Financial Statement Analysis | 22319 |
| Innovation and Entrepreneurship | 2xxxx | Italian Language and Culture | 97x434/5 |
| Inorganic Chemistry 1 | 65411 | Japanese Language and Culture | 97x211 |
| Insurance Compliance | 25714 | Judgment and Decision Making | 49001 |
| Insurance Economic Issues | 25715 | Knowledge Management | 32534 |
| Insurance Financial Management | 25718 | Knowledge Management | 57007 |
| Insurance Portfolio Management | 25716 | Labour Market Economics | 25305 |
| Insurance Risk Financing | 25717 | Land Tax and Payroll Tax | 79702 |
| Interest Rate Derivatives | 25806 | Law and Finance | 79502 |
| International Accounting | 22240 | Law and the Arts | 27756 |
| International Accounting | 22777 | Law and the Digital Economy | 79102 |
| International Aspects of Australian Taxation Law | 79666 | Law and the Manager | 79403 |
| International Business and Government | 21593 | Law for Leisure, Sport and Tourism | 27628 |
| International Business Environment | 21125 | Law for Marketing Management | 79211 |
| International Business Law | 79742 | Law for Third Sector Managers | 79404 |
| International Business Law and Regulation | 79603 | Law of Contract | 70211 |
| International Capital Markets | 25713 | Law of Evidence | 71216 |
| International Commercial Dispute Resolution | 77783 | Law of Tort | 70311 |
| International Economic Law | 77802 | Leadership and Management Action | 21722 |
| International Economics | 25315 | Leading and Facilitating Change | 015066 |
| International Employment Relations | 21306 | Learning in Personal Development, Health and Physical Education | 027001 |
| International Finance | 25731 | Legal Aspects of Contracts Administration | 79703 |
| International Financial Management | 25421 | Legal Issues for Community Managers | 79794 |
| International Health Management | 21822 | Legal Process and History | 70113 |
| International Management | 21591 | Legal Regulation of the Environment | 77888 |
| International Management | 21717 | Legal Research | 70105 |
| International Management Field Study | 21595 | Leisure and Diversity | 27326 |
| International Marketing | 24220 | Leisure and Fitness Centre Operations | 27316 |
| International Marketing Country Study | 24518 | Leisure and Public Policy | 27323 |
| International Marketing Management | 24738 | Leisure and Sport in Social Context | 27186 |
| International Marketing Management Project | 24607 | Leisure and the Law | 27771 |
| International Promotion and Advertising | 24440 | Leisure and Tourism Futures | 27945 |
| International Property Investment | 16751 | Leisure and Tourism Planning | 27523 |
| | | Leisure and Tourism Planning | 27711 |
| | | Leisure Concepts | 27187 |

| | | | |
|---|--------|--|--------|
| Leisure Facility Design | 27315 | Managing Volunteer Programs | 21145 |
| Leisure in Australia | 27126 | Manufacturing Strategy | 21836 |
| Leisure Industry | 27701 | Manufacturing Systems Management | 49318 |
| Leisure Management | 27713 | Market Risk | 25810 |
| Leisure Management Project 1 | 27321 | Marketing and International Trade Relations | 24703 |
| Leisure Management Project 2 | 27322 | Marketing Communications | 24736 |
| Leisure Management Seminar | 27760 | Marketing Creativity | 24714 |
| Leisure Policy | 27944 | Marketing Decision Analysis | 24750 |
| Leisure Services Management | 27216 | Marketing Engineering Services | 49602 |
| Leisure Studies Project | 27809 | Marketing Entrepreneurship in Electronic Business | 24717 |
| Leisure Studies Special Project | 27620 | Marketing for the Arts | 27752 |
| Leisure Theory | 27526 | Marketing Information Management | 24737 |
| Liability Insurance | 25827 | Marketing Legislation in Australia | 79741 |
| Lifestyle Analysis | 27108 | Marketing of Leisure Services | 27306 |
| Linear Algebra | 35212 | Marketing of Services | 24306 |
| MA Thesis | 27947 | Marketing Planning and Strategy | 24415 |
| Macroeconomic Theory and Policy | 25309 | Marketing Principles | 24105 |
| Macroeconomics | 25209 | Marketing Projects and Services Overseas | 24705 |
| Malaysian Language and Culture | 97x331 | Marketing Research | 24720 |
| Management and Organisations | 21130 | Marketing Research Project | 24546 |
| Management Decisions and Control | 22421 | Marketing Strategy for Electronic Business | 24408 |
| Management Development Outdoors | 27720 | Master's Project | 27946 |
| Management Information Systems | 22708 | Master's Study Unit | 27719 |
| Management of the Strategy Process | 21630 | Materials Management | 21744 |
| Management Planning and Control | 22705 | Mathematics 1 | 35101 |
| Management Project | 21058 | Mathematics 2 | 35102 |
| Management Project | 21815 | Measurement and Development of Physical Capacity | 27152 |
| Management Project Design | 21814 | Mechanics of Human Motion | 27223 |
| Management Research Methods | 21751 | Media, Information and the Law | 50128 |
| Management Skills | 21440 | Meeting Special Needs in the Secondary School | 023002 |
| Management Skills | 21779 | Mergers and Acquisitions | 25807 |
| Managerial Accounting | 22746 | Microeconomic Theory and Policy | 25210 |
| Managerial Analysis and Evaluation of Information | 32605 | Microeconomics | 25110 |
| Managerial Marketing | 24734 | Monitoring Organisational Performance | 21140 |
| Managing Change in Adult Education and Training | 013337 | Motor Learning and Control | 27331 |
| Managing Client Relations | 24704 | Multimedia Products and Technology | 95561 |
| Managing Community Organisations | 21766 | Natural Area Management | 27772 |
| Managing Electronic Business Processes | 21xxx | Negotiation | 77745 |
| Managing for Sustainability | 21832 | Network Optimisation | 35344 |
| Managing Human Resources in Indigenous Organisations | 21225 | Networked Enterprise Design | 31950 |
| Managing Human Resources in Non-profit Organisations | 21135 | Networking 1 | 31512 |
| Managing in an Era of International Market Orthodoxy | 21819 | Networking Communities | 32533 |
| Managing in the Global Public Interest | 21820 | New Product Management | 24742 |
| Managing Information Technology in Engineering | 49013 | Nutrition for Physical Activity | 27105 |
| Managing Intelligence for Global Business | 21843 | Objectbases | 31921 |
| Managing People | 21813 | Olympic Games, The | 27103 |
| Managing Public Relations Campaigns | 57024 | Operations Management | 21741 |
| Managing Responsible Business | 21842 | Operations Management Policy | 21747 |
| Managing the International Organisation | 21531 | Operations Research Modelling | 35140 |
| Managing the Supply Chain | 21797 | Optimisation 1 | 35241 |
| Managing Transportation for Tourism | 27766 | Optimisation 2 | 35342 |
| | | Organic Chemistry 1 | 65202 |
| | | Organisation Analysis and Design | 21718 |
| | | Organisational Change and Adaptation | 21725 |

254 Alphabetical list of subjects

| | | | |
|---|--------|---|-------|
| Organisational Learning: an Experiential Approach | 015054 | Public Relations Management | 56744 |
| Organisational Structure and Change | 21221 | Public Relations Principles and Process | 56013 |
| Outdoor Education 1 | 27134 | Public Relations Strategies and Management | 56011 |
| Outdoor Education 2 | 27135 | Public Sector Management | 21728 |
| Pathophysiology 1 | 91520 | Qualitative Research Processes | 92886 |
| Pathophysiology 2 | 91521 | Quality Control | 35355 |
| People Management | 21823 | Quality Management Systems | 21743 |
| Performance Studies 1 | 27149 | Quality Planning and Analysis | 49309 |
| Performance Studies 2 | 27249 | Quantitative Management | 21742 |
| Performance Studies 3 | 27349 | Quantitative Marketing Analysis | 24203 |
| Performance Studies 4 | 27449 | Quantitative Methods for Business | 26122 |
| Personal Property | 70318 | Quantitative Research Design | 92889 |
| Physical Chemistry 1 | 65307 | Quantitative Techniques for Finance and Economics | 25406 |
| Physiological Bases of Human Movement | 91429 | Readings for Thesis | 27154 |
| Physiological Foundations of Health 1 | 91518 | Readings for Thesis – Marketing | 24903 |
| Physiological Foundations of Health 2 | 91519 | Readings in Administration | 21780 |
| Policy Analysis and Practice | 21768 | Readings in Marketing | 24780 |
| Politics and Management | 21711 | Real Estate Finance and Investment | 25818 |
| Politics of Aboriginal History, The | 54330 | Real Property | 70317 |
| Politics, Power and Policies in Health Care | 92794 | Recreation Leadership | 27104 |
| Popular Culture | 27710 | Regression Analysis | 35353 |
| Popular Writing on Travel and Tourism | 27151 | Regulation and Competition Law in Tele-Media | 7xxxx |
| Practice and Procedure | 71005 | Reinsurance | 25828 |
| Prevention and Care of Athletic Injuries | 27608 | Reinsurance | 25552 |
| Principles and Practices of Sports Coaching | 27221 | Remedies | 71116 |
| Principles of Risk and Insurance | 25825 | Research Design and Statistics for Human Movement | 27155 |
| Principles of Risk and Insurance | 25350 | Research Methodology | 17517 |
| Probability and Stochastic Processes | 35361 | Research Methods 1 | 27156 |
| Procedural Programming | 31429 | Research Methods 2 | 27157 |
| Product and Process Design | 21838 | Research Methods in Accounting | 22901 |
| Professional Practice for Graduates | 27769 | Research Methods in Advertising | 24510 |
| Program Delivery and Evaluation | 015034 | Research Methods in Management (Honours) | 21907 |
| Program Development and Needs Analysis | 015006 | Research Methods in Marketing | 24666 |
| Program Evaluation | 21732 | Research Methods in Marketing | 24902 |
| Programming Fundamentals | 31508 | Research Project | 17560 |
| Project Financing | 25824 | Research Project – Land Economics | 17706 |
| Project in Advertising | 24604 | Research Project – Operations Management | 21795 |
| Project Management | 49002 | Research Project (Public/Community) | 21792 |
| Project Management Support Systems | 49012 | Research Project in Electronic Business | 24716 |
| Project Preparation | 27770 | Research Proposal – Operations Management | 21794 |
| Project Process 1 | 17101 | Research Proposal (Public/Community) | 21754 |
| Project Process 2 | 17201 | Research Seminars in Accounting | 22786 |
| Project Process 3 | 17301 | Research Seminars in Finance and Economics | 25786 |
| Project Process 4 | 17401 | Research Seminars in Management | 21786 |
| Project Technology 1 | 17305 | Research Seminars in Marketing | 24786 |
| Project Technology 2 | 17405 | Research Techniques in Accounting | 22785 |
| Promotion and Advertising Overseas | 24700 | Research Techniques in Finance and Economics | 25785 |
| Property Analysis 1 | 12525 | Research Techniques in Management | 21785 |
| Property Analysis 2 | 12535 | Research Techniques in Marketing | 24785 |
| Property Development | 12524 | | |
| Property Insurance | 25829 | | |
| Property Life Cycle | 12515 | | |
| Property Taxation | 17703 | | |
| Property Transactions | 12518 | | |
| Psychology of Secondary Students | 023001 | | |

