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UNIVERSITY OF  
TECHNOLOGY SYDNEY

# 2001

## JTS:BUSINESS

# HANDBOOK

University of Technology,  
Sydney. Faculty of Business  
Handbook

Received on: 31-10-00  
CITY CAMPUS

University of Technology,  
Sydney Library



# UTS:BUSINESS

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## HANDBOOK 2001

### DISCLAIMER

This publication contains information which was current at 1 September 2000. 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 Student Info & Admin Centre.

## **EQUAL OPPORTUNITY**

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It is the policy of UTS to provide equal opportunity for all persons regardless of race, colour, descent, national or ethnic origin, ethno-religious background; sex; marital status, pregnancy; potential pregnancy; family responsibilities, disability, age; homosexuality; transgender status; political conviction; and religious belief.

## **FREE SPEECH**

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UTS 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**

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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**

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[www.uts.edu.au](http://www.uts.edu.au)

*Faculty Handbooks and Calendar*

[www.uts.edu.au/div/publications/](http://www.uts.edu.au/div/publications/)

*UTS Rules and Policies*

[www.uts.edu.au/div/publications/policies/](http://www.uts.edu.au/div/publications/policies/)

## **EDITORIAL AND PRODUCTION**

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Publications Branch,  
Corporate Affairs Unit,  
Registrar's Division

## **COVER**

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# GENERAL INFORMATION

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## 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 are members of the workforce within a few 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 undergraduate and postgraduate degrees, developed by the Faculties of Business; Design, Architecture and Building; Education; Engineering; Humanities and Social Sciences; Information Technology; Law; Nursing, Midwifery and Health; and Science. Each of these faculties is responsible for 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 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 2001* 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 2001* are held in the University's libraries and faculty offices and can be purchased at the Co-op Bookshop.

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

For the latest information, see the University's website at:

[www.uts.edu.au](http://www.uts.edu.au)

## STUDENT INQUIRIES

### UTS Student Info & Admin Centre

telephone (02) 9514 1222  
email [info.office@uts.edu.au](mailto:info.office@uts.edu.au)  
[www.uts.edu.au](http://www.uts.edu.au)

#### *City campus*

Level 4 foyer, Building 1 (Tower Building)  
1 Broadway, Ultimo

#### *Kuring-gai campus*

Level 6, Building K1  
Eton Road, Lindfield

#### *Postal address*

PO Box 123, Broadway NSW 2007

### International Programs Office

10 Quay Street, Haymarket  
telephone +61 2 9514 1531  
fax +61 2 9514 1530  
email [intlprograms@uts.edu.au](mailto:intlprograms@uts.edu.au)

### Faculty student offices

#### **Business**

##### *Undergraduate inquiries*

Level 1, Building 5  
Haymarket, City campus  
telephone (02) 9514 3500  
Level 5, Building K1  
Kuring-gai campus  
telephone (02) 9514 5355  
email [undergraduate.business@uts.edu.au](mailto:undergraduate.business@uts.edu.au)

##### *Postgraduate inquiries*

Level 5, Building 5  
Haymarket, City campus  
telephone (02) 9514 3660  
email [graduate.business@uts.edu.au](mailto:graduate.business@uts.edu.au)

#### **Design, Architecture and Building**

Level 5, Building 6 (Peter Johnston Building)  
City campus  
telephone (02) 9514 8913  
email [dab.info@uts.edu.au](mailto:dab.info@uts.edu.au)

#### **Education**

Room D101, Building 5  
Haymarket, City campus  
telephone (02) 9514 3900  
email [education@uts.edu.au](mailto:education@uts.edu.au)  
Room 333, Building K2  
Kuring-gai campus  
telephone (02) 9514 5621  
email [teached.office@uts.edu.au](mailto:teached.office@uts.edu.au)

#### **Engineering**

Level 7, Building 2  
City campus  
telephone (02) 9514 2666  
email [upo@eng.uts.edu.au](mailto:upo@eng.uts.edu.au)

#### **Humanities and Social Sciences**

##### *Faculty Student Centre*

Level 2, Building 3 (Bon Marche Building)  
City campus  
telephone (02) 9514 2300  
email [fhss.student-centre@uts.edu.au](mailto:fhss.student-centre@uts.edu.au)

##### *Faculty Research Office*

Level 7, Building 2  
City campus  
telephone (02) 9514 1959  
email [research.degrees.hss@uts.edu.au](mailto:research.degrees.hss@uts.edu.au)

#### **Information Technology**

Level 3, Building 4  
City campus  
telephone (02) 9514 1803  
email [info@it.uts.edu.au](mailto:info@it.uts.edu.au)

#### **Law**

Room B303, Building 5  
Haymarket, City Campus  
telephone (02) 9514 3444  
email [admingen@law.uts.edu.au](mailto:admingen@law.uts.edu.au)

#### **Nursing, Midwifery and Health**

Room 397, Building K5  
Kuring-gai campus  
telephone (02) 9514 5202  
email [nmh@uts.edu.au](mailto:nmh@uts.edu.au)

#### **Science**

Level 3, Building 4  
City campus  
Level 2, Dunbar Building  
St Leonards campus  
telephone (02) 9514 1756  
email [information@science.uts.edu.au](mailto:information@science.uts.edu.au)

#### **Institute for International Studies**

10 Quay Street  
Haymarket, City campus  
telephone (02) 9514 1574  
email [iisinfo@uts.edu.au](mailto:iisinfo@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 December; early closing dates may apply to some courses. To find out more about these courses and the application procedures, check the *UAC Guide*, or the UAC website at: [www.uac.edu.au](http://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 and do not have a UAC code.

### Postgraduate

Applications for postgraduate courses should be made directly to UTS. For courses starting at the beginning of the year, most applications open in August with a first round closing date of 31 October. For courses starting in the middle of the year, applications open in May. For more information about applying to study at UTS, contact the UTS Student Info & Admin Centre.

### 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 30 November 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 cross-institutional 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 cross-institutional study. There are four application periods, and closing dates vary for each semester. For more information contact the appropriate faculty or the UTS Student Info & Admin Centre.

## 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, some students may be eligible for reduced service fees.

For full details of variations and exemptions to the fees listed below, contact the UTS Student Info & Admin Centre.

### Fee components<sup>1</sup>

<b>Union Entrance Fee</b> a once-only charge for new students	\$22
<b>Union Fee</b> a semester-based charge for currently enrolled students	\$113 per semester
<b>Students' Association Fee</b> a yearly charge for currently enrolled students	\$54.40 per year
<b>Student Accommodation Levy</b> a yearly charge for currently enrolled students	\$58 per year
<b>Student Identification Card Charge</b> a yearly charge for students enrolled on a tuition fee basis	\$15 per year

<sup>1</sup> Charges have been adjusted to reflect the University's liability for Goods and Services Tax (GST).

### Course fees

No course fees are paid by local students undertaking undergraduate studies at UTS. Students are, however, liable for HECS charges (see following page). Many postgraduate courses attract a course fee. These course fees are calculated on a course by course basis and are charged in addition to the service fees outlined above. Payment of course fees may vary depending on a student's status, and on conditions laid down by the faculty. Please contact the relevant faculty for full details.

Details of course fees are outlined under each course entry in this handbook. Readers should note that fees quoted throughout the handbook are correct at the time of publication however they are subject to change and should be confirmed with the Student Info & Admin Centre.

### Course fees for international students

At the time of publication, course fees for undergraduate international students range from A\$5,000 to A\$8,250 per semester, and for postgraduate international students from A\$4,000 to A\$8,250 per semester. These vary from time to time and the International Programs Office should be contacted for up-to-date information.

International students in Australia on a student visa are required to undertake full-time study as a condition of their visa.

For more information contact the International Programs Office.

### Other costs

Students may incur other costs while they study at UTS. These may include books, printed sets of reading materials, photocopying, equipment hire, the purchase of computer software and hardware, and Internet services.

## 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 Australian 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 Student Info & Admin Centre.

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 ([www.hecs.gov.au](http://www.hecs.gov.au)) or the UTS Student Info & Admin Centre.

## FINANCIAL HELP

### Austudy/Youth Allowance

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

Full-time students aged over 25 years 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 the Student Services Unit at Kuring-gai or City campuses.

Commonwealth legislation sets strict requirements for Austudy/Youth Allowance over which the University has no control. It is important that the students concerned understand these requirements.

Students who receive Austudy and decide to drop subjects during the semester, must 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 equivalent full-time student units. 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 financial assistance 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 at:

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, Building 1 (Tower Building)  
telephone (02) 9514 1902

## 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 online reference assistance, training programs, Closed Reserve, loans, reciprocal borrowing and photocopying facilities. The Library's extensive range of electronic information resources, such as catalogues, databases and Electronic Reserve, and online services, such as research assistance, online training, loan renewal, reservations and inter-Library requests, can be accessed on campus and remotely 24 hours a day from the Library website.

The Library is open for extended opening hours. More information about the Library can be found at:

[www.lib.uts.edu.au](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 5313

### *Gore Hill Library (St Leonards campus)*

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

## UNIVERSITY GRADUATE SCHOOL

The University Graduate School is a pan-university organisation which enhances the quality of postgraduate research studies 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 research degree students and supports them in their studies.

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

telephone (02) 9514 1336

email [ugs@uts.edu.au](mailto:ugs@uts.edu.au)

[www.gradschool.uts.edu.au](http://www.gradschool.uts.edu.au)

## SUPPORT FOR STUDENT LEARNING

### Student Services Unit

To ensure student success, the University provides a range of professional services to support different aspects of student life and learning at UTS.

These services include:

- orientation and University transition programs
- student housing and assistance in finding private rental accommodation
- workshops and individual counselling to enhance effective learning
- assistance for students with disabilities and other special needs
- student loans and financial assistance
- health services
- personal counselling
- assistance with administrative problems or complaints
- assistance when extenuating circumstances impact on study
- help with getting a job
- campus interview program.



## 12 General information

All these services are sensitive to the needs of students from diverse backgrounds and are available at City and Kuring-gai campuses with flexible hours for part-timers.

The Student Services Unit website offers a jobs database, 'where UTS graduates get jobs', virtual counselling and links to the 'student help' website:

[www.uts.edu.au/div/ssu](http://www.uts.edu.au/div/ssu)

### Transition to university programs – Orientation 2001

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. There are specially tailored programs for part-time and international students as well as for recent school leavers. Students are informed of academic expectations, the skills needed to be an independent learner, and learning strategies which can help them successfully manage the workload. 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 can help students make the link between various UTS courses and the careers they can lead to. The Careers Service also offers general career guidance, and assists with job placement for students seeking industry experience or permanent or casual employment. Contact the Careers Service on:

telephone (02) 9514 1471 (City campus)

[www.uts.edu.au/div/cas](http://www.uts.edu.au/div/cas)

### Counselling

Counsellors are available at both the City and Kuring-gai campuses for individual consultation. Group programs are also held throughout the year.

For further information, contact:

telephone (02) 9514 1471 (City campus)  
or (02) 9514 5342 (Kuring-gai campus)

Telephone counselling is available on (02) 9514 1177.

### Health

The Health Service offers a bulk billing practice to students at two locations. For appointments, contact:

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 Service

The University has in place a range of services and procedures to improve access for students with disabilities, ongoing illnesses and other special needs. Students who have disabilities or illnesses which may impact on their studies are encouraged to contact the Special Needs Service for a confidential discussion of the assistance available.

telephone (02) 9514 1177  
TTY (02) 9514 1164  
email [special.needs@uts.edu.au](mailto:special.needs@uts.edu.au)

### Financial Assistance

Financial Assistance staff assist students with personal financial matters and are the contact point for student loans. They can also advise on Youth Allowance, Austudy and other Centrelink benefits.

telephone (02) 9514 1177

### Locations for Student Services

telephone (02) 9514 1177  
TTY (02) 9414 1164  
fax (02) 9514 1172  
email [student.services@uts.edu.au](mailto:student.services@uts.edu.au)  
[www.uts.edu.au/div/ssu](http://www.uts.edu.au/div/ssu)

#### City campus

Level 6, Building 1 (Tower Building)

- Counselling Service
- Health Service
- Special Needs and Financial Assistance Service

Level 3, Building 1 (Tower Building)

- Careers Service
- 9 Broadway
- Housing Service

#### Kuring-gai campus

Level 5, Building K1

- Counselling Service
- Health Service

## 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 (ITD) Support Centre on:

telephone (02) 9514 2222

### **Student email accounts**

UTS provides students with an email account, which gives all students access to email facilities via the web. To find out more about UTS Email, visit the website:

[www.uts.edu.au/email/](http://www.uts.edu.au/email/)

Alternatively, pick up the brochure *Your UTS Email Account* available in all ITD General Purpose Laboratories and drop-in centres. If you have any problems activating your account or with the use of UTS Email, contact the IT Support Centre on:

telephone (02) 9514 2222

### **Computer training**

In general, where computer training is necessary as part of a course that attracts HECS, it is provided as part of that course. Students can also consult the Computing Study Centre (see below).

## STUDENT LEARNING CENTRES

### **Chemistry Learning Resources Centre**

The Chemistry Learning Centre assists students in undergraduate courses in the faculties of Science; Nursing, Midwifery and Health; Engineering; and Business.

Room 211, Building 4  
City campus

Rosemary Ward  
telephone (02) 9514 1729  
email [rosemary.ward@uts.edu.au](mailto:rosemary.ward@uts.edu.au)

[www.science.uts.edu.au/depts/cmf/chem/clrc/index.html](http://www.science.uts.edu.au/depts/cmf/chem/clrc/index.html)

## Computing Study Centre

The Computing Study Centre assists students in developing skills in the use of various standard computer packages.

Level 16, Building 1 (Tower Building)  
City campus

John Colville, Director  
telephone (02) 9514 1854  
email [john.colville@uts.edu.au](mailto:john.colville@uts.edu.au)

### **English Language Study Skills Assistance (ELSSA) Centre**

ELSSA Centre provides free English language and study skills courses for all UTS students completing their degree in English.

ELSSA Centre  
Alex Barthel (Director)  
Level 18, Building 1 (Tower Building)  
City campus  
telephone (02) 9514 2327

or

Room 522, Building K2  
Kuring-gai campus  
telephone (02) 9514 5160  
email [elssa.centre@uts.edu.au](mailto:elssa.centre@uts.edu.au)  
[www.uts.edu.au/div/elssa/](http://www.uts.edu.au/div/elssa/)

### **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, Building 1 (Tower Building)  
City campus  
telephone (02) 9514 1902  
[www.indiginet.com.au/jumbunna](http://www.indiginet.com.au/jumbunna)

### **Mathematics Study Centre**

The Centre coordinates mathematics assistance across the University and is staffed by lecturers with expertise in mathematics and statistics.

Level 16, Building 1 (Tower Building)  
City campus  
Leigh Wood (Director)  
telephone (02) 9514 2268  
email [leigh.wood@uts.edu.au](mailto:leigh.wood@uts.edu.au)

Room 522, Building K2  
Kuring-gai campus  
telephone (02) 9514 5186

## Physics Learning Centre

This is a drop-in centre for first-year physics students.

Level 11, Building 1 (Tower Building)  
City campus  
(with an adjoining computer laboratory)

Peter Logan  
telephone (02) 9514 2194  
email [peter.logan@uts.edu.au](mailto:peter.logan@uts.edu.au)

## EQUITY AND DIVERSITY

UTS is committed to equal opportunity and the right of all staff and students to work, study and access services in a university environment which is safe, equitable, free from discrimination and harassment, and in which everybody is respected and treated fairly. The University also aims to assist members of under-represented groups overcome past or present discrimination, and to provide a supportive and open organisational culture in which all students and staff are able to develop to their full potential.

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. It is the policy of UTS to provide equal opportunity for all persons regardless of race, colour, descent, national or ethnic origin, ethno-religious background; sex; marital status, pregnancy; potential pregnancy; family responsibilities, disability, age; homosexuality; transgender status; political conviction; and religious belief.

The Equity & Diversity Unit provides a range of services for students and prospective students. These include 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 discrimination and harassment related grievances.

Equity & Diversity Unit  
Level 17, Building 1 (Tower Building)  
telephone (02) 9514 1084  
email [equity.diversity.unit@uts.edu.au](mailto:equity.diversity.unit@uts.edu.au)  
[www.equity.uts.edu.au](http://www.equity.uts.edu.au)

## OTHER SERVICES

### Student Ombud

Enrolled or registered students with a complaint against decisions of University staff, or related to the University, 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  
telephone (02) 9514 2575  
email [ombuds@uts.edu.au](mailto:ombuds@uts.edu.au)  
[www.uts.edu.au/oth/ombuds](http://www.uts.edu.au/oth/ombuds)

### Freedom of Information

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

Personal information may also be accessed under the *Privacy and Personal Information Act 1998*. In addition to the requirements of the Act, UTS has a number of policies which govern the collection and use of private information.

David Clarke  
FOI Officer  
Level 4A, Building 1 (Tower Building)  
City campus  
telephone (02) 9514 1240  
email [david.clarke@uts.edu.au](mailto:david.clarke@uts.edu.au)

### Student complaints

UTS is committed to providing a learning and working environment in which complaints are responded to promptly and with minimum distress and maximum protection to all parties.

All students and staff have a responsibility to contribute to the achievement of a productive, safe and equitable study and work environment at UTS. The University's procedures for handling student complaints are based on confidentiality, impartiality, procedural fairness, protection from victimisation and prompt resolution.

Students should first raise their complaint directly with the person concerned where possible or appropriate, or with an appropriate person in the faculty or administrative unit concerned. To seek advice and assistance in lodging a complaint, contact the Student Services Unit or the Equity & Diversity Unit.

The Policy on Handling Student Complaints is published on the Rules, Policies and Procedures website at:

[www.uts.edu.au/div/publications/policies/](http://www.uts.edu.au/div/publications/policies/)

## CAMPUS LIFE

### 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 (City campus)  
telephone (02) 9514 1444  
email [Debbie.Anderson@uts.union.uts.edu.au](mailto:Debbie.Anderson@uts.union.uts.edu.au)

City campus at Haymarket  
telephone (02) 9514 3369

Kuring-gai campus  
telephone (02) 9514 5011

### Union Sports Centre

The centre contains multi-purpose spaces, squash courts, weights rooms, circuit training room and outdoor basketball court.

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

### 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 p.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 students' reading lists, and a variety of general titles and computer software. It has branches at the City and Kuring-gai campuses, and, at the start of semester, at Haymarket and Gore Hill (St Leonards campus).

City campus  
telephone (02) 9212 3078  
email [uts@mail.coop-bookshop.com.au](mailto:uts@mail.coop-bookshop.com.au)

Kuring-gai campus  
telephone (02) 9514 5318  
email [kuringai@mail.coop-bookshop.com.au](mailto:kuringai@mail.coop-bookshop.com.au)  
[www.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. The SA also employs caseworkers to provide advocacy for students on academic and non-academic matters.

City campus office  
Level 3, Building 1 (Tower Building)  
telephone (02) 9514 1155

Kuring-gai campus office  
Level 4, Building 2  
telephone (02) 9514 5237

### Radio Station 2SER-FM (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, Building 1 (Tower Building)  
City campus  
telephone (02) 9514 9514

### UTS Gallery and Art Collection

The UTS Gallery is a dedicated public gallery on the City campus. 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.

Level 4, Building 6 (Peter Johnson Building)  
City campus  
702 Harris Street  
telephone (02) 9514 1284  
fax (02) 9514 1228  
email [uts.gallery@uts.edu.au](mailto:uts.gallery@uts.edu.au)  
[www.utsgallery.uts.edu.au](http://www.utsgallery.uts.edu.au)

## PRINCIPAL DATES FOR 2001

### January

- 1 New Year's Day – public holiday
- 2 Summer session classes recommence (to 2 February)
- 4 UTS Advisory Day
- 5 Closing date for change of preference to the Universities Admissions Centre (UAC), by mail or in person
- 6 Closing date (midnight) for change of preference to UAC, via UAC Infoline and website ([www.uac.edu.au](http://www.uac.edu.au))
- 8 Formal supplementary examinations for 2000 Spring semester students
- 12 Last day to submit appeal against exclusion from Spring 2000
- 19 Final examination timetable for Summer session available
- 19 Main round of offers to UAC applicants
- 22–27 Enrolment of new main round UAC undergraduate students at City campus
- 24 Closing date for change of preference to UAC for final round offers
- 26 Australia Day – public holiday
- 29 Public School holidays end

### February

- 2 Final round of offers to UAC applicants
- 2 Summer session ends for subjects with formal exams
- 2 Last day to lodge a Stage 2 appeal against assessment grade for Spring semester 2000
- 5–16 Formal examinations for Summer session
- 5–23 Enrolment of new students at City campus
- 9 Third round closing date for postgraduate applications for Autumn semester 2001 (except Faculty of Business – closing date 16 February)
- 16 Faculty of Business third round closing date for postgraduate applications for Autumn semester 2001
- 26 Orientation week for new students commences (to 2 March)
- 26 Release of results for Summer session
- 28 Union 'O' Day – Clubs and activities day
- 28 Late enrolment day

### March

- 5 Autumn semester classes commence
- 7 Late enrolment day
- 9 Last day to lodge a Stage 2 appeal against assessment grade for Summer session
- 16 Last day to enrol in a course or add subjects<sup>1</sup>
- 16 Last day to pay upfront HECS or postgraduate course fees for Autumn semester 2001
- 19 Applications open for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences July – December)
- 30 Last day to apply to graduate in Spring ceremonies 2001
- 31 Last day to withdraw from a course or subject without financial penalty<sup>1</sup>
- 31 HECS census date

### April

- 12 Last day to withdraw from a course or subject without academic penalty<sup>1</sup>
- 12–30 Public School holidays
- 13 Good Friday – public holiday
- 16 Easter Monday – public holiday
- 16–20 Vice-Chancellors' Week (non-teaching)
- 18–20 Graduation ceremonies (Kuring-gai campus)
- 25 Anzac Day – public holiday

### May

- 1 Applications open for undergraduate courses, where applicable, and postgraduate courses for Spring semester 2001
- 7–18 Graduation ceremonies (City campus)
- 11 Provisional examination timetable available
- 22 Closing date for applications for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences July – December)
- 31 Closing date for undergraduate and first round postgraduate applications for Spring semester 2001
- 31 Closing date for applications for Postgraduate Equity Scholarships for Spring semester 2001

**June**

- 1 Final examination timetable available
- 11 Queen's Birthday – public holiday
- 15 Last teaching day of Autumn semester
- 16 Formal examinations commence (to 6 July)
- 29 Second round closing date for postgraduate applications for Spring semester 2001

**July**

- 2–6 Vice-Chancellors' Week (non-teaching)
- 6–23 Public School holidays
- 16–20 Formal alternative examination period for Autumn semester students
- 18–26 Enrolment of new students for Spring semester
- 25 Release of Autumn semester examination results
- 26 Formal supplementary examinations for Autumn semester students
- 30 Spring semester classes commence

**August**

- 1 Applications available for undergraduate and postgraduate courses for Autumn semester 2002
- 1 Applications available for Postgraduate Research Scholarships
- 3 Last day to withdraw from full-year subjects without academic penalty
- 3 Last day to lodge a Stage 2 appeal against assessment grade for Autumn semester 2001
- 10 Last day to enrol in a course or add subjects<sup>1</sup>
- 17 Last day to pay upfront HECS or postgraduate course fees for Spring semester 2001
- 30 Last day to apply to graduate in Autumn ceremonies 2002
- 31 Last day to withdraw from a course or subject without financial penalty<sup>1</sup>
- 31 HECS census date

**September**

- 7 Last day to withdraw from a course or subject without academic penalty<sup>1</sup>
- 7 Applications open for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences January – June 2002)
- 24–28 Vice-Chancellors' Week (non-teaching)
- 24–28 Graduation ceremonies (City campus)
- 28 Applications open for UTS Academic Internships
- 28 Closing date for undergraduate applications via UAC (without late fee)
- 28 Closing date for inpUTS Educational Access Scheme via UAC
- 28 Public School holidays commence

**October**

- 1 Labour Day – public holiday
- 5 Provisional examination timetable available
- 15 Public School holidays end
- 26 Final examination timetable available
- 31 Closing date for undergraduate applications via UAC (with late fee)
- 31 First round closing date for postgraduate applications for Autumn semester 2002
- 31 Closing date for Australian Postgraduate Awards, the R L Werner and University Doctoral Scholarships
- 31 Closing date for applications for Postgraduate Equity Scholarships for Summer session

**November**

- 9 Last teaching day of Spring semester
- 10–30 Formal examination period
- 20 Closing date for applications for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences January – June 2002)
- 30 Closing date for applications for UTS Academic Internships
- 30 Closing date for undergraduate applications direct to UTS (without late fee)

## 18 General information

### December

- 3 Summer session commences  
(to 1 February 2002)
  - 7 Closing date for undergraduate  
applications via UAC (with late fee)
  - 10–14 Formal alternative examination period  
for Spring semester students
  - 14 Last day for students enrolled in  
Summer session to apply to graduate in  
Autumn ceremonies 2002
  - 19 Release of Spring semester examination  
results
  - 20 Public School holidays commence  
(to 28 January 2002)
  - 25 Christmas Day – public holiday
  - 26 Boxing Day – public holiday
- 

<sup>1</sup> HECS/Postgraduate course fees will apply after the HECS census dates (31 March and August or last working day before). Contact the relevant Faculty Office for further information about enrolment and withdrawal deadlines for flexible delivery subjects.

**Note:** Information is correct as at 9 August 2000. The University reserves the right to vary any information described in Principal Dates for 2001 without notice.

# FACULTY INFORMATION

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## MESSAGE FROM THE DEAN

Welcome to the Faculty of Business.

The Faculty offers an extensive range of programs at both undergraduate and post-graduate levels. It also offers an extensive range of executive short courses.

As one of the largest business faculties in Australia, the Faculty offers the resources of five discipline-based teaching schools in the areas of: accounting; finance and economics; leisure, sport and tourism; management; and marketing. The Graduate School of Business administers all postgraduate studies.

Approximately 9,000 students, 1,500 of whom are international students, are enrolled in our courses. This accounts for nearly 30 per cent of the entire UTS student population.

The Faculty has a reputation for high quality educational programs – courses are taught by academic staff and experienced members of the business community who ensure students gain practical skills as well as theoretical and professional training. The Faculty also offers students a flexibility of choice – in course subjects, attendance patterns, and Summer/Winter sessions to ‘fast-track’ their course.

Established partnerships with industry, the business professions and other academic institutions, both in Australia and overseas, offer students the opportunity for research, international exchange and work experience.

The Faculty is centrally located in Haymarket, right in central Sydney within 100 metres of the main Sydney train lines, and also at Lindfield on Sydney’s north shore.

I wish you every success with your studies and trust that your time here will be a rewarding experience.



*Professor Peter Booth  
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 diverse 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.

### 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)

##### *Faculty of Business Student Office (undergraduate)*

Room C102  
(at the entrance to the Faculty)  
Level 1, Building 5  
Quay Street, Haymarket  
telephone (02) 9514 3500  
fax (02) 9514 3654  
email [undergraduate.business@uts.edu.au](mailto:undergraduate.business@uts.edu.au)

**Hours during Autumn and Spring semesters:**  
Monday to Thursday, 9.00 a.m. – 6.00 p.m.  
Friday, 9.00 a.m. – 5.00 p.m.

**Hours in non-teaching periods:**  
Monday to Friday, 9.00 a.m. – 5.00 p.m.

**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 Street, Haymarket  
telephone (02) 9514 3517/3597  
fax (02) 9514 3654

**The office is open from:**  
Monday to Friday, 9.00 a.m. – 5.00 p.m.

#### *Graduate School of Business*

Room B525  
Level 5, Building 5  
Quay Street, Haymarket  
telephone (02) 9514 3660  
fax (02) 9514 3554  
email [graduate.business@uts.edu.au](mailto:graduate.business@uts.edu.au)

**Hours during Autumn and Spring semesters:**  
Monday to Thursday, 9.00 a.m. – 8.00 p.m.  
Friday, 9.00 a.m. – 6.30 p.m.