| | | | |
|---|--------|---|--------|
| Researching Organisations and Management | 21910 | Statistics 2 | 35252 |
| Resource Economics | 25823 | Stochastics Simulation in Finance | 25820 |
| Resource Management in Non-profit Organisations | 21136 | Strategic Communication and Negotiation | 57026 |
| Restrictive Trade Practices | 77812 | Strategic Competitive Advantage in the Digital Age | 2xxxx |
| Revenue Law | 76212 | Strategic Cost Management | 22744 |
| Revenue Law | 79462 | Strategic Electronic Business Technologies | 4xxxx |
| Risk Management | 25826 | Strategic Financial Management | 25708 |
| Risk Management | 25553 | Strategic Governance and the Business of Government | 21758 |
| Risk Management in Engineering | 49006 | Strategic Human Resource Management | 21407 |
| Russian | 97x734 | Strategic Information Management | 22796 |
| Sales Management | 24713 | Strategic Issues in Community Management | 21759 |
| Scenario Planning – New Technology Change Agents | 2xxxx | Strategic IT Contract Management | 32704 |
| Secondary Practicum 1 | 023191 | Strategic Management | 21715 |
| Secondary Practicum 2 | 023192 | Strategic Management Accounting | 22795 |
| Secondary School: Social Bases and Critical Issues, The | 023003 | Strategic Management in the Global Workplace | 21833 |
| Securities Market Regulations | 25711 | Strategic Management in Tourism | 27324 |
| Securities Market Regulations | 79264 | Strategic Management of Non-profit Organisations | 21144 |
| Service Operations Management | 21745 | Strategic Marketing in Electronic Business | 24715 |
| Services Marketing | 24706 | Strategic Operations Management | 21837 |
| Share Market Analysis | 25819 | Strategic Supply Chain Management | 21311 |
| Simulation Modelling | 35363 | Strategic Supply Management | 21798 |
| Skills, Technology and Workplace Learning | 013339 | Strategic Volunteer Development | 21818 |
| Small and Medium Enterprise Management | 21082 | Superannuation Law | 77839 |
| Small Leisure/Tourism Business, The | 27158 | Supporting Workplace Learning and Reform | 013363 |
| Social Analysis and Community Organisations | 21133 | Swaps | 25811 |
| Social Analysis and Indigenous Community Organisations | 21223 | Synthetic Financial Products | 25762 |
| Social and Community Research | 21781 | Systems Analysis | 32607 |
| Social and Environmental Accounting | 22219 | Systems Design | 31511 |
| Social Change and Community Practice | 21185 | Systems Engineering for Managers | 49004 |
| Social Issues in Sport and Exercise | 27159 | Systems Integration | 32604 |
| Social Psychology of Leisure | 27106 | Systems Modelling | 31424 |
| Socially and Ecologically Responsible Business | 21083 | Tax Administration | 77840 |
| Sociology of Leisure | 27943 | Taxation of Partnerships and Trusts | 77866 |
| Sociology of Sport and Leisure | 27311 | Teaching Aboriginal Studies | 015113 |
| Software Quality Management | 32603 | Technical Analysis | 25809 |
| Spanish Language and Culture | 97x501 | Thai | 97x320 |
| Special Topics in Auditing | 22531 | Theorising Organisations and Management | 21909 |
| Sport and Exercise Behaviour | 27160 | Theory of Financial Decision Making | 25921 |
| Sport and the Law | 27718 | Theory of General Insurance | 25830 |
| Sport Globalisation | 27721 | Theory of General Insurance | 25403 |
| Sport in the Global Marketplace | 27253 | Thesis in Accounting | 22906 |
| Sport Industry, The | 27252 | Thesis in Finance | 25925 |
| Sport Management | 27307 | Thesis in Finance and Economics | 25910 |
| Sport Management | 27715 | Thesis in Management (F/T) | 21911 |
| Sport Marketing | 27161 | Thesis in Management (P/T) | 21912 |
| Sport Marketing | 27716 | Thesis in Marketing (F/T) | 24904 |
| Sport Management Seminar | 27762 | Thesis in Marketing (P/T) | 24905 |
| Stamp Duties | 79701 | Third Sector Theory | 21137 |
| State, Market and Civil Society | 21700 | Third Sector: Theory and Context | 21767 |
| Statistics 1 | 35151 | Tourism in Social Context | 27162 |
| | | Tourism Industry Practicum | 27163 |

256 Alphabetical list of subjects

| | | | |
|---|-------|---|--------|
| Tourism Industry, The | 27648 | Understanding Adult Education and Training | 013332 |
| Tourism Management Project | 27806 | Understanding Diversity: An International Perspective | 21829 |
| Tourism Management Seminar | 27761 | Understanding Diversity: Within the Organisation | 21830 |
| Tourism Marketing | 27807 | Urban Economics | 16554 |
| Tourism Marketing | 27642 | Valuation Methodology | 16352 |
| Tourism Project Development | 27645 | Venture Capital Finance | 25764 |
| Tourism Strategy and Operations | 27706 | Virtual Communities | 31606 |
| Tourism Studies Project 1 | 27165 | Volunteer Recruitment | 21222 |
| Tourism Studies Project 2 | 27166 | Volunteer Recruitment for Major Events | 21839 |
| Tourism Systems | 27705 | Volunteering in the Community Sector | 21146 |
| Tourism, Recreation and Protected Area Management | 98719 | Volunteering: Social and Organisational Perspectives | 21817 |
| Tourism, Recreation and Protected Areas 1 | 27501 | Water-based Recreation | 27137 |
| Tourism, Recreation and Protected Areas 2 | 27601 | Women and Leisure | 27168 |
| Tourism's Environmental Interactions | 27327 | Workplace Dispute Resolution | 77867 |
| Tourism's Environments | 27700 | Workplace Learning 1 | 27189 |
| Tourist Attractions Management | 27646 | Workplace Learning 2 | 27190 |
| Tourist Attractions Management | 27714 | Workplace Practicum | 015018 |
| Tourist Behaviour | 27767 | Workshop in Advanced Managerial Skills | 21730 |
| Tourist Event Management | 27765 | Yield Curve Analysis | 25821 |
| Transportation in Tourism | 27647 | Youth and Leisure | 27188 |
| Travel and Tourism Industry, The | 27708 | | |
| Travel and Tourism Law | 27808 | | |
| Travel and Tourism Operations 1 | 27643 | | |
| Travel and Tourism Operations 2 | 27653 | | |
| Trends in Health Care | 92113 | | |

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PO Box 123

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(UNSW), PhD (Macq)

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C S Terry, BCom (UNSW), MEc (Syd), MAppFin (Macq), DPA (NYU)

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A J Veal, BA (Hons) (Econ) (Brist)

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N S Barnwell, BCom (UNSW), MBA (NSWIT), AMIMarE

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G Callender, BBus (NSWIT), DipEd (Syd Teach Coll), MCom (UNSW), CPA, AFAIM, FAIPMM

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D Davis, BSc (Hons) (Aston), MSc (Brad), MIEAust, CEng, MIMechE, MBIM

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R Fletcher, MA (Syd), MCom (UNSW), PhD (UTS), MAIEx

T Griffin, BA (Geog), GradDipUrbStud (Macq), GradDipTourismMan (KCAE)

B Hayllar, TeachCert (N'cle), BA (UNE), MA (RecEd) (Iowa)

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E Platen, MMath, PhD (Dresden),

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T Milavec, BEc (Hons) (Macq)

S Walker, BSc (Maths), MAppSc (UTS)