**Hours in non-teaching periods:**  
Monday to Friday, 9.00 a.m. – 6.30 p.m.

**Postal address:**  
Graduate School of Business  
UTS, PO Box 123  
Broadway NSW 2007

#### *Executive Development*

Room B431  
Level 4, Building 5  
Quay Street, Haymarket  
telephone (02) 9514 3504  
fax (02) 9514 3510  
email [executive.development.unit@uts.edu.au](mailto:executive.development.unit@uts.edu.au)

**The office is open from:**  
Monday to Friday, 9.00 a.m. – 5.00 p.m.

#### *UTS Student Info & Admin Centre*

Foyer  
Level 4, Tower Building  
City campus (Broadway)  
telephone (02) 9514 1222  
fax (02) 9514 1200

**The office is open from:**  
Monday to Thursday, 8.30 a.m. – 6.00 p.m.  
Friday, 8.30 a.m. – 5.00 p.m.

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

##### *Faculty of Business Student Office (undergraduate)*

Room 1.546  
(straight ahead from campus main entrance)  
Level 5, Building K1  
Eton Road, Lindfield  
telephone (02) 9514 5355  
fax (02) 9514 5398

**Hours during Autumn and Spring semesters:**  
Monday to Thursday, 9.00 a.m. – 6.00 p.m.  
Friday, 9.00 a.m. – 5.00 p.m.

**Hours in non-teaching periods:**  
Monday to Friday, 9.00 a.m. – 5.00 p.m.

**Postal address:**  
Faculty of Business  
UTS, PO Box 222  
Lindfield NSW 2070

**UTS Student Info & Admin Centre**

Level 6, Building K1  
Kuring-gai campus  
telephone (02) 9514 1222  
fax (02) 9514 5032

**The office is open from:**

Monday to Thursday, 8.30 a.m. – 6.00 p.m.  
Friday, 8.30 a.m. – 5.00 p.m.

**Inquiries counter**

Level 5, Building K1  
Kuring-gai campus  
telephone (02) 9514 5320

**The office is open from:**

Monday to Thursday, 9.00 a.m. – 7.00 p.m.  
Friday, 9.00 a.m. – 5.00 p.m.

**World Wide Web addresses**

[www.uts.edu.au](http://www.uts.edu.au)

**Faculty of Business Handbook**

[www.uts.edu.au/div/publications/bus/index.html](http://www.uts.edu.au/div/publications/bus/index.html)

**UTS Rules online**

[www.uts.edu.au/div/publications/policies/rules/contents.html](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. and 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**

Room 4.601  
Level 6, Building K4  
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 7711

**Kuring-gai campus**

Room 4.601  
Level 6, Building 4  
Eton Road, Lindfield  
telephone (02) 9514 5460  
fax (02) 9514 5515

**School of Leisure, Sport and Tourism****Kuring-gai campus**

Room 1.684  
Level 6, Building K1  
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**

Room 4.502A  
Level 5, Building K4  
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**

Room 4.502A  
Level 5, Building K4  
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 2001* 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 in each semester
- last days to add a subject is Friday, week two in each semester.

For information regarding last day to delete flexible subjects, contact the Faculty Student Office.

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, late changes to your 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 Info & Admin Centre, City campus or Kuring-gai campuses) before the release of the final examination timetable.

If you **miss a formal examination**, consult a Professional Authority (doctor, counsellor, religious leader) who must complete a Request for Alternative Examination form on the day of the exam, and submit the form to the Registrar (Student Info & Admin Centre, City campus or Kuring-gai campuses) 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 Info & Admin Centre, City campus or Kuring-gai campuses).

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 Info & Admin Centre, City campus or Kuring-gai campuses) 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 Student Info & Admin Centre, City campus or Kuring-gai campuses. 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 Student Info & Admin Centre, City campus or Kuring-gai campuses 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 timetabling information.

## 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: Aachen University of Applied Sciences, Germany; Aarhus School of Business, Denmark; California State University, Sacramento, USA; Linkopings Universitet, Sweden; Loughborough University of Technology, UK; Oregon State University, USA; Reims Management School, France; Universiti Sains Malaysia, Malaysia; University of Ottawa, Canada; University of Tilburg, The Netherlands; Yonsei University, Korea; University of Westminster, London, UK; and Wirtschaftsuniversität, Vienna, Austria.

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.

UTS offers many other exchange programs with overseas Universities. To be eligible to participate in these exchanges, students will need to speak another language fluently, or have the flexibility to study unspecified elective subjects.

### International Exchange sub-major

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

### 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.

### Aachen University of Applied Sciences, Germany

Aachen University offers several business subjects in English and there is also an opportunity to study the German language. This University is ideal for students who wish to undertake an International Exchange sub-major or elective subjects.

### 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.

### California State University, Sacramento Campus, USA

The Sacramento Campus of the California State University 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.

### Linkopings Universitet, Sweden

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

### Loughborough University of Technology, UK

Undergraduate students enrolled in the Bachelor of Arts in Human Movement Studies and 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.

### Oregon State University, USA

Students can study at Oregon State University, 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.

**Reims Management School, France**

At Reims Management School in France, MBA students can undertake intensive Winter session (June/July) study to accelerate their study program.

**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, 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.

**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 Autumn semester.

**University of Westminster, London, UK**

The University of Westminster is an urban campus located in the heart of London. Students can choose from a wide selection of undergraduate subjects.

**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.

**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.

**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 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 number 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, South-East Asia, Latin America, and Europe. There are no prerequisites for these subjects. All subjects are taught in English, in Spring semester only.

For further information, refer to the 2001 handbook for the Institute for International Studies or contact:

Institute for International Studies  
10 Quay Street, Haymarket  
telephone (02) 9514 1574  
fax (02) 9514 1500

**Insearch**

Insearch, 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 Electronic Business. 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.

For further information, contact:

The Registrar  
Insearch  
10 Quay Street, Haymarket  
telephone (02) 9281 8688  
fax (02) 9281 9875  
email [courses@insearch.edu.au](mailto:courses@insearch.edu.au)  
[www.insearch.edu.au](http://www.insearch.edu.au)

## Short business programs

The Faculty offers a range of executive development programs and short, intensive courses in specialist professional topics. Certificate programs are offered in banking, finance, business management, leadership, financial analysis, project management, quantitative finance, marketing, insurance, leisure and tourism, event management, and business accounting. Many of these programs articulate to the Faculty's postgraduate courses. In addition to its advertised programs, in-house programs tailored to specific corporate needs can be arranged on request.

Further information is available from:

Mary Nunan  
Executive Development Unit  
telephone (02) 9514 3504  
fax (02) 9514 3510  
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 CPA Australia/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 CPA Australia and The Institute of Chartered Accountants in Australia.

Students should note that the CPA Australia will not, in principle, accept conceded passes in subjects required by them. However, the CPA Australia 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 CPA Australia.

### 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.

## AIESEC

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

It is AIESEC'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. AIESEC also provides opportunities to gain business contacts and many new friends.

AIESEC 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.

To find out more about AIESEC, telephone (02) 9514 3534, or visit the AIESEC office in Room B112 (Haymarket).

## PRIZES AND SCHOLARSHIPS

### Prizes

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

Prizes are awarded in respect of each academic year and are presented at an annual Faculty ceremony.

#### **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 one year's free membership of the Australian Human Resources Institute.

#### **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 Master of Business in Finance – Banking Specialisation. 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 Bachelor of Business – Banking major (or sub-major). The prize is a cash award of \$250.

#### **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. It is awarded to the student enrolled in Bachelor of Business who obtains the highest aggregate mark in the subject Business Marketing. The prize is a cash award of \$700.

#### **BOC Prize in Finance**

This prize was established in 1984 by the former CIG Limited. It is awarded to the best graduating student enrolled in the Bachelor of Business – Finance major. 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 postgraduate student who obtains the highest aggregate mark in the subject Leisure Management. The prize is a cash award of \$500.

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

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

#### **Butterworths Prize in Business Law**

This prize was established in 1986. 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 and Ethics. 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. 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 Taxation Law**

This prize was established in 1986. 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 Taxation Law. The prize consists of a six-month online subscription to the value of \$495.

**CPA Australia Prize – Best Graduating Student**

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

**CPA Australia Prize in Accounting for Business**

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 for Business. The prize is a cash award of \$500.

**CPA Australia Prize in Cost Management Systems**

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.

**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 Transactions and Business Decisions**

This prize was established in 1985. 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 Accounting Transactions and Business Decisions. The prize is a cash award of \$500.

**Ernst & Young Prize in Management Decisions and Control**

This prize was established in 1985. 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 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.

**Graduate Management Association of Australia Prize**

This prize was established in 1989. 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. 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 Prize**

This prize was established in 1997. It is awarded to the best international student graduating in the Bachelor of Business – Electronic Business major. The prize is a cash award of \$450.

**Insearch 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 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 Electronic Business or 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 for Business and Accounting Transactions and Business Decisions. 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.

**Judith & Leslie Fritz Prize in Applied International Marketing Research**

This prize was established in 2000 by Mr Peter Fritz. It is awarded to the postgraduate student who obtains the highest aggregate mark in the subject Applied International Marketing Research. The prize is a cash award of \$1,000.

**Judith & Leslie Fritz International Marketing Country Study Prize**

This prize was established in 1993 by the School of Marketing and was renamed following support by Mr Peter Fritz. It is awarded to the student who obtains the highest aggregate mark in the subject International Marketing Country Study. The prize is a cash award of \$1,000.

**KPMG Prize in Accounting for Business Combinations**

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

**KPMG Prize in Computer Based Accounting**

This prize was established in 1982. 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**

*(Note: the conditions of award for this prize are currently under review.)*

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 Electronics Australia Prize**

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

#### **PricewaterhouseCoopers Prize for Assurance Services and Audit**

This prize was established in 1982. 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 Assurance Services and Audit. The prize is a cash award of \$400.

#### **PricewaterhouseCoopers Prize for Taxation Law**

The prize was established in 1982. 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 Taxation Law. The prize is a cash award of \$400.

#### **Reckitt Benckiser Graduate Prize**

This prize was established in 1985. It is awarded to the postgraduate student 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 Fundamentals of Business Finance. 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 Sport Management. 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 postgraduate student who obtains 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

Inquiries about all postgraduate scholarships should be directed to the University Graduate School, Level 5, Tower Building, Broadway, telephone (02) 9514 1521. The latest information regarding postgraduate scholarships is available at:

[www.gradschool.uts.edu.au](http://www.gradschool.uts.edu.au)

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

### Accounting Honours Scholarships

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

### Bowl Australia Honours Scholarship in Leisure Management

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

### Commonwealth Bank Scholarship

This scholarship was established in 1988. It is awarded to a full-time, second-year student in the Bachelor of Business who intends majoring in banking, finance, accounting, or marketing. The recipient must have a sound academic record and be interested in pursuing a career in banking. The scholarship is tenable for two years and has a cash value of \$6,000.

### 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.

### Dow Corning Research Scholarships in Marketing

*(Currently under review.)*

These scholarships were established in 1994. Dow Corning Australia 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 while on a Faculty approved exchange program. Each scholarship is tenable for one semester and has a cash value of \$1,000.

### Faculty of Business Honours Scholarships

These scholarships were established in 1993. The Faculty may award up to six 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 \$5,000.

### Faculty of Business PhD Scholarships

The Faculty of Business offers two full-time PhD scholarships for study in any one of the Faculty's five discipline-based Schools of Accounting, Finance and Economics, Leisure and Tourism Studies, Management, or Marketing. Each scholarship has a cash value of \$18,000 per year, tax-free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty. These scholarships are tenured for three-year periods.

### Hawker De Havilland PhD Scholarship

This scholarship is sponsored by Hawker De Havilland Limited to enable a highly qualified doctoral candidate to conduct innovative and cutting-edge management research in the general field of Enterprise Modelling using Knowledge Engineering. The scholarship has a cash value of \$20,000 per year, tax-free, and is tenable for up to three years.

### Industry Supported 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. At present, Hawker De Havilland and SAP Australia Pty Ltd support doctoral studies in management research.

### **Insearch Doctoral Award**

As a result of the generous support of the Insearch, the Faculty of Business is able to offer a full-time PhD scholarship for study in any one of the Faculty's five discipline-based Schools of Accounting; Finance and Economics; Leisure, 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.

### **PhD Scholarships in Accounting**

The School of Accounting offers two PhD scholarships to candidates to work in the areas of market-based accounting research and/or positive accounting theory. The scholarship has a cash value of \$25,000 per year, tax free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

### **PhD Scholarships in Finance and Economics**

The School of Finance and Economics offers two PhD scholarships to candidates to work in areas within the interests of the School. 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.

### **Research Student Research Fund**

The Faculty of Business offers limited funding to enrolled research students for expenses incurred in relation to their study. Applications for these grants are invited twice per year and guidelines are distributed at the time.

### **SAP Doctoral Scholarship**

This scholarship is sponsored by SAP Australia to enable a highly qualified doctoral candidate to conduct innovative and cutting-edge management research in the general field of Business Process Re-Engineering using SAP R/3 software. The scholarship has a cash value of \$20,000 per year, tax-free, and is tenable for up to three years.

# UNDERGRADUATE COURSES

## Bachelor of Business

- ◆ *Course codes: B02C (City campus); B02K (Kuring-gai campus)*
- ◆ *UAC codes: 600010 (City – F/T) 600011 (City – P/T) 600020 (Kuring-gai – F/T) 600021 (Kuring-gai – P/T)*
- ◆ *Testamur title: Bachelor of Business*
- ◆ *Abbreviation: BBus*
- ◆ *Course fee: HECS (local) \$5,750 per semester (international)*

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 Student Info & Admin Centre can provide advice in this regard.

Applicants should obtain a copy of the *2001 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. To be eligible for subject exemptions, students must have completed relevant study at the appropriate level before commencing with the Faculty of Business. 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 the 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 2001 must have completed their TAFE courses in 1997 or later.

### Insearch

Students who have completed appropriate courses through Insearch, 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 2001 must have completed their previous university study in 1990 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**

Students who commenced the Bachelor of Business prior to 1996 should consult a Faculty of Business handbook published between 1996 and 2000.

Students who commenced the Bachelor of Business in 1996 or later should consult the *Transition Guidelines Booklet*.

Faculty of Business handbooks (1996–2000) and the *Transition Guidelines Booklet* are available from the Faculty of Business Student Offices.

Students who have any queries should contact the Student Advisers in the Faculty of Business Student Office on their campus.

**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, 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:

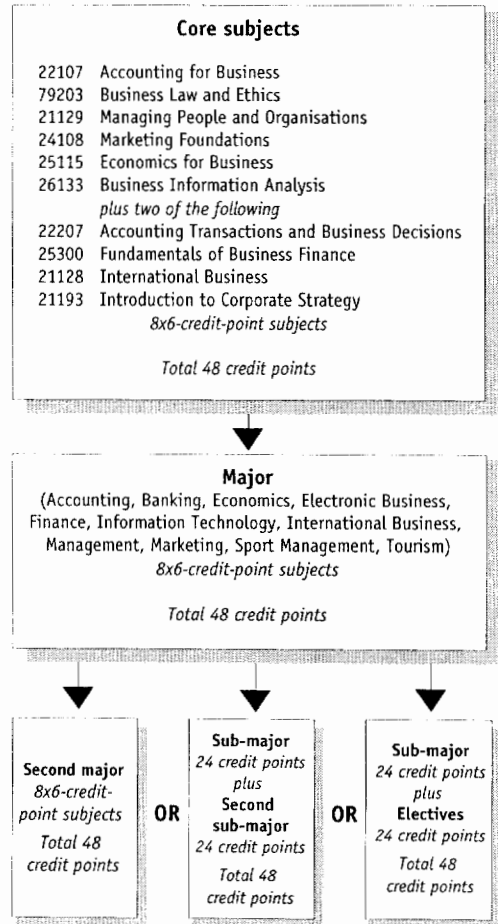
- Full-time is three years (six semesters), usually undertaken at the rate of between four and six subjects per semester.

- 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 eight foundation core subjects (6 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).



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


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22107	Accounting for Business
25115	Economics for Business
21129	Managing People and Organisations
24108	Marketing Foundations

**Semester 2**


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26133	Business Information Analysis
79203	Business Law and Ethics
2xxxx	Core elective 1
2xxxx	Core elective 2

**Semester 3**


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2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

**Semester 4**


---

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

**Semester 5**


---

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

**Semester 6**


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2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

**Typical part-time program****Semester 1**


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25115	Economics for Business
21129	Managing People and Organisations

**Semester 2**


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22107	Accounting for Business
79203	Business Law and Ethics

**Semester 3**


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24108	Marketing Foundations
26133	Business Information Analysis

**Semester 4**


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2xxxx	Core elective 1
2xxxx	Core elective 2

**Semester 5**


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2xxxx	First major
2xxxx	Elective (or second major)

**Semester 6**


---

2xxxx	First major
2xxxx	Elective (or second major)

**Semester 7**


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2xxxx	First major
2xxxx	Elective (or second major)

**Semester 8**


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2xxxx	First major
2xxxx	Elective (or second major)

**Semester 9**


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2xxxx	First major
2xxxx	Elective (or second major)

**Semester 10**


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2xxxx	First major
2xxxx	Elective (or second major)

**Semester 11**


---

2xxxx	First major
2xxxx	Elective (or second major)

**Semester 12**


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2xxxx	First major
2xxxx	Elective (or second major)

**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 education requirements of CPA Australia 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 Law<sup>1</sup>  
 79462 Taxation Law<sup>1</sup>

#### Stream 2

- 31414 Information Systems  
 31424 Systems Modelling  
 31434 Database Design

<sup>1</sup> 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 Taxation 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 CPA Australia and The Institute of Chartered Accountants in Australia.

*Stream 2* meets the undergraduate Accounting major education requirements for membership of CPA Australia only. Students completing this stream would need to undertake a combined subject in company and taxation law by external study after admission to Associate Membership as one of CPA Australia's requirements before advancing to the CPA level of membership.

Students should note that CPA Australia will not, in principle, accept conceded passes in subjects required by them. However, CPA Australia 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 CPA Australia.

### 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*  
 25906 Investment Analysis (Honours)  
 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

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  
 48721 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 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*  
 25905 Capital Budgeting and Valuation (Honours)  
 25503 Investment Analysis  
*or*  
 25906 Investment Analysis (Honours)  
 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.

### Information Technology major<sup>1</sup>

The Information Technology major provides students with an introduction to the fundamentals of information technology. Two electives allow students to develop particular areas of interest. This major will only be recognised when taken in conjunction with another full major offered by a School or Schools within the Faculty of Business. Details of approved electives are available from the Faculty of Business Student Offices.

- 31414 Information Systems  
 31424 Systems Modelling  
 31509 Computer Fundamentals  
 31434 Database Design  
 31508 Programming Fundamentals  
 31516 Networking Fundamentals  
 3xxxx Two approved electives from the Department of Computing Sciences

### 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  
 xxxxx 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.

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

**Note:** Students will need to be able to use a Unix system for later subjects in this major.

### 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 Analysis<sup>1</sup>

<sup>1</sup> 24203 Quantitative Marketing Analysis is recommended for those students intending to apply for the Honours program in Marketing.

### Sport Management major

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
- 27227 Current Issues in Health and Wellbeing

### 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.

Students who have already completed subjects in their chosen sub-major should refer to the Faculty of Business Student Office for the Policy on substitution.

### 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 who have already completed subjects in their chosen sub-major should refer to Faculty of Business Student Offices for policy on substitution.

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

Students from other faculties may undertake any subject offered by the Faculty of Business as an elective if they have met all the prerequisites. Students will be accommodated in the subjects depending on the availability of class places. It is the responsibility of students to ensure that their own faculty/school approves their choice of Business electives within the context of the requirements of the program in which they are enrolled.

Sub-majors are offered by the following schools and faculties:

#### School of Accounting

##### *Sub-major in Contemporary Issues in Accounting*

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

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

##### *Sub-major in Financial Reporting*

For students in Bachelor of Business majors other than Accounting who wish to gain a detailed working knowledge of financial reporting issues such as financial statement preparation and its regulatory framework, and international reporting.

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

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

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

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

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

For students in Bachelor of Business majors other than Accounting who want a detailed working knowledge of management reporting issues e.g. the preparation and management of costs, financial and operational control, performance evaluation, and information systems design and management.

- 22321 Cost Management Systems
- 22421 Management Decisions and Control  
*plus two of the following*
- 22318 Contemporary Issues in Management Accounting
- 31414 Information Systems
- 31424 Systems Modelling
- 31434 Database Design  
*or*
- 31508 Programming Fundamentals

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

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

- 22026 Ethics and Accountants
- 22523 Assurance in Electronic Business
- 22517 Advanced Assurance Services and Audit  
*plus one of the following*
- 79411 Advanced Companies and Securities Law
- 79606 Advanced Taxation Law
- 79666 International Aspects of Australian Taxation Law
- 22610 Accounting for Insolvency

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**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 GST and Other Indirect Taxes
- 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 Analysis<sup>1</sup>
- 25409 Commercial Bank Management
- 25522 Bank Lending Practice
- 79366 Banking Law

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

**Sub-major in Economics**

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

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

**Sub-major in Finance**

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

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

**Sub-major in Insurance**

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

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

**School of Management****Sub-major in Employment Relations**

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

- 21306 International Employment Relations  
*plus three of the following*
- 21407 Strategic Human Resource Management
- 21430 Enterprise Bargaining and Workplace Relations

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

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

### ***Sub-major in International Management***

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

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

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

### ***Sub-major in Management Practice***

Designed for students in Bachelor of Business majors other than Management who wish to 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  
 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

#### ***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

## 42 Undergraduate courses

- 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  
xxxxx Elective<sup>1</sup>

<sup>1</sup> 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

### ***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  
xxxxx 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 Study<sup>1</sup>  
24440 International Promotion and Advertising  
*or*  
xxxxx One other approved international subject (which may include a language subject offered by the Institute for International Studies)

<sup>1</sup> 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  
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 – International Exchange

#### *Sub-major in International Business Studies*

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 Business Studies.

### 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 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  
 015395 Aboriginal Social and Political History  
*plus one of the following*  
 015111 Issues in Aboriginal Education  
 015112 Aboriginal Initiatives in Education:  
 Towards Community Control  
 015068 The Politics of Aboriginal History

##### *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. Apart



from the sub-major in Public Relations (listed below), 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 of the 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.

#### **Sub-major in Public Relations**

- 50159 Public Relations Principles
- 50160 Public Relations Strategies
- 50214 Public Communication Contexts

#### **Faculty of Information Technology**

##### **Sub-major in Electronic Commerce Systems**

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.

- 31516 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

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**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

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**Note:** 25406 Quantitative Techniques for Finance and Economics is accepted as a prerequisite for 35241 Optimisation 1. Otherwise, students must include 35140 Operations Research Modelling in the sub-major, and choose only one of the final four subjects above.

##### **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
- 31516 Networking Fundamentals

##### **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 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 Taxation Law  
 79502 Law and Finance  
 79603 International Business Law and Regulation  
 79659 Advanced Commercial Law  
 79660 Environmental Law in Business  
 79662 Business Bankruptcy  
 7xxxx 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 Taxation Law  
 79666 International Aspects of Australian Taxation Law  
 79667 GST and Other Indirect Taxes  
 79411 Advanced Companies and Securities Law  
*or*  
 79264 Securities Market Regulations

**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<sup>1</sup>*****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: Chinese, French, German, Greek, Indonesian, Italian, Japanese, Malaysian, Russian, Spanish and Thai. The Russian language program is currently under review. 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 following<sup>1</sup>

**China**

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

**France**

- 971411 French Language and Culture 1
- 972411 French Language and Culture 2
- 976401 Contemporary Europe

**Germany**

- 971421 German Language and Culture 1
- 972421 German Language and Culture 2
- 976401 Contemporary Europe

**Indonesia**

- 971311 Indonesian 1
- 972311 Indonesian 2
- 976301 Contemporary South-East Asia

**Italy**

- 971431 Italian Language and Culture 1
- 972431 Italian Language and Culture 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

**Thailand**

- 971320 Thai 1
- 972320 Thai 2
- 976301 Contemporary South-East Asia

**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.

<sup>1</sup> All inquiries regarding sub-majors offered by the Institute for International Studies should be directed to the Faculty of Business Student Offices.

<sup>2</sup> For detailed information about Language and Culture subjects, students should refer to the 2001 handbook for the Institute for International Studies.

## Bachelor of Business (Honours)

- ◆ *Course code: B003*
- ◆ *Testamur title: Bachelor of Business (Honours)*
- ◆ *Abbreviation: BBus(Hons)*
- ◆ *Course fee: HECS (local) \$5,750 per semester (international)*

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

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21908	Advanced Research Methods in Management (Honours)
21910	Researching Organisations and Management
21911	Thesis in Management <sup>1</sup>

## Spring semester

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21907	Research Methods in Management (Honours)
21909	Theorising Organisations and Management
21911	Thesis in Management <sup>1</sup>

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<sup>1</sup> Part-time students enrol in 21911 Thesis in Management in their second year.

**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

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24901	Advanced Theory in Marketing
24902	Research Methods in Marketing
	<i>or</i>
24908	Qualitative Research Methods
24903	Readings for Thesis – Marketing
24904	Thesis in Marketing (F/T)
	<i>or</i>
24905	Thesis in Marketing (P/T)

## Spring semester

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24907	Advanced Research Methodology – Marketing
24904	Thesis in Marketing (F/T) (cont.)
	<i>or</i>
24905	Thesis in Marketing (P/T) (cont.)

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

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- ◆ *Course code: B010 (City campus); B011 (Kuring-gai campus)*
  - ◆ *UAC code: 609130 (City campus); 609140 (Kuring-gai campus)*
  - ◆ *Testamur title: Bachelor of Business Bachelor of Arts in International Studies*
  - ◆ *Abbreviation: BBus BA*
  - ◆ *Course fee: HECS (local) \$5,750 per semester (international)*
- 

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, except for the Heritage Major. There is a range of entry levels to the various Language and Culture subjects. 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 in 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 Bachelor of Arts 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 program, students focus on one of the following countries or majors: Argentina, Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand. The availability of the Russian major is currently under review. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Greece, Hong Kong, Korea, Poland, Taiwan and Vietnam.

Australia and the Asia-Pacific is only available to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This would need to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

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 2001 handbook for the Institute for International Studies.