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School Administrator

C Fawcett

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L Dias

D Ford, BAppSc (SAust)

R Hungerford, BAppSc Geology (Hons) (UTS)

A Kellick

K Mathews, BMusEd (Syd)

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Associate Professor and Acting Head of School

R Lynch, DipPhysEd (W'gong TC), BEd (Hons), MEd (UWA), PhD (Ill)

Professor of Leisure and Tourism

R W Robertson, MA (UVic), FRAIPR, FATRI, AITT

Associate Professor

A J Veal, BA (Hons) (Econ) (Brist)

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)

A Murphy, BAppSc (Human Movement) (Hons), PhD (SCU)

S Quick, BAppSc (VUT), BEd (Monash), MA (WOnt), PhD (Ohio State)

W Spinks, DipPhysEd (W'gong TC), BEd (UWA), MA (Ed) (Macq), PhD (Syd),

MAAESS

L Stear, BEc (Syd), GradDipEd (Syd Teach Coll)

T Taylor, BA (Rec) (Atlanta), MUrbPlan (Macq)

K Toohey, DipPE (Syd Teach Coll), MA (CSULB), PhD (Penn State)

S Wearing, Ord 4 Cert, BTP, MTP (UNSW), PhD (CSU)

Lecturers

R Bower, BEd (PE) (KCAE), MSc (Syd)

C Burton, BA (Syd), GradDipLib, GradDipGalMgt, MA Admin (UNSW)

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

J Dodd, BA (Hons) (Leisure Studies) (UTS)

L A Hall, DipTeach (Salisbury CAE), GradDip (Rec) (SACAE), MArtTh (Hons) (UNSW)

R Harris, AssDipTravel & Tourism (STC), DipTeach (N'cle), BA (Geog) (Macq), GradDipMktg (CSturt), MBus (Mktg) (UTS), AFAITT

L Ievleva, BA (Hons) (Carl), MSc (Ott), PhD (Florida State), MAPS, Certified Consultant AAASP

I McDonnell, GradDipTourismM, MA (Tourism), MHed (UNSW)

R Ravinder, AssDipTravel & Tourism (STC), BSc (Phys), MA (Pol&PubAdmin) (Madras), PGDipMan (Calcutta), MCom (Marketing) (UNSW)

J Small, BA (Hons) (UNSW), MSc (EnvPsych) (Sur), GradDipUrbanStudies (Macq), GradDipTourismM (UTS)

J Vescio, BEd (PhysEd), BA (Psych) (Amst), MEd (Syd)

Administrative support

P Agius, MRN (N'cle), GradDipLeisM (UTS)

K Gamage

S Harris

D Spencer

S Upton

School of Management

Associate Professor and Head of School

J Oryx, MA (Well), PhD (Macq)

Distinguished Professor

D C Dunphy, BA (Cant), MEd (Syd), PhD (Harvard)

Professors of Management

T Clarke, BSocSc (Birm), MA, PhD (Warw)

S R Clegg, BSc (Hons) (Aston), PhD (Brad)

S K Mukhi, BE, MBA, PhD (UNSW),

MIEAust, FAIM

I Palmer, BA (Hons) (ANU), PhD (Monash)

Associate Professors

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

M J Lyons, BA (Hons) (UNSW), PhD (ANU)

G R Pratt, DipTech, BBus (NSWIT), DipEd (Syd Teach Coll), MEc, MIntS (Syd), PhD (Nebraska), AFAIM, FAIPA, MIMDA

G D Sheather, BArch (UNSW), MSc (Israel), M Ekistics (Greece), MIIE, AFAIM, MRAPI, MRAIA, ANZAM

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

K Dovey, BSc (UCT), BA (Hons) (Natal), MA (Oregon), PhD (UTS)

J Johnston, BA, MLitt, MPubPol (UNE), AFAIM

F Soliman, BE (Syd), MEngSc, PhD (UNSW), MIEAust, MACS, AIArbA, AFCHSE, MSSA, MASOR, AIMM, MRAIPA

K B Spooner, BCom, 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

R Gordon, GradDipEd (UTS), MBA (Macq), ANZAM

J Green, DipTeach (SCOVAG), BEd (Melb), MA (Macq)

D A Harricks, BSc (Agr) (Syd), MBA (UNSW)

K Heffernan, BBus (Hons), Graduate Certificate in Higher Education (UTS), AAIM

A Hermens, MBA (Macq), FAIM, AFAMI

C C Innes, BA (Hons) (UNSW), MBus (Empl Rels) (UTS)

R Jenkins, BSc (Tech) (UNSW)

T Morris, MEd, BSocWk (Hons) (Syd), DipTeach, GradDipEdStudies (CCES)

S Pearce, AssDipAdultEd (Aboriginal), BEd (Adult Ed), MEd (Adult Ed) (UTS)

S Porras, BBus (UNAM), MPA (CIDE)

K Preiss, BA (Psych), GradDip (Psych) (Flin), MCom, PhD (Melb)

A Ross-Smith, BA (UNSW), MA (Macq)

T Rura-Polley, BA (Psych) (Giessen), MS (Mgmt), PhD (UW-Madison)

S Teo, BEc, GradDipBus(AccInfsys) (Monash), GradDipJapanese (Prof) (SUT), MBA IntBus (Monash), AAIBF (Snr), MIIA (Aus), AFAHRI

S R Tibbles, BSc, MBA (UNSW)

K Wang, BA, MA (PUC), PhD (W'gong)

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

S Johnson

Administrative support

Office Manager

C Wright, BA (Macq), MM (UTS)

Administrative, Secretarial and Technical

Assistants

M Broderick, MBA (UTS)

K Levi

S Ng, BEng (Syd), MAppSc (UNSW)

J Tomkins

M Wilkins, BAppSc (MedTech) (QUT), BA (Hons), PhD (Macq)

School of Marketing

Professor of Marketing and Head of School

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

Associate Professor

N J Barrett, BCom, MCom, PhD (UNSW), MAIEx, MMRSA

Adjunct Professor

L R Brown, BEc (Hons) (Tas), PhD (UNSW)

Senior Lecturers

R Fletcher, MA (Syd), MCom (UNSW), PhD (UTS), MAIEx

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW), PhD (Macq)

B E Perrott, BCom, MBA, PhD (UNSW)

L C Young, BCom, MCom, PhD (UNSW)

Lecturers

J Cornish, MEc (Hons), MEd (Syd)

K Daniel, BBusStud (Hospitality) (FIT), MCom (UNSW), PhD (UTS)

S Denize, BCom (Hons), MCom (Otago)

L Freeman, MAME (Lanc)

A Hingorani, BPharm (Bom), MBA (Syr), PhD (Drexel)

B Jonmundsson, DipTechMgt (NSWIT), GradDipFinMgt (UNE), MBus (Marketing), MBus (Thesis) (Marketing Strategy)

H Pattinson, BCom, MCom (UNSW), AAMI

G Taberner, BA (UNE), MA (Syd), MA

(Macq), FRMIA, MACE

Z-Y Wang, BSc (Harbin), MBA (UIBE), PhD (Arkansas)

Administrative support

School Manager

A Podzuns

Receptionist/Office Assistant

V Hattukangas, MA (Oulo, Finland)

INDEX

- A**
- Aboriginal Cultures and Philosophies 198
 - Aboriginal Forms of Discourse 214
 - Aboriginal Initiatives in Education: Towards
Community Towards 198
 - Aboriginal People and the Media 214
 - Aboriginal Social and Political History 199, 214
 - Abstudy 9
 - Accounting A 139
 - Accounting and Enterprise Resource Planning 147
 - Accounting and Finance for the Arts 189
 - Accounting B 139
 - Accounting Experience 139
 - Accounting, Finance and Management 188
 - Accounting for Business Combinations 141
 - Accounting for Insolvency 144
 - Accounting for Managerial Decisions 146
 - Accounting for Managers 139
 - Accounting for Overseas Transactions 140
 - Accounting for Public, Leisure and Community
Organisations 147
 - Accounting for Small Business 1 144
 - Accounting for Small Business 2 144
 - Accounting for Superannuation 140
 - Accounting for Valuation 140
 - Accounting Implications of Structures and
Taxation 140
 - Accounting Information Systems 144
 - Accounting Practices for Management 192
 - Accounting Standards and Regulations 141
 - Action Research Project 136
 - Administrative Law 220
 - Adult Communication Management 1 195
 - Adult Communication Management 2 196
 - Adult Communication Management and
Teamwork 195
 - Adult Communicational Management and
Organisational Frames 195
 - Adult Education Practices 2 199
 - Adult Educational Practices 1 197
 - Adult Learning and Program Development 195
 - Adult Learning in Social Context 196
 - Adult Teaching and Learning 196
 - Advanced Auditing and Assurance Theory 148
 - Advanced Auditing Techniques 142
 - Advanced Commercial Law 226
 - Advanced Companies and Securities Law 225
 - Advanced Corporate Finance 172
 - Advanced Data Management 206
 - Advanced Industrial Law 227
 - Advanced Management Action 135
 - Advanced Marketing Management 156
 - Advanced Marketing Strategy 155
 - Advanced Mediation 220
 - Advanced Organisation Analysis and Design 135
 - Advanced Property Finance 203
 - Advanced Research Methodology –
Marketing 159
 - Advanced Research Methods for Leisure and
Tourism 193
 - Advanced Research Methods in Management
(Honours) 138
 - Advanced Revenue Law 226
 - Advanced Taxation 228
 - Advanced Theory in Financial Accounting 148
 - Advanced Theory in Management
Accounting 148
 - Advanced Theory in Marketing 158
 - Advanced Theory in Taxation 226
 - Advances in Information Technology 208
 - Advertising and Promotions Management 149
 - Advertising Practice 216
 - Advertising Strategies 216
 - Advisory Committee, Dean's 258
 - Ageing and Leisure 176
 - Analysing Current Issues in Australian
Education 197
 - Analysing Management Thinking 123
 - Analysis of the Olympic Games 190
 - Analytical Chemistry 1 217
 - Analytical Procedures in Human Movement 177
 - Applications 7
 - Applications of Marketing Research 151
 - Applied Economics 159
 - Applied Financial Management 162
 - Applied International Business 124
 - Applied International Marketing Research 157
 - Applied Kinesiology 177
 - Applied Leisure Theory 185
 - Applied Research Methods 186
 - Applied Research Skills in Accounting 147
 - Applied Sport Psychology 177
 - Applied Studies A 193
 - Applied Studies B 193
 - Applied Studies C 193
 - Art Collection, UTS 12
 - Arts and Cultural Policy Seminar 190
 - Arts and Entertainment Management 173
 - Arts Audience Research Methods 191
 - Arts Environment in Australia, The 188
 - Arts Management Research Project 188
 - Arts Organisations and Management 189
 - Asian Capital Markets 169
 - Asian–Australian Economic Relations 160, 165
 - Assurance for Business Systems and
Information 145
 - Assurance in Electronic Business 143