## Course program

### Semester 1

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22107	Accounting for Business
25115	Economics for Business
21129	Managing People and Organisations
24108	Marketing Foundations

### Semester 2

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26133	Business Information Analysis
79203	Business Law and Ethics
2xxxx	Bachelor of Business core elective 1
2xxxx	Bachelor of Business core elective 2

### Semester 3

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2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business first major
971xxx	Language and Culture 1 <sup>1</sup>
50140	Comparative Social Change <sup>2</sup>

### Semester 4

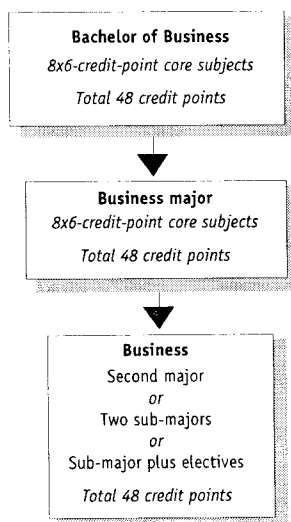
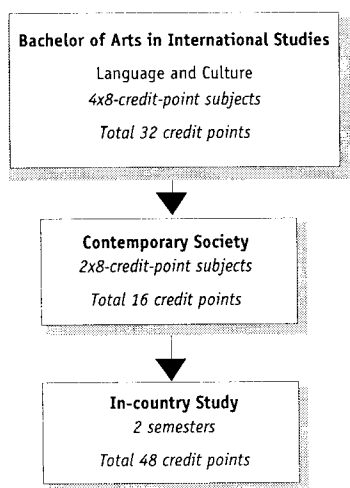
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2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
972xxx	Language and Culture 2 <sup>1</sup>

### Semester 5

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



## Semester 6

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

## Semester 7

- 977xxx In-country Study 1

## Semester 8

- 978xxx In-country Study 2

## Semester 9

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

## Semester 10

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

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

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

*China*

- 50140 Comparative Social Change  
 976111 Contemporary China

*Indonesia, Malaysia or Thailand*

- 50140 Comparative Social Change  
 976301 Contemporary South-East Asia

*Japan*

- 50140 Comparative Social Change  
 976211 Contemporary Japan

*Argentina, Chile or Mexico*

- 50140 Comparative Social Change  
 976501 Contemporary Latin America

*France, Germany, Italy or Russia*

- 50140 Comparative Social Change  
 976401 Contemporary Europe

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

- ◆ *Course code: B02C (City campus); B02K (Kuring-gai campus)*
- ◆ *UAC code: Refer to Bachelor of Business*
- ◆ *Testamur title: Bachelor of Business*
- ◆ *Abbreviation: BBus*
- ◆ *Course fee: HECS (local) \$5,750 per semester (international)*

This program is offered jointly by the Faculty of Business and Reims Management School, France. The program is four years full-time and integrates two years of study in the Bachelor of Business with two years of exchange study in the Diplome d'Etudes Superieures Europeenes de Management (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 Business 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 Reims Management School.

Further information is available from the Faculty of Business International Student Office on 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 Reims Management 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 Reims Management School. Students must also undertake a work placement while in France.

## Course program

### Semester 1

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22107 Accounting for Business  
 21129 Managing People and Organisations  
 25115 Economics for Business  
 971411 French Language and Culture 1

### Semester 2

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26133 Business Information Analysis  
 24108 Marketing Foundations  
 79203 Business Law and Ethics  
 972411 French Language and Culture 2

### Semester 3

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2xxxx Business core elective 1  
 2xxxx Business core elective 2  
 21125 International Business Environment  
 973411 French Language and Culture 3

*Depart for France. Language and cultural orientation prior to classes at Reims Management School.*

### Semester 4 – Reims Management School

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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 – Reims Management School

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European Studies 2  
 Research Project  
 Languages  
 Elective 1  
 Elective 2

### Semester 6

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Work Placement

### Semester 7 – Reims Management School

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Strategy  
 Business Ethics  
 Labour Law  
 Research Project  
 Languages  
 Elective 3

*Return to UTS.*

### Semester 8

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21532 Applied International Business



## 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:

- To be admitted to a combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the corresponding Faculty of Business single degree program.
- Students wishing to transfer from a combined degree program to the corresponding Faculty of Business single degree program, and whose UAI is less than the current entry rank for the single degree program, will be required to apply for admission through the UAC in the Non-Recent School Leaver category.

## Business and Computing Sciences (Double degree)

### Bachelor of Business

- ◆ *Course codes: B02C (City campus); B02K (Kuring-gai campus)*
- ◆ *UAC code: Refer to Bachelor of Business*
- ◆ *Testamur title: Bachelor of Business*
- ◆ *Abbreviation: BBus*
- ◆ *Course fee: HECS (local)<sup>1</sup>*

### Bachelor of Science in Computing Science/ Diploma in Information Technology Professional Practice

- ◆ *Course code: MC12*
- ◆ *UAC code: 605000 (F/T), 605001 (P/T)*
- ◆ *Testamur title: Bachelor of Science in Computing Science  
Diploma in Information Technology  
Professional Practice*
- ◆ *Abbreviation: BSc DipITProfPrac*
- ◆ *Course fee: HECS (local)<sup>1</sup>*

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, Diploma in Information Technology Professional Practice 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.

Students wishing to undertake this double degree program should first seek academic advice from the Faculty of Information Technology, Department of Computing Sciences Office on telephone (02) 9514 1803.

Full details of the Bachelor of Science in Computing Science, Diploma in Information Technology Professional Practice program are contained in the 2001 handbook for the Faculty of Information Technology. Full details of the Bachelor of Business program are detailed in this handbook.

## Bachelor of Business/ Bachelor of Laws

- ◆ *Course code: LL02*
- ◆ *UAC code: 609010*
- ◆ *Testamur titles: Bachelor of Business  
Bachelor of Laws*
- ◆ *Abbreviation: BBus LLB*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

The Bachelor of Business/Bachelor of Laws program is offered jointly by the Faculty of Business and the Faculty of Law and is awarded with two testamurs. 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

<sup>1</sup> This course is not offered to international students.

Law's Practical Experience Committee. This component is offered face-to-face or by distance in full-time and part-time mode.

Alternatively, students may choose to complete their undergraduate degree from the choice of electives and delay Practical Legal Training, 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, Information Technology, 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 on telephone (02) 9514 3444. Specific inquiries about the Business component may be directed to the Faculty of Business on 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

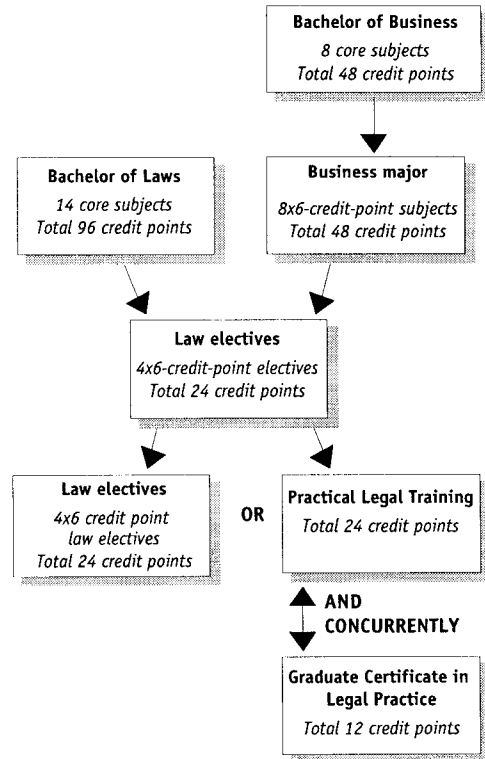
The course is of five years' duration undertaken on a full-time basis. The Law component may require attendance at evening classes.

### 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.



### Course program

#### Stage 1

22107	Accounting for Business
21129	Managing People and Organisations
25115	Economics for Business
79203	Business Law and Ethics

#### Stage 2

70113	Legal Process and History
70105	Legal Research
24108	Marketing Foundations

#### Stage 3

70217	Criminal Law
70211	Law of Contract
26133	Business Information Analysis
2xxxx	Business core elective 1

## Stage 4

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70311	Law of Tort
70616	Federal Constitutional Law
2xxxx	Business core elective 2

## Stage 5

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70317	Real Property
70318	Personal Property
2xxxx	Business major 1
2xxxx	Business major 2

## Stage 6

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70617	Administrative Law
76xxx	Law elective 1
76xxx	Law elective 2
2xxxx	Business major 3

## Stage 7

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70417	Corporate Law
70516	Equity and Trusts
71005	Practice and Procedure
2xxxx	Business major 4

## Stage 8

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71216	Law of Evidence
71116	Remedies
76xxx	Law elective 3
2xxxx	Business major 5

## Stage 9

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2xxxx	Business major 6
2xxxx	Business major 7
2xxxx	Business major 8
76xxx	Law elective 4

## Stage 10

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Practical Legal Training  
*or*  
 Four Law electives

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**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

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- ◆ *Course code: E005*
  - ◆ *UAC code: 609350*
  - ◆ *Testamur titles: Bachelor of Engineering  
Bachelor of Business*
  - ◆ *Abbreviation: BE BBus*
  - ◆ *Course fee: HECS (local)  
\$7,650 per semester (international)*
- 

The Bachelor of Engineering/Bachelor of Business program is a five-year program offered jointly by the Faculty of Engineering and the Faculty 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, Construction, Computer Systems, Electrical, Environmental Systems, Mechanical, Software or Telecommunications) and similarly the business degree with any major (Accounting, Banking, Economics, Electronic Business, Finance, Information Technology, International Business, Management, Marketing, Sport Management, and Tourism).

Graduates with this combination of qualifications can expect to have a wide range of career opportunities spanning the two disciplines. 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.

- To be admitted to this combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the Bachelor of Business single degree program.
- Students wishing to transfer from the combined degree program to the Bachelor of Business single degree program, and whose UAI is less than the current entry rank for the Bachelor of Business, will be required to apply for admission through the UAC in the Non-Recent School Leaver category.

After successful completion of the program, the student will be awarded two testamurs, i.e. Bachelor of Engineering and Bachelor of Business. Students will, if they wish, be able to gain the award BE BBus DipEngPrac by undertaking one further semester of integrated work experience.

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

## Bachelor of Mathematics and Finance

- ◆ *Course code: MM03*
- ◆ *UAC codes: 609040 (F/T); 609041 (P/T)*
- ◆ *Testamur title: Bachelor of Mathematics and Finance*
- ◆ *Abbreviation: BMathFin*
- ◆ *Course fee: HECS (local)  
\$6,000 per semester (international)*

The Bachelor of Mathematics and Finance is offered as a three-year Pass degree with an additional fourth year for Honours. The course structure provides for an integrated program of study in mathematics, statistics, finance economics, accounting, business law, and computing. A combined degree with the Bachelor of Arts in International Studies is also available.

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 component provides students with the grounding in accounting, economics and finance necessary to understand and become practitioners in Australia's evolving financial system.

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

Further information is available from the Department of Mathematical Sciences on telephone (02) 9514 2246. Details of the combined degree with International Studies are available from the Institute for International Studies.

Full details of these programs are contained in the 2001 handbook for the Faculty of Information Technology.

## Bachelor of Medical Science/Bachelor of Business

- ◆ *Course code: N007*
- ◆ *UAC code: 609175*
- ◆ *Testamur title: Bachelor of Medical Science Bachelor of Business*
- ◆ *Abbreviation: BMedSc BBus*
- ◆ *Course fee: HECS (local)  
\$7,250 per semester (international)*

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.

- To be admitted to this combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the Bachelor of Business single degree program.
- Students wishing to transfer from the combined degree program to the Bachelor of Business single degree program, and whose UAI is less than the current entry rank for the Bachelor of Business, will be required to apply for admission through the UAC in the Non-Recent School Leaver category.

Further information is available from the Faculty of Science on telephone (02) 9514 1754. Full details of this program are contained in the 2001 handbook for the Faculty of Science.

## Bachelor of Science/ Bachelor of Business

- ◆ *Course code: N006*
- ◆ *UAC code: 609170*
- ◆ *Testamur title: Bachelor of Science  
Bachelor of Business*
- ◆ *Abbreviation: BSc BBus*
- ◆ *Course fee: HECS (local)  
\$7,250 per semester (international)*

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.

- To be admitted to this combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the Bachelor of Business single degree program.
- Students wishing to transfer from the combined degree program to the Bachelor of Business single degree program, and whose UAI is less than the current entry rank for the Bachelor of Business, will be required to apply for admission through the UAC in the Non-Recent School Leaver category.

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

Full details of this program are contained in the 2001 handbook for the Faculty of Science.

## Bachelor of Accounting

- ◆ *Course code: BA04*
- ◆ *UAC code: 600000*
- ◆ *Testamur title: Bachelor of Accounting*
- ◆ *Abbreviation: BAcc*
- ◆ *Course fee: HECS (local)<sup>1</sup>*

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 of industry experience. 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

[www.bus.uts.edu.au/acct/bacc/](http://www.bus.uts.edu.au/acct/bacc/)

<sup>1</sup> This course is not offered to international students.

### Course structure

The Bachelor of Accounting comprises 156 credit points and is completed in three years full time. All students must complete 10 foundation core subjects, a compulsory Accounting major, a choice of a second major or a sub-major plus four electives, and two Accounting Experience subjects (see diagram).

### Course program

#### Semester 1

22107	Accounting for Business <sup>1</sup>
22207	Accounting Transactions and Business Decisions
25115	Economics for Business
26133	Business Information Analysis
24108	Marketing Foundations

#### Semester 2 – Industry Experience

22605	Accounting Information Systems
25300	Fundamentals of Business Finance
22157	Australian Corporate Environment

## Semester 3

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22321	Cost Management Systems <sup>1</sup>
22421	Management Decisions and Control
79203	Business Law and Ethics
2xxxx	Elective 1
2xxxx	Elective 2
2xxxx	Elective 3

## Semester 4

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22320	Accounting for Business Combinations
22420	Accounting Standards and Regulations
79365	Company Law
2xxxx	Elective 4
2xxxx	Elective 5

## Semester 5 – Industry Experience

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22532	Auditing Project
22677	Capstone Project: Financial Strategy and Leadership

## Semester 6

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22520	Corporate Reporting: Professional and Conceptual Issues
79462	Taxation Law
2xxxx	Elective 6
2xxxx	Elective 7
2xxxx	Elective 8

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

## 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:

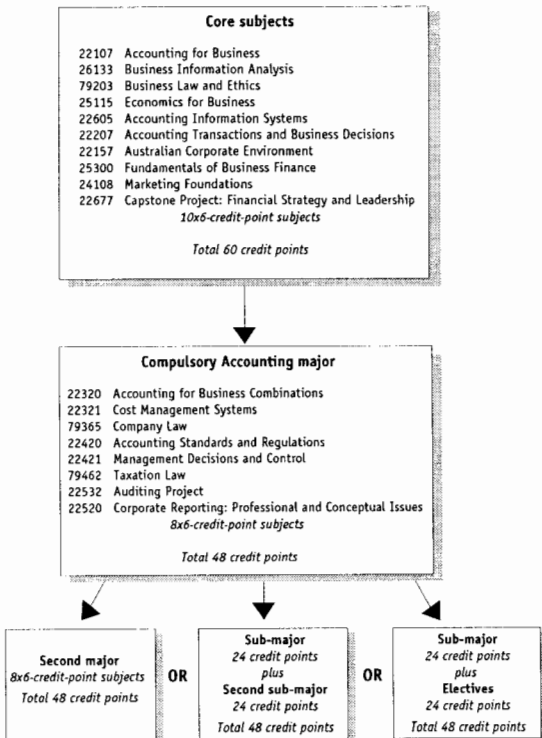
- Banking
- Economics
- Electronic Business
- Finance
- Information Technology
- International Business
- Management
- Marketing
- Sport Management
- Tourism.