Assurance Services and Audit 143
 Auditing Project 143
 Australian Corporate Environment (Project) 139
 Austudy 9

B

Bachelor of Accounting 56
 Bachelor of Accounting (Honours) 58
 Bachelor of Arts (Honours) 65
 Human Movement Studies 65
 Leisure Management 65
 Tourism Management 65
 Bachelor of Arts in Adult Education and
 Community Management (Aboriginal and
 Torres Strait Islander Program) 74
 Bachelor of Arts in Community Management 72
 Bachelor of Arts in Human Movement Studies 62
 Bachelor of Arts in Human Movement Studies and
 in International Studies 70
 Bachelor of Arts in Human Movement Studies/
 Graduate Diploma in Education 64
 Bachelor of Arts in Leisure Management 58
 Bachelor of Arts in Leisure Management and in
 International Studies 66
 Bachelor of Arts in Tourism Management 60
 Bachelor of Arts in Tourism Management and in
 International Studies 68
 Bachelor of Business 33
 Bachelor of Business (Honours) 48
 Bachelor of Business Combined Degrees 52
 Bachelor of Business/Bachelor of Arts in
 International Studies 49
 Bachelor of Business/Bachelor of Laws 53
 Bachelor of Business/Diplome d'Etudes
 Superieures Europeenes de Management 51
 Bachelor of Engineering/Bachelor of Business 55
 Bachelor of Mathematics and Finance 55
 Bachelor of Medical Science/Bachelor of Arts in
 Human Movement Studies 72
 Bachelor of Medical Science/
 Bachelor of Business 55
 Bachelor of Science/Bachelor of Business 56
 Bank Lending Practice 162
 Banking and Business Ethics 169
 Banking Law 225
 Boards and committees 257
 Building Technology and Regulation 200
 Business Analysis 146
 Business and Computing Sciences
 (Double degree) 52
 Business and the Changing Environment 194
 Business and the Media 216
 Business Bankruptcy 226
 Business Consultative Project 194
 Business Finance 160
 Business, Government and Society 122
 Business Law 224
 Business Marketing 149
 Business Marketing Project 152
 Business Process Management 119

Business Processes and IT Strategy 205
 Business Project – Accounting 145
 Business Project – Accounting and Finance 146
 Business Project – Finance 167
 Business Project – International Marketing 158
 Business Project – Marketing 158
 Business Strategy 125
 Business to Business Marketing 154
 Buyer Behaviour 154

C

Cantonese Language and Culture 234
 Capital Budgeting and Valuation 162
 Capital Budgeting and Valuation (Honours) 171
 Capital Gains Tax 222
 Capital Markets 166
 Capstone Project: Financial Strategy and
 Leadership 144
 Careers Service 10
 Change Management 135
 Channels of Distribution 150
 Chemical Safety and Legislation 217
 Chemistry (Human Movement) 217
 Chemistry 1C 217
 Chemistry 2C 217
 Chemistry Learning Resources Centre 10
 Child care 12
 Chinese East Asia 242
 Chinese Language and Culture 232
 Clients and Markets 154
 Co-op Bookshop 12
 Commerce on the Internet 206
 Commercial Bank Management 161
 Communicating with Publics 215
 Communication and Learning 196
 Community Arts 173
 Community Dispute Resolution 221
 Community Management Project 1 121
 Community Management Project 2 121
 Community Research 121, 213
 Community Sector Project 1 122
 Community Sector Project 2 122
 Companies and Securities Law 228
 Company Law 225
 Comparative International Employment
 Relations 131
 Comparative Social Change 232
 Competency Assessment in the Workplace 198
 Competitive International Marketing Strategy 157
 Computational Finance 169
 Computer laboratories 11
 Computer Law 223
 Computer-based Accounting 142
 Computer-based Information Systems for
 Managers 129
 Conducting Business Electronically 206
 Construction Industry Dispute Resolution 221
 Consumer Behaviour 149
 Contacts, UTS 277
 Contemporary Business Law 227

Contemporary China 242
 Contemporary Europe 243
 Contemporary International Marketing Issues 151
 Contemporary Issues in Health Care 231
 Contemporary Issues in International Marketing 157
 Contemporary Issues in Land Economics 204
 Contemporary Issues in Management Accounting 141
 Contemporary Issues in Taxation 229
 Contemporary Japan 242
 Contemporary Latin America 243
 Contemporary South-East Asia 242
 Contemporary Telecommunications 208
 Continuing professional education programs 23
 Corporate Accounting 146
 Corporate Accounting Issues 146
 Corporate Finance 167
 Corporate Financial Analysis 161, 166
 Corporate Insolvency and Administration 224
 Corporate Insolvency and Restructuring 222
 Corporate Law 219
 Corporate Reporting: Professional and Conceptual Issues 142
 Corporate Treasury Management 167
 Cost Management Systems 141
 Counselling 10
 Courses
 List of courses and codes 30
 Postgraduate 75
 Undergraduate 33
 Credit Risk 168
 Criminal Law 218
 Cultural Diversity in the Workplace: Management and Learning 196
 Cultural Politics: The Arts and the City 189
 Cultural Tourism 192
 Culture, Business and Language in the Asia-Pacific Region 154
 Current Issues in Corporate Law 223
 Current Issues in Finance 166
 Current Issues in Industrial Law 229
 Current Issues in the Community Sector 120
 Customs Duties/Levies 227

D

Database 208
 Database Design 204
 Dates for 2000, Principal 13
 Dean's Advisory Committee 258
 Dean's message 16
 Deceptive Trade Practices and Product Liability 222
 Decision Models in Marketing 150
 Derivative Securities 163
 Derivative Security Pricing 164, 172
 Design and Analysis of Experiments 210
 Developing Financial Resources 131
 Differential Equations 209
 Dispute Resolution 229

Dispute Resolution in Commerce 221
 Distributed Databases and Client-Server Computing 204
 Doctor of Philosophy 76
 Accounting 76
 Finance and Economics 76
 Leisure and Tourism Studies 76
 Management 76
 Marketing 76

E

Ecology and Sustainability 213
 Economic Evaluation 211
 Economic Law in the People's Republic of China 222
 Economics for Management 163
 Economics of Leisure and Tourism 185
 Economics of Money and Finance 161
 Ecotourism 184
 Ecotourism Planning and Management 189
 Efficiency of Human Movement 1 177
 Efficiency of Human Movement 2 177
 Electronic Business Principles 150
 Electronic Business Project 151
 Electronic Information Systems Design 215
 Employment Conditions 130
 Employment Legislation 228
 Employment Relations 127
 Employment Relations Research Project 126
 Employment Relations Research Proposal 129
 Enabling E-Business Technologies 211
 Energetics of Human Movement 177
 English for Business 216
 English Language Study Skills Assistance (ELSSA) Centre 10
 Enterprise Bargaining and Workplace Relations 124
 Entrepreneurship and Innovation 124
 Environment and Control 203
 Environmental Accounting 147
 Environmental Assessment and Planning 212
 Environmental Dispute Resolution 221
 Environmental Economics 203
 Environmental Influences in Sport and Exercise Performance 177
 Environmental Law in Business 226
 Equity and Diversity 11
 Equity and Trusts 219
 Ethics and Accountants 138
 Event and Facility Management 177, 187
 Events Management 185
 Evidence-Based Practice 231
 Evolution of International Business 136
 Exchange programs 21
 Exercise Prescription 180
 Exercise Rehabilitation 178
 Exotic Derivatives 168

F

- Faculty Economics 203
 - Faculty Board in Business 257
 - Faculty of Business
 - Boards and committees 257
 - Dean's Advisory Committee 258
 - Faculty Board in Business 257
 - Faculty Mission Statement 16
 - Information 16
 - Information for Business students 17
 - Locations and contacts 17
 - Message from the Dean 16
 - Prizes 24
 - Scholarships 28
 - Staff list 259
 - Federal Constitutional Law 219
 - Fees and costs 7
 - Festivals and Special Events 178
 - Financial Econometrics 172
 - Financial Institution Lending 166
 - Financial Institution Management 166
 - Financial Management 166
 - Financial Market Stochastics 164
 - Financial Markets 160
 - Financial Modelling and Forecasting 163
 - Financial Negotiation Skills 169
 - Financial Reporting and Analysis 146
 - Financial Statement Analysis and Financial Modelling 145
 - Financial Time Series 163, 164
 - Financing Decisions and Capital Market Theory 163
 - Fixed Income Securities 169
 - Freedom of Information 12
 - French Language and Culture 240
 - Functional Kinesiology 178
 - Fundraising in International Markets 169
 - Funds Development 121
- G**
- Gallery and Art Collection, UTS 12
 - German Language and Culture 240
 - Global Business Competitive Intelligence 132
 - Global Information Systems 206
 - Global Strategic Management 133
 - Global Strategy 124
 - Governance, Management and Leadership in Non-profit Organisations 121
 - Government Accounting 139
 - Government and Community Sector 121
 - Government-Business Relations 163
 - Graduate Certificate in Accounting 91
 - Graduate Certificate in Accounting and Finance 93
 - Graduate Certificate in Arts Management 105
 - Graduate Certificate in Banking 94
 - Graduate Certificate in Business (Managing for Diversity) 91
 - Graduate Certificate in Business (Work-Based Learning) 104

- Graduate Certificate in Business Administration 80
- Graduate Certificate in Business Administration (Limited Work Experience) 80
- Graduate Certificate in Business Administration (Mandarin International) 88
- Graduate Certificate in Business Operations Management 95
- Graduate Certificate in Community Management 106
- Graduate Certificate in E-Business Management 96
- Graduate Certificate in Employment Relations 98
- Graduate Certificate in Engineering Management 116
- Graduate Certificate in Finance 199
- Graduate Certificate in Health Management 108
- Graduate Certificate in Information Technology Management 117
- Graduate Certificate in Insurance 101
- Graduate Certificate in Leisure Management 110
- Graduate Certificate in Management 112
- Graduate Certificate in Marketing 102
- Graduate Certificate in Sports Management 113
- Graduate Certificate in Tourism Management 115
- Graduate Diploma in Accounting and Finance 93
- Graduate Diploma in Arts Management 105
- Graduate Diploma in Business (Work-Based Learning) 104
- Graduate Diploma in Business Administration 80
- Graduate Diploma in Business Administration (Mandarin International) 88
- Graduate Diploma in Business Operations Management 95
- Graduate Diploma in Community Management 106
- Graduate Diploma in E-Business Management 96
- Graduate Diploma in Employment Relations 98
- Graduate Diploma in Employment Relations (Industrial Law) 98
- Graduate Diploma in Finance 99
- Graduate Diploma in Health Management 108
- Graduate Diploma in Information Technology Management 117
- Graduate Diploma in Insurance 101
- Graduate Diploma in Leisure Management 110
- Graduate Diploma in Management 112
- Graduate Diploma in Marketing 102
- Graduate Diploma in Sports Management 113
- Graduate Diploma in Tourism Management 115
- Grassroots Organising for Global Change 134
- Greek 242
- Guiding and Interpretation Management 192

H

- Health 10
- Health Care in Australia 230
- Health Funding Policy and Resource Management 128
- Health Planning and Evaluation 231

Health Services Management 231
 HECS (Higher Education Contribution Scheme) 8
 Heritage and Development 202
 Honours Thesis 185
 Hospitality Operations 1 183
 Hospitality Operations 2 185
 Housing 10
 Human – Computer Interaction 205
 Human Ecology 181
 Human Motor Development 178
 Human Resource Development Practices 197
 Human Resource Development Strategies 198
 Human Resource Management 125, 127
 Human Resource Management Practices 136
 Human Resources in the Third Sector 131
 Human-Computer Interaction in Information Systems 206

I

Impact of Information Technology 207
 In-country Study 1 243
 In-country Study 2 243
 Indigenous Community Research 123
 Indirect Taxation 226
 Individualised Project A 199
 Individualised Project B 198
 Indonesian Language and Culture 236
 Industrial and Labour Law 224
 Industrial Dispute Resolution 221, 229
 Industrial Law 228
 Industrial Relations 126
 Industry Economics 159, 170
 Industry-Specific Project Process 1 201
 Industry-Specific Project Process 2 202
 Industry-Specific Project Process 3 203
 Information
 Faculty of Business 16
 Important student information on rules and procedures 19
 Information for Business students 17
 International exchange programs 21
 Information Environments and Networks 215
 Information Issues 214
 Information Processing Strategy 206
 Information Systems 204
 Information Technology Strategy 208
 Infrastructure Planning 212
 Innovation and Entrepreneurship 138
 Inorganic Chemistry 1 (Transition Metal Chemistry) 218
 Inquiries, Student 7
 Insearch Institute of Commerce 22
 Insurance Compliance 164
 Insurance Economic Issues 165
 Insurance Financial Management 165
 Insurance Portfolio Management 165
 Insurance Risk Financing 165
 Interest Rate Derivatives 168
 International Accounting 140, 147
 International Aspects of Australian Taxation Law 226
 International Business and Government 125
 International Business Environment 119
 International Business Law 228
 International Business Law and Regulation 226
 International Capital Markets 164
 International Commercial Dispute Resolution 221
 International Economic Law 222
 International Economics 160
 International Employment Relations 123
 International Finance 165
 International Financial Management 162
 International Health Management 134
 International Management 125, 126
 International Management Field Study 125
 International Marketing 149
 International Marketing Country Study 152
 International Marketing Management 156
 International Marketing Management Project 152
 International Promotion and Advertising 151
 International Property Investment 201
 International Student Office 21
 International Studies
 Electives 22
 Subjects 232
 International Taxation 1 229
 International Taxation 2 227
 International Tourism 178
 International Trade Law 222
 Internet Commerce 205
 Interpreting Management Information 135
 Interpreting Strategic Thinking 135
 Introduction to Community Management 120
 Introduction to Human Movement Studies 178
 Introduction to Insolvency Law 224
 Introduction to Taxation Law 223
 Introduction to the Community Sector 119
 Introduction to Tourism Systems 178
 Introduction to Tourist Behaviour 178
 Introductory Marketing Research 150
 Introductory Mathematical Methods 209
 Investment Analysis 162
 Investment Analysis (Honours) 171
 Investment Management 165
 Issues in Aboriginal Education 198
 Issues in Banking 167
 Issues in Financial Statement Analysis 141
 Italian Language and Culture 240

J

Japanese Language and Culture 235
 Judgment and Decision Making 211
 Jumbunna Centre for Australian Indigenous Studies, Education and Research (CAISER) 11

K

Knowledge Management 207, 215

L

Labour Market Economics 160
 Land Tax and Payroll Tax 227
 Law and Finance 225
 Law and the Arts 189
 Law and the Digital Economy 224
 Law and the Manager 225
 Law for Leisure, Sport and Tourism 183
 Law for Marketing Management 224
 Law for Third Sector Managers 225
 Law of Contract 218
 Law of Evidence 220
 Law of Tort 219
 Leadership and Management Action 127
 Leading and Facilitating Change 198
 Learning in Personal Development, Health and Physical Education 200
 Legal Aspects of Contracts Administration 227
 Legal Issues for Community Managers 229
 Legal Process and History 218
 Legal Regulation of the Environment 223
 Legal Research 218
 Leisure and Diversity 181
 Leisure and Fitness Centre Operations 181
 Leisure and Public Policy 181
 Leisure and Sport in Social Context 179
 Leisure and the Law 191
 Leisure and Tourism Futures 194
 Leisure and Tourism Planning 182, 186
 Leisure Concepts 179
 Leisure Facility Design 181
 Leisure in Australia 173
 Leisure Industry 185
 Leisure Management 187
 Leisure Management Project 1 181
 Leisure Management Project 2 181
 Leisure Management Seminar 189
 Leisure Policy 193
 Leisure Services Management 179
 Leisure Studies Project 192
 Leisure Studies Special Project 183
 Leisure Theory 182
 Liability Insurance 171
 Library, UTS 9
 Lifestyle Analysis 173
 Linear Algebra 209
 Locations and contacts 17

M

MA Thesis 194
 Macroeconomic Theory and Policy 160
 Macroeconomics 159
 Malaysian Language and Culture 238
 Management and Organisations 119
 Management Decisions and Control 142
 Management Development Outdoors 188
 Management Information Systems 145
 Management of the Strategy Process 125
 Management Planning and Control 144
 Management Project 118, 133
 Management Project Design 133
 Management Research Methods 129
 Management Skills 124, 131
 Managerial Accounting 146
 Managerial Analysis and Evaluation of Information Systems 207
 Managerial Marketing 156
 Managing Change in Adult Education and Training 195
 Managing Client Relations 153
 Managing Community Organisations 130
 Managing Electronic Business Processes 119
 Managing for Sustainability 136
 Managing Human Resources in Indigenous Organisations 123
 Managing Human Resources in Non-profit Organisations 120
 Managing in an Era of International Market Orthodox 134
 Managing in the Global Public Interest 134
 Managing Information Technology in Engineering 212
 Managing Intelligence for Global Business 137
 Managing People 133
 Managing Public Relations Campaigns 215
 Managing Responsible Business 137
 Managing the International Organisation 124
 Managing the Supply Chain 132
 Managing Transportation for Tourism 190
 Managing Volunteer Programs 120
 Manufacturing Strategy 136
 Manufacturing Systems Management 213
 Maps 278
 Market Risk 169
 Marketing and International Trade Relations 153
 Marketing Communications 156
 Marketing Creativity 155
 Marketing Decision Analysis 157
 Marketing Engineering Services 213
 Marketing Entrepreneurship in Electronic Business 155
 Marketing for the Arts 188
 Marketing Information Management 156
 Marketing Legislation in Australia 228
 Marketing of Leisure Services 180
 Marketing of Services 150
 Marketing Planning and Strategy 151
 Marketing Principles 149
 Marketing Projects and Services Overseas 153
 Marketing Research 155
 Marketing Research Project 152
 Marketing Strategy for Electronic Business 150
 Master of Arts (by thesis) 79
 Arts Management 79
 Leisure Studies 79
 Sports Studies 79
 Tourism Studies 79