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.

## Professional recognition

Students successfully completing the Bachelor of Accounting will have satisfied the Accounting major educational requirements for undergraduate membership of both CPA Australia and The Institute of Chartered Accountants in Australia.

Students should note that CPA Australia will not, in principle, accept conceded passes in subjects required by them. However, CPA Australia 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 CPA Australia.



## Bachelor of Accounting (Honours)

- ◆ *Course code: BA04*
- ◆ *Testamur title: Bachelor of Accounting (Honours)*
- ◆ *Abbreviation: BAcc(Hons)*
- ◆ *Course fee: HECS (local)<sup>1</sup>*

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.

<sup>1</sup> This course is not offered to international students.

## Bachelor of Arts in Leisure Management

- ◆ *Course code: BL10*
- ◆ *UAC code: 600060*
- ◆ *Testamur title: Bachelor of Arts in Leisure Management*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

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 on 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.

### Attendance patterns

The Bachelor of Arts in Leisure Management course is taught on a full-time basis. The normal time for completion is three years (six semesters). 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 as part of their program of study.

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

### Course structure

All students must complete at least 144 credit points covering 24 subjects, consisting of 21 core subjects and three elective subjects (see diagram).

### Course program

*Course program sequence may be subject to change.*

#### Semester 1

27126	Leisure in Australia
21129	Managing People and Organisations
27187	Leisure Concepts
24108	Marketing Foundations

**Core subjects**

21129	Managing People and Organisations
21555	Human Resource Management
22107	Accounting for Business
24108	Marketing Foundations
25115	Economics for Business
27106	Social Psychology of Leisure
27126	Leisure in Australia
27156	Research Methods 1
27157	Research Methods 2
27186	Leisure and Sport in Social Context
27187	Leisure Concepts
27189	Workplace Learning 1
27190	Workplace Learning 2
27216	Leisure Services Management
27321	Leisure Management Project 1
27322	Leisure Management Project 2
27323	Leisure and Public Policy
27326	Leisure and Diversity
27523	Leisure and Tourism Planning
27526	Leisure Theory
27628	Law for Leisure, Sport and Tourism

*21x6-credit-point subjects*

*Total 126 credit points*

**Electives**

*Total 18 credit points*

**Semester 2**

21555	Human Resource Management
27106	Social Psychology of Leisure
27189	Workplace Learning 1
25115	Economics for Business
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
2xxxx	Elective 1

**Semester 4**

27323	Leisure and Public Policy
22107	Accounting for Business
27157	Research Methods 2
2xxxx	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.)
2xxxx	Elective 3

**Electives and sub-majors**

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*
- ◆ *UAC code: 600070*
- ◆ *Testamur title: Bachelor of Arts in Tourism Management*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

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 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 on 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.

**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.

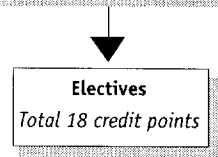
In addition, students will be required to undertake a minimum of 10 weeks' industry-related work experience during the course.

The course is offered at the Kuring-gai campus only.

**Course structure**

Students must complete at least 144 credit points, consisting of 21 core subjects and three elective subjects.

Core subjects	
21129	Managing People and Organisations
21555	Human Resource Management
22107	Accounting for Business
24108	Marketing Foundations
25115	Economics for Business
27156	Research Methods 1
27157	Research Methods 2
27163	Tourism Industry Practicum
27165	Tourism Studies Project 1
27166	Tourism Studies Project 2
27184	Introduction to Tourism Systems
27185	Introduction to Tourist Behaviour
27323	Leisure and Public Policy
27324	Strategic Management in Tourism
27327	Tourism's Environmental Interactions
27523	Leisure and Tourism Planning
27628	Law for Leisure, Sport and Tourism
27642	Tourism Marketing
27648	The Tourism Industry
<i>plus</i>	
27644	Hospitality Operations 1, and
27654	Hospitality Operations 2
<i>or</i>	
27643	Travel and Tourism Operations 1, and
27653	Travel and Tourism Operations 2
<i>21x6-credit-point subjects</i>	
<i>Total 126 credit points</i>	



**Course program**

*Course program sequence may be subject to change.*

**Semester 1**

- 27184 Introduction to Tourism Systems
- 27648 The Tourism Industry
- 25115 Economics for Business
- 24108 Marketing Foundations

## Semester 2

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21129	Managing People and Organisations
22107	Accounting for Business <i>plus</i>
27644	Hospitality Operations 1 <i>and</i>
27654	Hospitality Operations 2 <i>or</i>
27643	Travel and Tourism Operations 1 <i>and</i>
27653	Travel and Tourism Operations 2

## Semester 3

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

## Semester 4

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

## Semester 5

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

## Semester 6

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27324	Strategic Management in Tourism
27166	Tourism Studies Project 2
27628	Law for Leisure, Sport and Tourism
27163	Tourism Industry Practicum (cont.)
2xxxx	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

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- ◆ *Course code: BL12*
  - ◆ *UAC code: 600040*
  - ◆ *Testamur title: Bachelor of Arts in Human Movement Studies*
  - ◆ *Abbreviation: BA*
  - ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*
- 

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 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 on 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

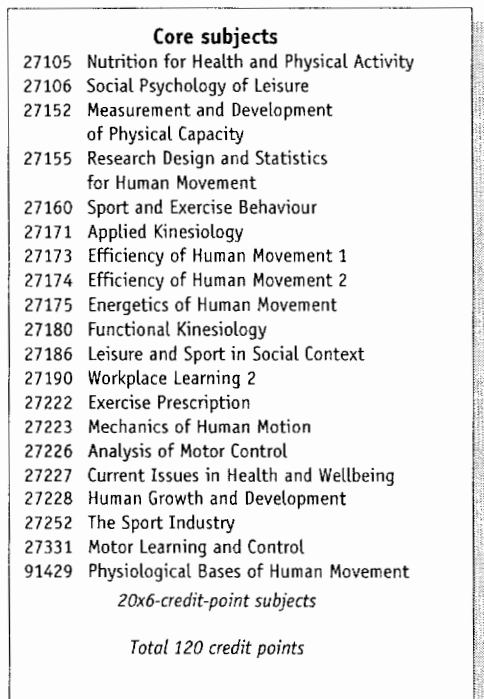
The Bachelor of Arts in Human Movement Studies is taught on a full-time basis only. The normal time for completion of requirements is three years (six semesters).

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 24 subjects, consisting of 20 core subjects and four elective subjects.



## Course program

*Course program sequence may be subject to change.*

### Semester 1

27228	Human Growth and Development
27180	Functional Kinesiology
91429	Physiological Bases of Human Movement
27223	Mechanics of Human Motion

### Semester 2

27171	Applied Kinesiology
27106	Social Psychology of Leisure
27152	Measurement and Development of Physical Capacity
27186	Leisure and Sport in Social Context

### Semester 3

27252	The Sport Industry
27155	Research Design and Statistics for Human Movement
27160	Sport and Exercise Behaviour
27226	Analysis of Motor Control

### Semester 4

27227	Current Issues in Health and Well-being
27175	Energetics of Human Movement
27105	Nutrition for Health and Physical Activity
2xxxx	Elective 1

### Semester 5

27173	Efficiency of Human Movement 1
27331	Motor Learning and Control
27190	Workplace Learning 2
2xxxx	Elective 2

### Semester 6

27222	Exercise Prescription
27174	Efficiency of Human Movement 2
27190	Workplace Learning 2 (cont.)
2xxxx	Elective 3
2xxxx	Elective 4

## Electives

Students choose four electives, appropriate to their chosen career, to complement the core subjects in the degree. Students studying to be a physical education teacher must take the Performance Studies subjects as electives. The following is a sample of available electives:

27149	Performance Studies 1: Motor Development (Gymnastics and Dance)
27249	Performance Studies 2: Preparation for Performance (Sport)
27349	Performance Studies 3: Skills Analysis (Track and Field and Swimming)
27449	Performance Studies 4: Skill Acquisition (Sport)

- 27608 Prevention and Care of Athletic Injuries  
 27178 Exercise Rehabilitation  
 27176 Environmental Influences in Sport and  
 Exercise Performance

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

- ◆ *Course code: BL14*
- ◆ *UAC code: 600050*
- ◆ *Testamur title: Bachelor of Arts in Human  
Movement Studies  
Graduate Diploma in Education*
- ◆ *Abbreviation: BA GradDipEd*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

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 in Sport and Exercise Management

- ◆ *Course code: BL20*
- ◆ *UAC code: 600045*
- ◆ *Testamur title: Bachelor of Arts in Sport and  
Exercise Management*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

The Bachelor of Arts in Sport and Exercise Management focuses on the preparation of graduates who will possess a sound knowledge of the biophysical, behavioural and socio-cultural foundations of sport and exercise, combined with a range of management skills and knowledge increasingly necessary in sport and exercise professions. Graduates will possess knowledge and skills in the management of individual sport and exercise experiences and in the management of facilities and resources.

Career opportunities in a management context exist in sports marketing and management, fitness and corporate health, health promotion, facility management, sports coaching, sport development, sports science, team conditioning, exercise therapy, health and outdoor education.

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

### Admission requirements

Admission to the Bachelor of Arts in Sport and Exercise 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 sport or a related 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 Sport and Exercise 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.

The course is offered at the Kuring-gai campus only.

## Course structure

Students must complete at least 144 credit points over 24 subjects, consisting of 21 core subjects and three elective subjects.

Core subjects	
21129	Managing People and Organisations
22107	Accounting for Business
24108	Marketing Foundations
27105	Nutrition for Health and Physical Activity
27106	Social Psychology of Leisure
27152	Measurement and Development of Physical Capacity
27155	Research Design and Statistics for Human Movement
27160	Sport and Exercise Behaviour
27171	Applied Kinesiology
27173	Efficiency of Human Movement 1
27175	Energetics of Human Movement
27180	Functional Kinesiology
27186	Leisure and Sport in Social Context
27190	Workplace Learning 2
27222	Exercise Prescription
27223	Mechanics of Human Motion
27228	Human Growth and Development
27252	The Sport Industry
27331	Motor Learning and Control
27628	Law for Leisure, Sport and Tourism
91429	Physiological Bases of Human Movement
<i>21x6-credit-point subjects</i>	
<i>Total 126 credit points</i>	



Electives
<i>Total 18 credit points</i>

## Course program

*Course program sequence may be subject to change.*

### Semester 1

27228	Human Growth and Development
27180	Functional Kinesiology
91429	Physiological Bases of Human Movement
27223	Mechanics of Human Motion

### Semester 2

27171	Applied Kinesiology
27106	Social Psychology of Leisure
27186	Leisure and Sport in Social Context
27152	Measurement and Development of Physical Capacity

### Semester 3

27252	The Sport Industry
27155	Research Design and Statistics for Human Movement
24108	Marketing Foundations
27160	Sport and Exercise Behaviour

### Semester 4

22107	Accounting for Business
27175	Energetics of Human Movement
27105	Nutrition for Health and Physical Activity
21129	Managing People and Organisations

### Semester 5

27173	Efficiency of Human Movement 1
27331	Motor Learning and Control
27190	Workplace Learning 2
2xxxx	Elective 1

### Semester 6

27222	Exercise Prescription
27628	Law for Leisure, Sport and Tourism
27190	Workplace Learning 2 (cont.)
2xxxx	Elective 2
2xxxx	Elective 3

## Electives

Students choose three electives to complement the core subjects in the degree. It is recommended that students choose a set of electives aimed at building a specialisation in a specific area. The following is a sample of available electives:

27177	Event and Facility Management
27161	Sport Marketing
27316	Leisure and Fitness Centre Operations
27168	Gender and Sport

## Bachelor of Arts (Honours)

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### Leisure Management

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- ◆ *Course code: BL13*
  - ◆ *Testamur title: Bachelor of Arts (Honours) in Leisure Management*
  - ◆ *Abbreviation: BA(Hons)*
  - ◆ *Course fee: HECS (local)*  
*\$5,750 per semester (international)*
- 

### Tourism Management

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- ◆ *Course code: BL19*
  - ◆ *Testamur title: Bachelor of Arts (Honours) in Tourism Management*
  - ◆ *Abbreviation: BA(Hons)*
  - ◆ *Course fee: HECS (local)*  
*\$5,750 per semester (international)*
- 

### Human Movement Studies

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- ◆ *Course code: BL18*
  - ◆ *Testamur title: Bachelor of Arts (Honours) in Human Movement Studies*
  - ◆ *Abbreviation: BA(Hons)*
  - ◆ *Course fee: HECS (local)*  
*\$5,750 per semester (international)*
- 

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. The Bachelor of Arts Honours program 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.

## Course program

### Typical full-time program

#### Semester 1

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

#### Semester 2

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27690	Honours Thesis (cont.)
2xxxx	Elective 2

### Typical part-time program

#### Semester 1

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

#### Semester 2

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27690	Honours Thesis
2xxxx	Elective 2

#### Semester 3

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

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27690	Honours Thesis (cont.)
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### Electives

- 27154 Readings for Thesis may be substituted for an elective with the approval of the Course Coordinator.
- Both elective subjects may be completed in the first semester.
- Electives must be chosen from subjects available in the Graduate Diploma programs of the School of Leisure, Sport and Tourism.
- 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*
  - ◆ *UAC code: 609090*
  - ◆ *Testamur title: Bachelor of Arts in Leisure Management and in International Studies*
  - ◆ *Abbreviation: BA*
  - ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*
- 

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, 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, except for the Heritage major. 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 program, students focus on one of the following countries or majors: Argentina, Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand. The availability of the Russian major is currently under review. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Greece, Hong Kong, Korea, Poland, Taiwan and Vietnam.