Master of Business (by thesis) 77
 Accounting 77
 Finance and Economics 77
 Management 77
 Marketing 77
 Master of Business (Work-Based Learning) 104
 Master of Business Administration 80
 Master of Business Administration
 (Limited Work Experience) 80
 Master of Business Administration
 (Mandarin International) 88
 Master of Business Administration
 (Professional Accounting) 90
 Master of Business Administration Program. *See*
 MBA Program
 Master of Business in Accounting 91
 Master of Business in Accounting and Finance 93
 Master of Business in Business Operations
 Management 95
 Master of Business in E-Business Management 96
 Master of Business in Employment Relations 98
 Master of Business in Finance 99
 Master of Business in Information Technology
 Management 117
 Master of Business in Insurance 101
 Master of Business in International Marketing 102
 Master of Business in Marketing 102
 Master of Engineering Management 116
 Master of Management 112
 Master of Management in Community
 Management 106
 Master of Management in Arts Management 105
 Master of Management in Health
 Management 108
 Master of Management in Leisure
 Management 110
 Master of Management in Sports Management 113
 Master of Management in Tourism
 Management 115
 Master's Project 194
 Master's Study Unit 187
 Materials Management 129
 Mathematics 1 209
 Mathematics 2 209
 Mathematics Study Centre 11
 MBA Program 80
 Measurement and Development of Physical
 Capacity 174
 Mechanics of Human Motion 180
 Media, Information and the Law 214
 Meeting Special Needs in the Secondary
 School 199
 Mergers and Acquisitions 168
 Microeconomic Theory and Policy 159
 Microeconomics 159
 Monitoring Organisational Performance 120
 Motor Learning and Control 182
 Multimedia Products and Technology 232

N

Natural Area Management 191
 Negotiation 220
 Network Optimisation 210
 Networked Enterprise Design 205
 Networking 1 205
 Networking Communities 207
 New Product Management 157
 Nutrition for Physical Activity 173

O

Objectbases 205
 Olympic Games, The 172
 Operations Management 128
 Operations Management Policy 129
 Operations Research Modelling 209
 Optimisation 1 210
 Optimisation 2 210
 Organic Chemistry 1 217
 Organisation Analysis and Design 126
 Organisational Change and Adaptation 127
 Organisational Learning: an Experiential
 Approach 198
 Organisational Structure and Change 122
 Outdoor Education 1 174
 Outdoor Education 2 174

P

Pathophysiology 1 230
 Pathophysiology 2 230
 People Management 134
 Performance Studies 1 174
 Performance Studies 2 180
 Performance Studies 3 182
 Performance Studies 4 182
 Personal Property 219
 Physical Chemistry 1 217
 Physics Learning Centre 11
 Physiological Bases of Human Movement 229
 Physiological Foundations of Health 1 229
 Physiological Foundations of Health 2 230
 Policy Analysis and Practice 130
 Politics and Management 126
 Politics of Aboriginal History, The 214
 Politics, Power and Policies in Health Care 231
 Popular Culture 186
 Popular Writing on Travel and Tourism 174
 Portfolio Development 196
 Postgraduate courses 75
 Practice and Procedure 220
 Prevention and Care of Athletic Injuries 183
 Principles and Practices of Sports Coaching 179
 Principles of Risk and Insurance 161, 170
 Prizes 24
 Probability and Stochastic Processes 210
 Procedural Programming 204
 Product and Process Design 137
 Professional Practice for Graduates 191
 Professional recognition of courses 23

274 Index

Program Delivery and Evaluation 197
Program Development and Needs Analysis 196
Program Evaluation 128
Program Planning in Community Settings 197
Programming Fundamentals 205
Project Financing 170
Project in Advertising 152
Project Management 211
Project Management Support Systems 212
Project Preparation 191
Project Process 1 201
Project Process 2 202
Project Process 3 202
Project Process 4 202
Project Technology 1 202
Project Technology 2 202
Promotion and Advertising Overseas 153
Property Analysis 1 201
Property Analysis 2 201
Property Development 200
Property Insurance 171
Property Life Cycle 200
Property Taxation 203
Property Transactions 200
Psychology of Secondary Students 199
Public Relations Management 215
Public Relations Principles and Process 214
Public Relations Strategies and Management 214
Public Sector Management 127

Q

Qualitative Research Processes 231
Quality Control 210
Quality Management Systems 128
Quality Planning and Analysis 213
Quantitative Management 128
Quantitative Marketing Analysis 149
Quantitative Methods for Business 172
Quantitative Research Design 231
Quantitative Techniques for Finance and Economics 161

R

Radio Station 2SER (107.3 FM) 12
Readings for Thesis 174
Readings for Thesis – Marketing 158
Readings in Administration 131
Readings in Marketing 158
Real Estate Finance and Investment 170
Real Property 219
Recreation Leadership 173
Regression Analysis 210
Regulation and Competition Law in Tele-Media 218
Reinsurance 162, 171
Remedies 220
Research and Inquiry 197
Research Design and Statistics for Human Movement 175

Research Methodology 203
Research Methods 1 175
Research Methods 2 175
Research Methods in Accounting 148
Research Methods in Advertising 151
Research Methods in Management (Honours) 138
Research Methods in Marketing 153, 158
Research Office 9
Research program 76
Research Project 203
Research Project – Land Economics 204
Research Project – Operations Management 132
Research Project (Public/Community) 132
Research Project in Electronic Business 155
Research Proposal – Operations Management 132
Research Proposal (Public/Community) 130
Research Seminars in Accounting 148
Research Seminars in Finance and Economics 167
Research Seminars in Management 132
Research Seminars in Marketing 158
Research Techniques in Accounting 147
Research Techniques in Finance and Economics 167
Research Techniques in Management 132
Research Techniques in Marketing 158
Researching Organisations and Management 138
Resource Economics 170
Resource Management in Non-profit Organisations 120
Restrictive Trade Practices 222
Revenue Law 220, 225
Risk Management 162, 171
Risk Management in Engineering 212
Rules and procedures 19
Russian 242

S

Sales Management 154
Scenario Planning – New Technology Change Agents 156
Scholarships 28
Secondary Practicum 1 199
Secondary Practicum 2 200
Secondary School: Social Bases and Critical Issues 199
Securities Market Regulations 164, 224
Service Operations Management 129
Services Marketing 153
Share Market Analysis 170
Simulation Modelling 211
Skills, Technology and Workplace Learning 195
Small and Medium Enterprise Management 118
Small Leisure/Tourism Business, The 175
Social Analysis and Community Organisations 119
Social Analysis and Indigenous Community Organisations 122
Social and Community Research 131
Social and Environmental Accounting 140
Social Change and Community Practice 121

Social Issues in Sport and Exercise 175
 Social Psychology of Leisure 173
 Socially and Ecologically Responsible
 Business 118
 Sociology of Leisure 193
 Sociology of Sport and Leisure 180
 Software Quality Management 207
 Spanish Language and Culture 240
 Special Needs Coordinator 10
 Special Topics in Auditing 143
 Sport and Exercise Behaviour 175
 Sport and the Law 187
 Sport Globalisation 188
 Sport in the Global Marketplace 180
 Sport Industry, The 180
 Sport Management 180, 187
 Sport Marketing 175, 187
 Sports Management Seminar 190
 Staff list 259
 Stamp Duties 227
 State, Market and Civil Society 126
 Statistics 1 209
 Statistics 2 210
 Stochastics Simulation in Finance 170
 Strategic Communication and Negotiation 216
 Strategic Competitive Advantage in the
 Digital Age 137
 Strategic Cost Management 145
 Strategic Electronic Business Technologies 211
 Strategic Financial Management 163
 Strategic Governance and the Business of
 Government 130
 Strategic Human Resource Management 123
 Strategic Information Management 148
 Strategic Issues in Community Management 130
 Strategic IT Contract Management 208
 Strategic Management 126
 Strategic Management Accounting 148
 Strategic Management in Tourism 181
 Strategic Management of Non-profit
 Organisations 120
 Strategic Management of the Global
 Workforce 136
 Strategic Marketing in Electronic Business 155
 Strategic Operations Management 136
 Strategic Supply Chain Management 123
 Strategic Supply Management 133
 Strategic Volunteer Development 134
 Student Ombud 12
 Student Services 10
 Students
 Continuing professional education
 programs 23
 Important student information on rules
 and procedures 19
 International exchange programs 21
 International Student Office 21
 Professional recognition of courses 23
 Student organisations 23
 Students' Association 12

Subjects

Alphabetical list of subjects 249
 Descriptions 118
 Equivalents for Bachelor of Business 244
 International Studies 232
 Offered by other Faculties 195
 Summer and Winter Sessions 21
 Superannuation Law 222
 Supporting Workplace Learning and Reform 196
 Swaps 169
 Synthetic Financial Products 167
 Systems Analysis 208
 Systems Design 205
 Systems Engineering for Managers 211
 Systems Integration 207
 Systems Modelling 204

T

Tax Administration 223
 Taxation of Partnerships and Trusts 223
 Teaching Aboriginal Studies 198
 Technical Analysis 168
 Thai 238
 Theorising Organisations and Management 138
 Theory of Financial Decision Making 171
 Theory of General Insurance 161, 171
 Thesis in Accounting 148
 Thesis in Finance 172
 Thesis in Finance and Economics 171
 Thesis in Management (F/T) 138
 Thesis in Management (P/T) 138
 Thesis in Marketing 159
 Third Sector Theory 120
 Third Sector: Theory and Context 130
 Tourism in Social Context 176
 Tourism Industry Practicum 176
 Tourism Industry, The 184
 Tourism Management Project 192
 Tourism Management Seminar 190
 Tourism Marketing 183, 192
 Tourism Project Development 184
 Tourism, Recreation and Protected Area
 Management 232
 Tourism, Recreation and Protected Areas 2 183
 Tourism, Recreation and Protected Areas 1 182
 Tourism Strategy and Operations 186
 Tourism Studies Project 1 176
 Tourism Studies Project 2 176
 Tourism Systems 186
 Tourism's Environmental Interactions 182
 Tourism's Environments 185
 Tourist Attractions Management 184, 187
 Tourist Behaviour 191
 Tourist Event Management 190
 Transportation in Tourism 184
 Travel and Tourism Industry, The 186
 Travel and Tourism Operations 1 183
 Travel and Tourism Operations 2 184
 Travel and Tourism Law 192
 Trends in Health Care 231

U

Undergraduate courses 33
Understanding Adult Education and Training 195
Understanding Diversity: An International
 Perspective 135
Understanding Diversity: Within the
 Organisation 135
Union, UTS 11
University Graduate School 10
Urban Economics 201
UTS contacts 277

V

Valuation Methodology 201
Venture Capital Finance 167
Virtual Communities 205
Volunteer Recruitment 122
Volunteer Recruitment for Major Events 137
Volunteering in the Community Sector 121
Volunteering: Social and Organisational
 Perspectives 133

W

Water-based Recreation 174
Welfare 10
Women and Leisure 176
Workplace Dispute Resolution 223
Workplace Learning 1 179
Workplace Learning 2 179
Workplace Practicum 197
Workshop in Advanced Managerial Skills 127

Y

Yield Curve Analysis 170
Youth Allowance 9
Youth and Leisure 179

UTS CONTACTS

University of Technology, Sydney

Postal address

PO Box 123
Broadway,
New South Wales, 2007, Australia

Telephone

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

World Wide Web

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

City campus

Broadway

- Building 1 (Tower Building)
1 Broadway, Ultimo
- Building 2
1 Broadway, Ultimo
- Building 3 (Bon Marche Building)
Cnr Harris Street and Broadway, Ultimo
- Building 4
Cnr Thomas and Harris Streets, Ultimo
- Building 6 (Peter Johnson Building)
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, Sydney

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

Institute for Sustainable Futures

- National Innovation Centre
Cnr Garden, Cornwallis and
Boundary Streets
Eveleigh, NSW, 1430
Telephone: (02) 9209 4350
Fax: (02) 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

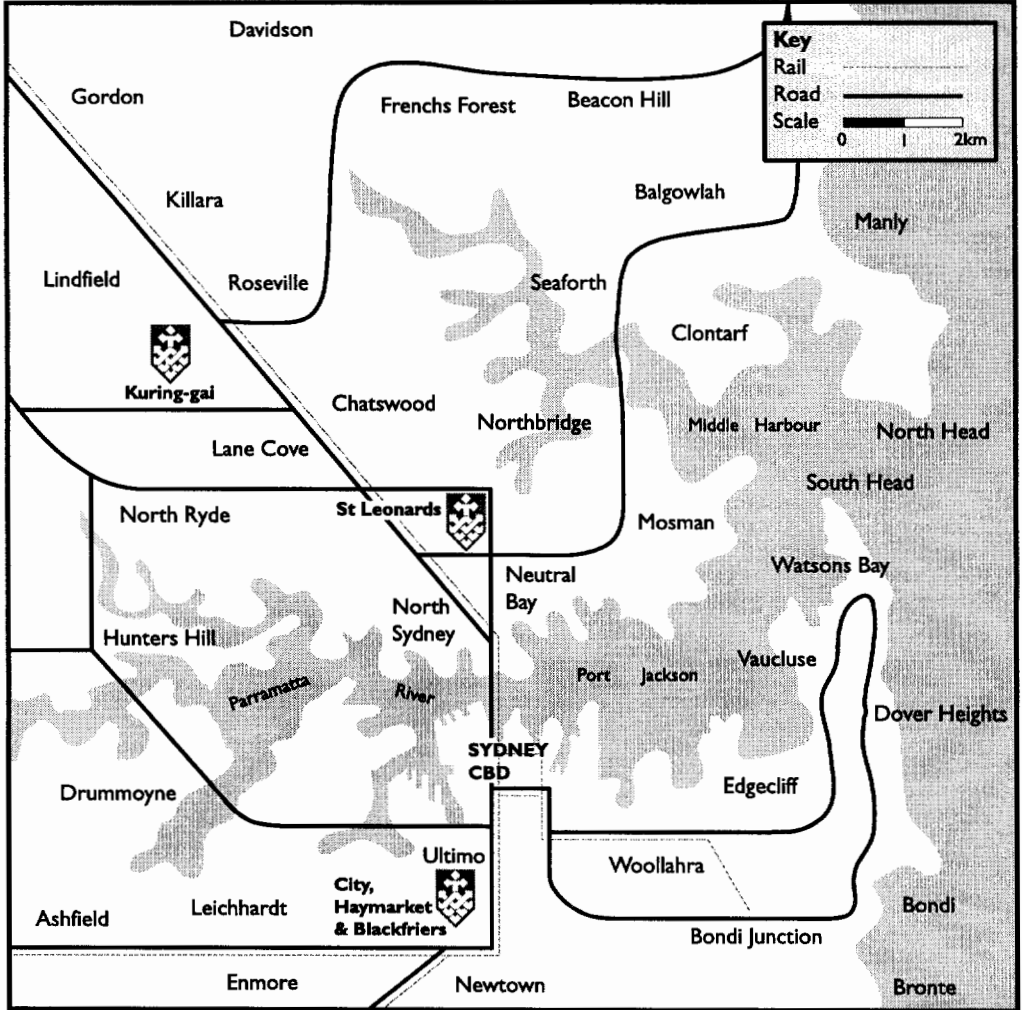
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Yarramundi, NSW, 2753

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- 2605 The Bucketts Way
Booral, NSW, 2425

MAPS

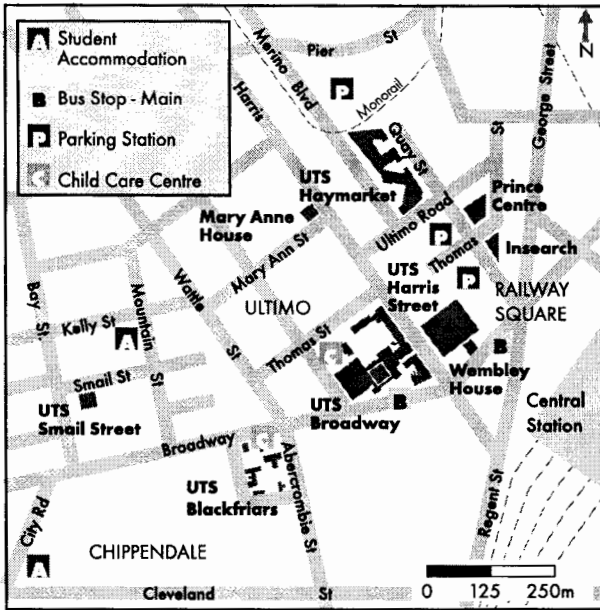
Sydney regional map



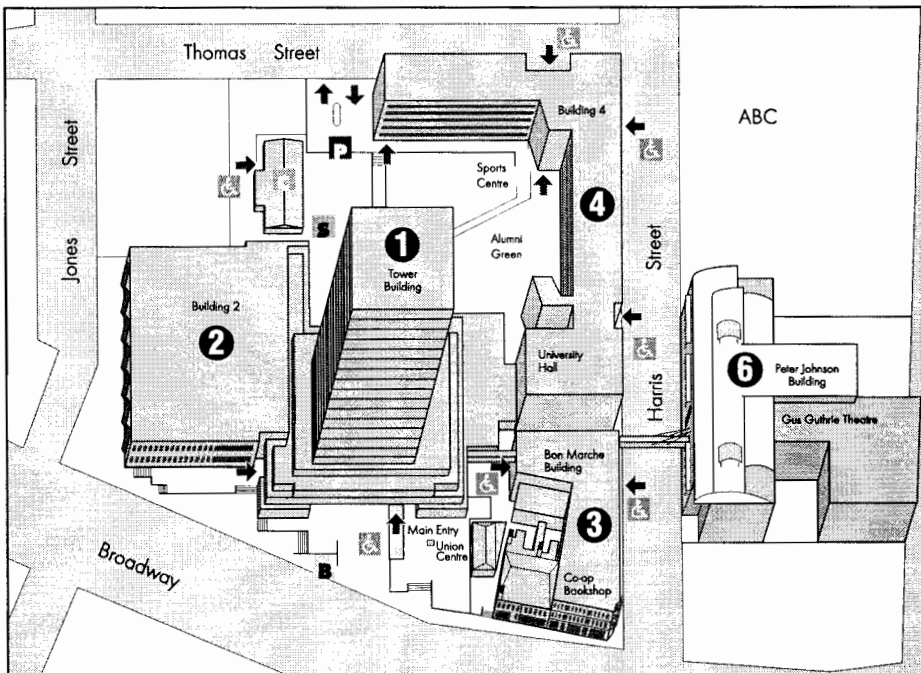
KEY

- ➔ Entry/Exit
- ♿ Disabled access
- B** Main bus stop
- S** UTS shuttle bus
- P** Parking
- 1** Building numbers
- 👶 Child care