Australia and the Asia-Pacific is only available to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This would need to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

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 2001 handbook for the Institute for International Studies.

## Course program

*Course program sequence may be subject to change.*

### Semester 1

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27126	Leisure in Australia
21129	Managing People and Organisations
27187	Leisure Concepts
24108	Marketing Foundations

### Semester 2

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21555	Human Resource Management
27106	Social Psychology of Leisure
27189	Workplace Learning 1
25115	Economics for Business
27186	Leisure and Sport in Social Context

### Semester 3

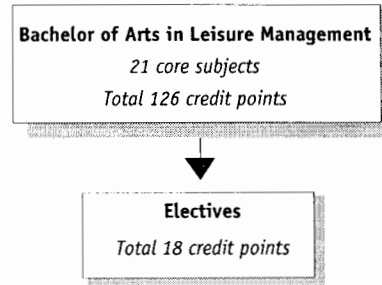
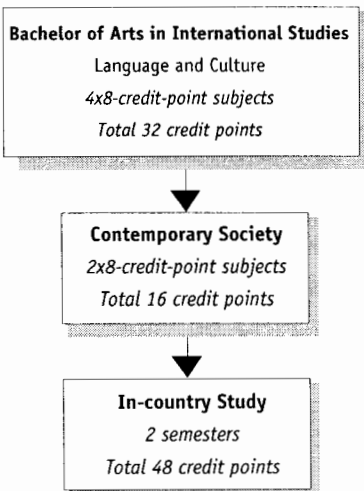
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27189	Workplace Learning 1 (cont.)
27326	Leisure and Diversity
971xxx	Language and Culture 1 <sup>1</sup>
50140	Comparative Social Change <sup>2</sup>

### Semester 4

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27323	Leisure and Public Policy
22107	Accounting for Business
972xxx	Language and Culture 2 <sup>1</sup>
2xxxx	BA in Leisure Management elective 1





**Semester 5**

- 27216 Leisure Services Management  
 27156 Research Methods 1  
 973xxx Language and Culture 3<sup>1</sup>  
 2xxxx BA in Leisure Management elective 2

**Semester 6**

- 27157 Research Methods 2  
 974xxx Language and Culture 4<sup>1</sup>  
 976xxx Contemporary Society<sup>2</sup>

**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.)  
 2xxxx BA in Leisure Management elective 3

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

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

*China*

- 50140 Comparative Social Change  
 976111 Contemporary China

*Indonesia, Malaysia or Thailand*

- 50140 Comparative Social Change  
 976301 Contemporary South-East Asia

*Japan*

- 50140 Comparative Social Change  
 976211 Contemporary Japan

*Argentina, Chile or Mexico*

- 50140 Comparative Social Change  
 976501 Contemporary Latin America

*France, Germany, Italy or Russia*

- 50140 Comparative Social Change  
 976401 Contemporary Europe

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

- ◆ *Course code: BL16*
- ◆ *UAC code: 609110*
- ◆ *Testamur title: Bachelor of Arts in Tourism Management and in International Studies*
- ◆ *Abbreviation: BA*
- ◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

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

### Admission requirements

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Tourism Management. There are no prior language requirements for the International Studies component of this combined degree, except for the Heritage major. 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 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 program, students focus on one of the following countries or majors: Argentina, Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand. The availability of the Russian major is currently under review. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Greece, Hong Kong, Korea, Poland, Taiwan and Vietnam.

Australia and the Asia-Pacific is only available to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This would need to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

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 2001 handbook for the Institute for International Studies.

## Course program

*Course program sequence may be subject to change.*

### Semester 1

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27184	Introduction to Tourism Systems
27648	The Tourism Industry
25115	Economics for Business
24108	Marketing Foundations

### Semester 2

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21129	Managing People and Organisations
22107	Accounting for Business
	<i>plus</i>
27644	Hospitality Operations 1
	<i>and</i>
27654	Hospitality Operations 2
	<i>or</i>
27643	Travel and Tourism Operations 1
	<i>and</i>
27653	Travel and Tourism Operations 2

### Semester 3

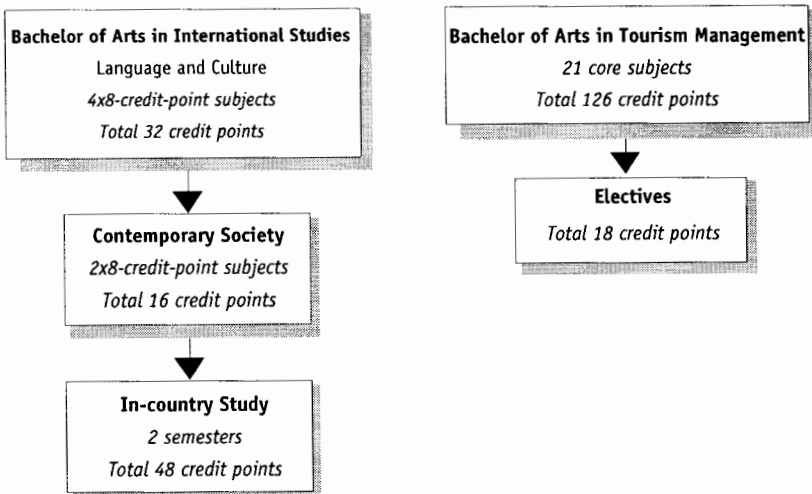
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27185	Introduction to Tourist Behaviour
971xxx	Language and Culture 1 <sup>1</sup>
50140	Comparative Social Change <sup>2</sup>
27163	Tourism Industry Practicum

### Semester 4

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27323	Leisure and Public Policy
27642	Tourism Marketing
972xxx	Language and Culture 2 <sup>1</sup>
21555	Human Resource Management



## Semester 5

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27327	Tourism's Environmental Interactions
27156	Research Methods 1
973xxx	Language and Culture 3 <sup>1</sup>
2xxxx	BA in Tourism Management elective 1

## Semester 6

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27157	Research Methods 2
974xxx	Language and Culture 4 <sup>1</sup>
976xxx	Contemporary Society <sup>2</sup>

## Semester 7

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977xxx	In-country Study 1
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## Semester 8

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978xxx	In-country Study 2
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## Semester 9

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27523	Leisure and Tourism Planning
27165	Tourism Studies Project 1
27163	Tourism Industry Practicum (cont.)
2xxxx	BA in Tourism Management elective 2

## Semester 10

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27324	Strategic Management in Tourism
27166	Tourism Studies Project 2
27628	Law for Leisure, Sport and Tourism
2xxxx	BA in Tourism Management elective 3

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

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

*China*

50140	Comparative Social Change
976111	Contemporary China

*Indonesia, Malaysia or Thailand*

50140	Comparative Social Change
976301	Contemporary South-East Asia

*Japan*

50140	Comparative Social Change
976211	Contemporary Japan

*Argentina, Chile or Mexico*

50140	Comparative Social Change
976501	Contemporary Latin America

*France, Germany, Italy or Russia*

50140	Comparative Social Change
976401	Contemporary Europe

## Bachelor of Arts in Sport and Exercise Management and in International Studies

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◆ *Course code: BL21*

◆ *UAC code: 609085*

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

◆ *Abbreviation: BA*

◆ *Course fee: HECS (local)  
\$5,750 per semester (international)*

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The Bachelor of Arts in Sport and Exercise Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The five-year, full-time degree integrates the study of Sport and Exercise 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 Sport and Exercise Management. There are no prior language requirements for the International Studies component of this combined degree, except for the Heritage major. 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 Sport and Exercise Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Sport and Exercise Management component of the combined degree, please refer to the Bachelor of Arts in Sport and Exercise Management program in this handbook.

In the International Studies program, students focus on one of the following countries or majors: Argentina, Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand. The availability of the Russian major is currently under review. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Greece, Hong Kong, Korea, Poland, Taiwan and Vietnam.

Australia and the Asia-Pacific is only available to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This would need to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

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 2001 handbook for the Institute for International Studies.

### Course program

*Course program sequence may be subject to change.*

#### Semester 1

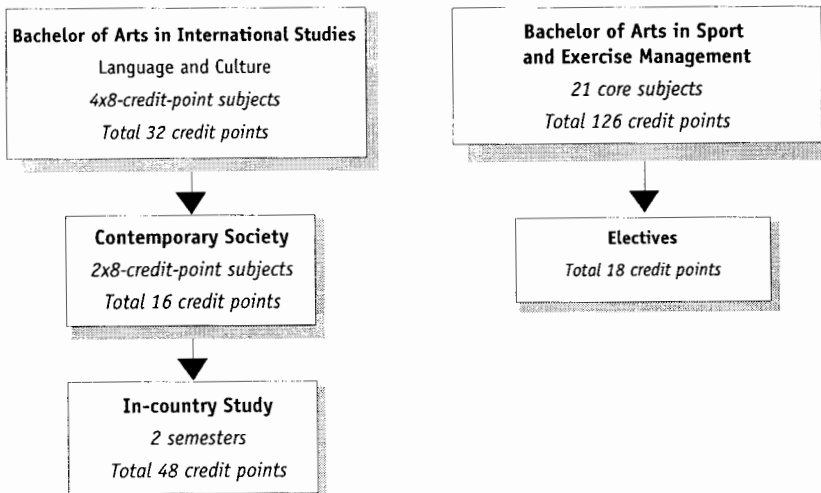
27228	Human Growth and Development
27180	Functional Kinesiology
91429	Physiological Bases of Human Movement
27223	Mechanics of Human Motion

#### Semester 2

27171	Applied Kinesiology
27106	Social Psychology of Leisure
27186	Leisure and Sport in Social Context
27152	Measurement and Development of Physical Capacity

#### Semester 3

27155	Research Design and Statistics for Human Movement
50140	Comparative Social Change <sup>2</sup>
971xxx	Language and Culture <sup>1</sup>
27160	Sport and Exercise Behaviour



## Semester 4

- 22107 Accounting for Business  
 27175 Energetics of Human Movement  
 27105 Nutrition for Health and Physical Activity  
 972xxx Language and Culture 2<sup>1</sup>

## Semester 5

- 27252 The Sport Industry  
 24108 Marketing Foundations  
 973xxx Language and Culture 3<sup>1</sup>  
 2xxxx Sport and Exercise Management elective 1

## Semester 6

- 21129 Managing People and Organisations  
 974xxx Language and Culture 4<sup>1</sup>  
 976xxx Contemporary Society<sup>2</sup>

## Semester 7

- 977xxx In-country Study 1

## Semester 8

- 978xxx In-country Study 2

## Semester 9

- 27190 Workplace Learning 2  
 27173 Efficiency of Human Movement 1  
 27331 Motor Learning and Control  
 2xxxx Sport and Exercise Management elective 2

## Semester 10

- 27190 Workplace Learning 2 (cont.)  
 27628 Law for Leisure, Sport and Tourism  
 27222 Exercise Prescription  
 2xxxx Sport and Exercise Management elective 3

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

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

*China*

- 50140 Comparative Social Change  
 976111 Contemporary China

*Indonesia, Malaysia or Thailand*

- 50140 Comparative Social Change  
 976301 Contemporary South-East Asia

*Japan*

- 50140 Comparative Social Change  
 976211 Contemporary Japan

*Argentina, Chile or Mexico*

- 50140 Comparative Social Change  
 976501 Contemporary Latin America

*France, Germany, Italy or Russia*

- 50140 Comparative Social Change  
 976401 Contemporary Europe

## 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*
- ◆ *Course fee: HECS (local)<sup>1</sup>*

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 their role 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.

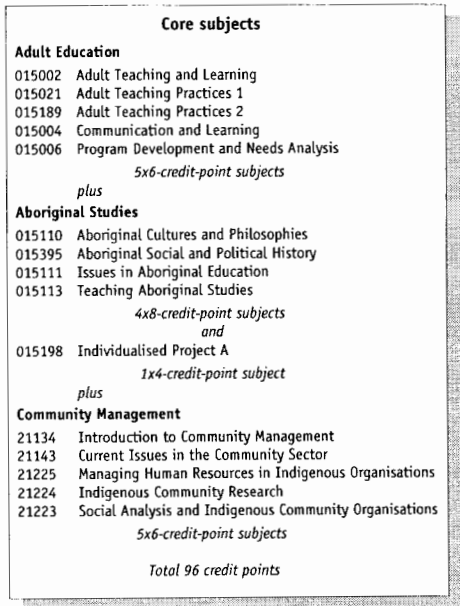
### Course structure

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.

<sup>1</sup> This course is not offered to international students.

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 email [sonya.pearce@uts.edu.au](mailto:sonya.pearce@uts.edu.au)

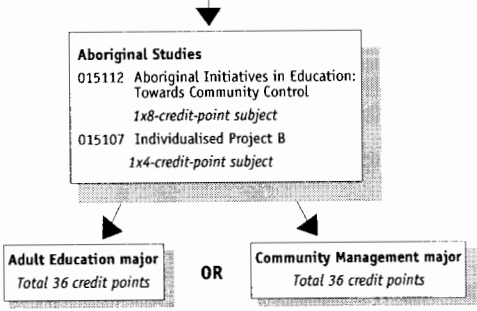


**Adult Education Major**

- 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
- 22107 Accounting for Business
- 79404 Law for Third Sector Managers
- 21185 Social Change and Community Practice
- 21140 Monitoring Organisational Performance
- 21183 Funds Development



# POSTGRADUATE COURSES

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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 at:

Level 5, Building 5  
Quay Street  
Haymarket

## Hours during Autumn and Spring semesters:

Monday to Thursday, 9.00 a.m. – 8.00 p.m.  
Friday, 9.00 a.m. – 6.30 p.m.

## Hours in non-teaching periods:

Monday to Friday, 9.00 a.m. – 6.30 p.m.

telephone (02) 9514 3660

fax (02) 9514 3554

email [graduate.business@uts.edu.au](mailto:graduate.business@uts.edu.au)

[www.business.uts.edu.au/gsb](http://www.business.uts.edu.au/gsb)

## Rules of the University

The University's Rules are published in full in the *UTS Calendar 2001*. 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:

[www.uts.edu.au/div/publications/policies/rules/contents.html](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**

Exemptions are not permitted except where an exemption has been approved for a specified UTS Executive Development course.