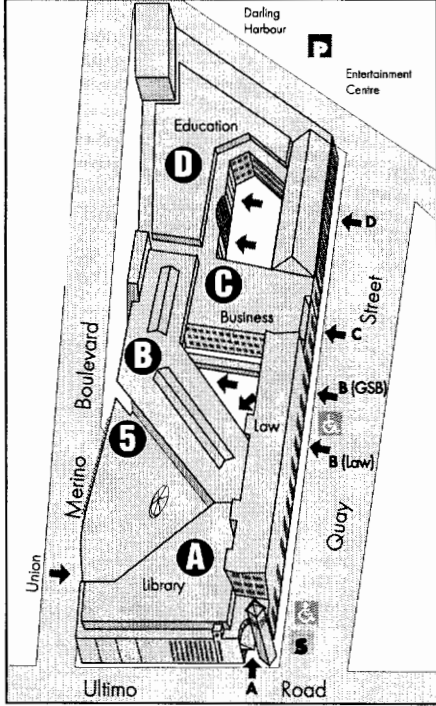
City campus



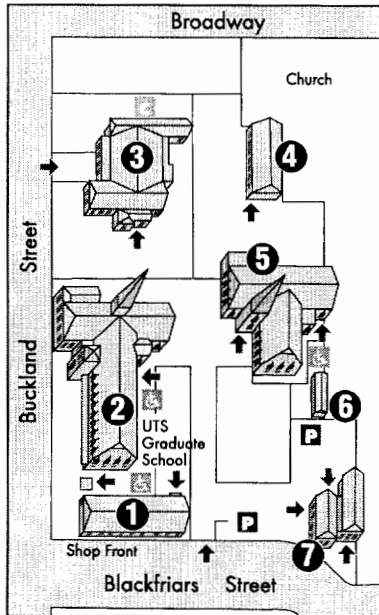
Broadway



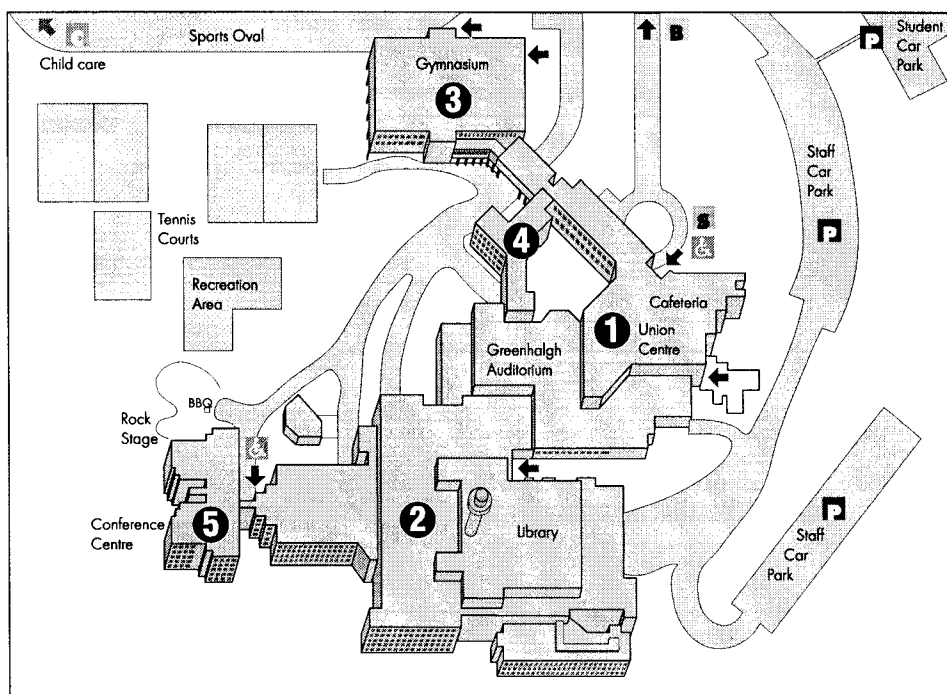
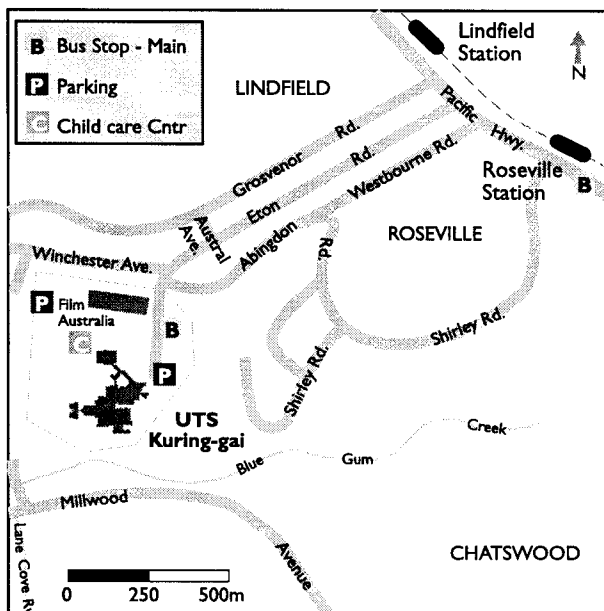
Haymarket



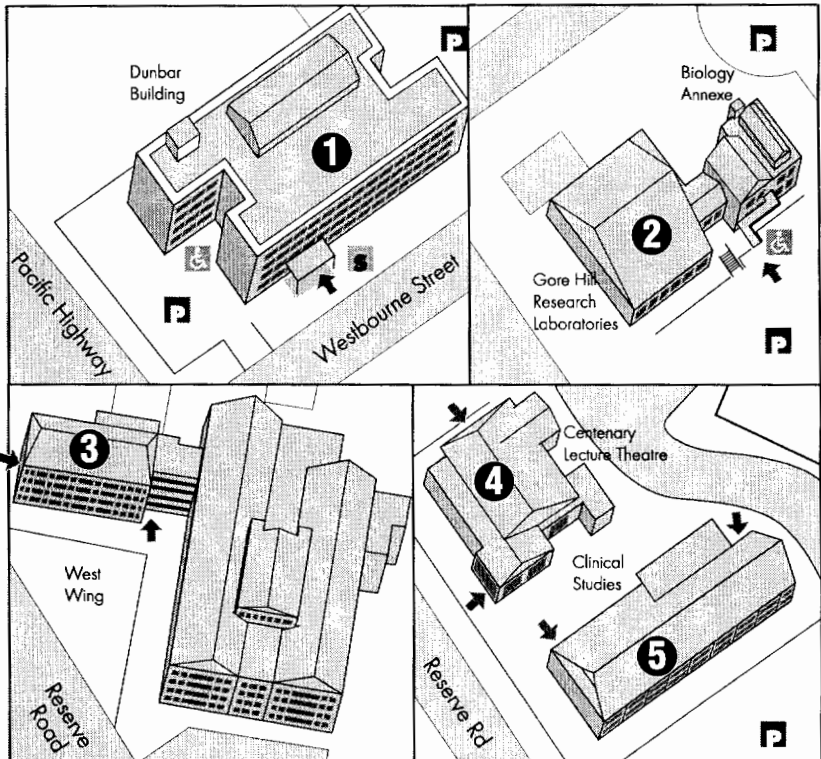
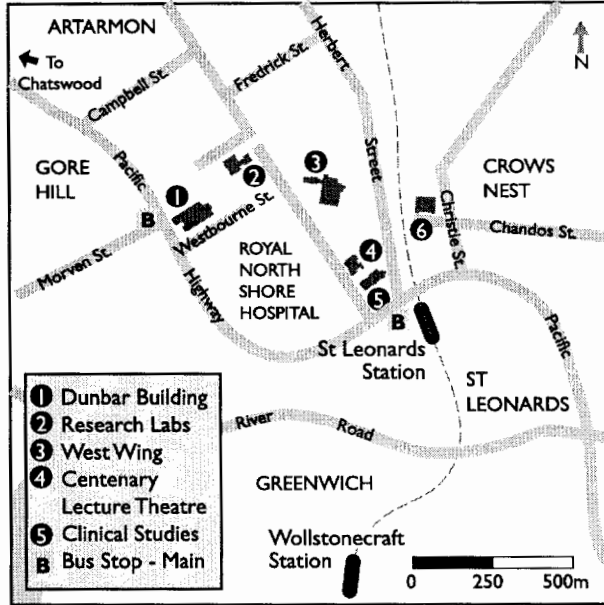
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Kuring-gai campus



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>