#### **Graduate Diplomas**

Maximum of five exemptions, of which two core subjects can be approved from prior undergraduate study.

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

Maximum of eight exemptions, of which four core subjects can be approved from prior undergraduate study.

#### **MBA**

Maximum of 10 exemptions, of which four core subjects can be approved from prior 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

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- ◆ *Course code:* BA54
  - ◆ *Testamur title:* Doctor of Philosophy
  - ◆ *Abbreviation:* PhD
  - ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)
- 

#### Finance and Economics

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- ◆ *Course code:* BF52
  - ◆ *Testamur title:* Doctor of Philosophy
  - ◆ *Abbreviation:* PhD
  - ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)
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#### Leisure and Tourism Studies

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- ◆ *Course code:* BL80
  - ◆ *Testamur title:* Doctor of Philosophy
  - ◆ *Abbreviation:* PhD
  - ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)
- 

#### Management

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- ◆ *Course code:* BB56
  - ◆ *Testamur title:* Doctor of Philosophy
  - ◆ *Abbreviation:* PhD
  - ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)
- 

#### Marketing

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- ◆ *Course code:* BM52
  - ◆ *Testamur title:* Doctor of Philosophy
  - ◆ *Abbreviation:* PhD
  - ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)
- 

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

### Admission requirements

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

Further details of eligibility for admission are set out in the UTS Rules for Doctoral Degree Students published in the *UTS Calendar 2001* and online at:

[www.uts.edu.au/div/publications/policies/rules/contents.html](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

<sup>1</sup> The University and the Faculty usually allocate Higher Education Contribution Scheme Scholarships to some PhD students. These scholarships are reviewed annually. There are, however, student services fees to be paid (see page 9).



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 its (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 his or her 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/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)

### Finance and Economics

- ◆ *Course code:* BF70
- ◆ *Testamur title:* Master of Business
- ◆ *Abbreviation:* MBus
- ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)

### Management

- ◆ *Course code:* BB70
- ◆ *Testamur title:* Master of Business
- ◆ *Abbreviation:* MBus
- ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)

### Marketing

- ◆ *Course code:* BM70
- ◆ *Testamur title:* Master of Business
- ◆ *Abbreviation:* MBus
- ◆ *Course fee:* HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)

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.

<sup>1</sup> 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, student service fees to be paid (see page 9).

## 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' (Rule 3.4.8.3).

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 his or her 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

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- ◆ *Course code: BL76*
  - ◆ *Testamur title: Master of Arts*
  - ◆ *Abbreviation: MA*
  - ◆ *Course fee: HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)*
- 

### Leisure Studies

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- ◆ *Course code: BL70*
  - ◆ *Testamur title: Master of Arts*
  - ◆ *Abbreviation: MA*
  - ◆ *Course fee: HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)*
- 

### Sports Studies

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- ◆ *Course code: BL74*
  - ◆ *Testamur title: Master of Arts*
  - ◆ *Abbreviation: MA*
  - ◆ *Course fee: HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)*
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### Tourism Studies

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- ◆ *Course code: BL72*
  - ◆ *Testamur title: Master of Arts*
  - ◆ *Abbreviation: MA*
  - ◆ *Course fee: HECS/scholarship<sup>1</sup> (local)  
\$7,000 per semester (international)*
- 

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.
- 

<sup>1</sup> Course fees for the Master of Arts (by thesis) may be covered by HECS or Faculty scholarship, which is reviewed annually. There are, however, student service fees to be paid (see page 9).

## 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 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 his or her 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: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Master of Business Administration (Limited Work Experience)

- ◆ *Course code: B063*
- ◆ *Testamur title: Master of Business Administration*
- ◆ *Abbreviation: MBA*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Diploma in Business Administration

- ◆ *Course code: B055*
- ◆ *Testamur title: Graduate Diploma in Business Administration*
- ◆ *Abbreviation: GradDipBusAdmin*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Certificate in Business Administration

- ◆ *Course code: B054*
- ◆ *Testamur title: Graduate Certificate in Business Administration*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

The **Graduate Certificate in Business Administration** provides foundation skills used in the general management of a business enterprise for non-graduates who have extensive business experience.

The **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 **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 **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.

### 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 (two 24-credit-point subjects); or as one sub-major (24 credit points) plus 24 credit points of mixed electives. To have a major or sub-major noted on a student's final transcript, a student must complete at least 75 per cent of the subjects in that major at UTS, under any approved postgraduate course. 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. eight 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 6 credit points. Students should check the credit points listed in the Subject descriptions section 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).

## 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 <sup>1</sup>		•	•
21715	Strategic Management (Capstone)			•
xxxxx	Elective(s)		1	8
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>96</b>

<sup>1</sup> International Students may undertake 21775 Comparative International Employment Relations as an alternative to this subject.

### Arts Management

- 27753 The Arts Environment in Australia
- 27755 Arts Organisations and Management
- 27756 Law and the Arts
- 27710 Popular Culture  
*plus four of the following*
- 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

### 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

Work experience is required for all subjects in this major.

- 24706 Services Marketing
- 77886 Regulation and Competition Law
- 49228 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 E-Business Marketing

### E-Business Marketing

- 24737 E-Business Marketing
- 24706 Services Marketing
- 24715 Strategic Marketing for Electronic Business
- 247xx Customer Interaction and Behaviour
- 247xx Business to Business Electronic Marketing
- 24716 Research Project in Electronic Business Marketing
- 24717 Marketing Entrepreneurship in Electronic Business  
*plus one of the following*
- 247xx Marketing Knowledge Creation and Management
- 247xx Global E-Business Marketing
- 77887 Legal Issues in E-Commerce

**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

**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  
 247xx Global E-Business Marketing

**Property Development**

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  
 24738 International Marketing Management  
 24730 Advanced Marketing Management  
 24706 Services Marketing  
 24707 Business to Business Marketing  
 24736 Marketing Communications  
 24790 Business Project – Marketing  
 24737 E-Business Marketing  
*or*  
 24720 Marketing Research

**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 Business Valuation and Financial Analysis  
 22748 Financial Reporting and Analysis

- 22753 Business Analysis  
 22754 Corporate Accounting  
 79733 Companies and Securities Law  
 77865 Introduction to Taxation Law

### Project Management

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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

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- 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

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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

Work experience is required for the following subjects:

- 32208 Information Processing Strategy  
 32604 Systems Integration  
 32204 Advanced Data Management

### Tourism Management

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- 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

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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. four 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 6 credit points. Students should check the credit points listed in the Subject descriptions section 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 Systems and Business Solutions

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- 22708 Accounting Information Systems  
 22759 Accounting and Enterprise Resource Planning  
 22797 Contemporary Issues in Enterprise Resource Planning  
*plus one of the following*  
 22782 Business Process Integration with ERP Systems  
 22766 Assurance and Audit with ERP Systems  
 22783 Project Implementation and Control

### Adult Communication Management

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- 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

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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

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

### Banking

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



**Business Economics**

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

**Business Information Technology**


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For students with little or no IT background.

- 32531 Global Information Systems  
 32607 Systems Analysis  
 32606 Database  
 32532 Conducting Business Electronically  
 32517 Commerce on the Internet

**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**


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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

**Dispute Resolution**

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

**E-Business Management – Module 1**


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

- 32532 Conducting Business Electronically  
 49228 Enabling E-Business Technologies  
 21827 Change Management  
*plus one of the following*  
 21854 Innovation and Entrepreneurship  
 24737 E-Business Marketing

**E-Business Management – Module 2**


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

- 24706 Services Marketing  
 21853 Strategic Competitive Advantage in the Digital Age  
 77886 Regulation and Competition Law  
*plus one of the following*  
 21797 Managing the Supply Chain  
 24721 Scenario Planning – New Technology Change Agents

**Electronic Business and Marketing**

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

**Employment Relations**

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

**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**

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

**Executive Management**


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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  
 25741 Capital Markets

**Financial Analysis Skills**

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- 22748 Financial Reporting and Analysis  
 22753 Business Analysis  
 22760 Introduction to Research and Consulting Skills  
 22743 Business Valuation and Financial Analysis  
*or*  
 25743 Corporate Financial Analysis

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**Financial Aspects of Corporate Governance**

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- 22748 Financial Reporting and Analysis  
 22751 Current Issues in Financial Accounting  
 22779 Financial Aspects of Corporate Governance  
 22743 Business Valuation and Financial Analysis

*or*

- 25743 Corporate Financial Analysis

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**Funds Management**

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- 25721 Investment Management  
 25741 Capital Markets

Work experience is required for the following subjects in this sub-major:

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

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**Health Management**

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- 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

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**International Business**

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- 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

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**International Management**

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- 21717 International Management  
 21775 Comparative International Employment Relations  
 21784 Global Business Competitive Intelligence  
 21811 Global Strategic Management

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**International Marketing**

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- 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  
 24700 Promotion and Advertising Overseas

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**Knowledge Management**

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

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**Leisure Management**

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

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**Management Skills**

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

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**Managing for Diversity**

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

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**Marketing**

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- 24710 Buyer Behaviour  
 24738 International Marketing Management  
 24730 Advanced Marketing Management  
 24737 E-Business Marketing  
*or*  
 24720 Marketing Research

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**Operations Management**

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

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**Project Management**

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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

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**Public Management and Policy**

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- 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

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**Public Relations**

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- 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 Resource Management**

- 22705 Management Planning and Control  
 22744 Strategic Resource Management  
 22753 Business Analysis  
 22795 Strategic Management Reporting

**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  
 77900 Goods and Services Tax  
 — Taxation Module<sup>1</sup>

<sup>1</sup> 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****Graduate Certificate in Business Administration**

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience

*or*

- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

**Graduate Diploma in Business Administration**

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience

*or*

- Satisfactory completion of the relevant Graduate Certificate

**Master of Business Administration (Limited Work Experience)**

- A degree from a recognised Australian University or other institution rated as equivalent to an Australian university by NOOSR

**Master of Business Administration (MBA)**

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience

*or*

- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution

*or*

- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Master of Business Administration (Mandarin International)

- ◆ Course code: B059
- ◆ Testamur title: Master of Business Administration
- ◆ Abbreviation: MBA
- ◆ Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)

## Graduate Diploma in Business Administration (Mandarin International)

- ◆ Course code: B065
- ◆ Testamur title: Graduate Diploma in Business Administration
- ◆ Abbreviation: GradDipBusAdmin
- ◆ Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)

## Graduate Certificate in Business Administration (Mandarin International)

- ◆ Course code: B064
- ◆ Testamur title: Graduate Certificate in Business Administration
- ◆ Abbreviation: none
- ◆ Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)

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).

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 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.

### 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	●	●	●
25742	Financial Management	●	●	●
21720	Employment Relations	●	●	●
21715	Strategic Management (Capstone)			●
xxxxx	Options and Elective(s)		1	8
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>96</b>

## Electives

### Finance Strand

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

### International Business Strand

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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

### 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 (Academic Module – Reading and Writing Sections) 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 (Academic Module – Reading and Writing Sections) 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.

### 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 (Academic Module – Reading and Writing Sections) 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 Graduate Certificate 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, 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: \$1,500 per subject (local)  
\$7,000 per semester (international)*

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 ICAA and CPA Australia, 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	●
21813	Managing People	●
24734	Managerial Marketing	●
25742	Financial Management	●
21720	Employment Relations	●
21715	Strategic Management (Capstone)	●
<b>Professional Accounting specialisation</b>		
22753	Business Analysis	●
22748	Financial Reporting and Analysis	●
77865	Introduction to Taxation Law	●
22743	Business Valuation and Financial Analysis	●
22705	Management Planning and Control	●
22754	Corporate Accounting	●
79733	Companies and Securities Law	●
22730	Assurance for Business Systems and Information	●
<b>Credit points</b>		<b>96</b>

**Note:** To comply with CPA Australia and ICAA professional accounting accreditation requirements, in addition to the above 16 subjects, graduates of non-accounting degrees must also pass by examination 79708 Contemporary Business Law.

## Admission requirements

### Master of Business Administration (Professional Accounting)

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience
- or*
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
- or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

### Graduate Certificate in Business (Managing for Diversity)

- 
- ◆ *Course code: BB77*
  - ◆ *Testamur title: Graduate Certificate in Business*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

This course offers possible articulation to 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 telephone (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: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

#### Graduate Certificate in Accounting

- 
- ◆ *Course code: BA62*
  - ◆ *Testamur title: Graduate Certificate in Accounting*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

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.

## 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	Current Issues in Financial Accounting		●
xxxxx	Electives		6
<b>Credit points</b>		<b>24</b>	<b>72</b>

### Electives

22708	Accounting Information Systems
22730	Assurance for Business Systems and Information
22743	Business Valuation and Financial Analysis
22744	Strategic Resource Management
22748	Financial Reporting and Analysis
22753	Business Analysis
22754	Corporate Accounting
22759	Accounting and Enterprise Resource Planning
22760	Introduction to Research and Consulting Skills
22765	Environmental Accounting
22766	Assurance and Audit with ERP Systems
22777	International Accounting
22778	Advanced E-Business Assurance
22779	Financial Aspects of Corporate Governance
22782	Business Process Integration with ERP Systems
22783	Project Implementation and Control
22786	Research Seminars in Accounting
22795	Strategic Management Reporting
22797	Contemporary Issues in Enterprise Resource Planning

### Admission requirements

#### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

#### Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution
- or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average



## 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: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Diploma in Accounting and Finance

- ◆ *Course code: BA53*
- ◆ *Testamur title: Graduate Diploma in Accounting and Finance*
- ◆ *Abbreviation: GradDipAccFin*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Certificate in Accounting and Finance

- ◆ *Course code: BA60*
- ◆ *Testamur title: Graduate Certificate in Accounting and Finance*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

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	Accounting Information Systems
22730	Assurance for Business Systems and Information
22743	Business Valuation and Financial Analysis
22744	Strategic Resource Management
22751	Current Issues in Financial Accounting
22753	Business Analysis
22754	Corporate Accounting
22759	Accounting and Enterprise Resource Planning
22760	Introduction to Research and Consulting Skills
22765	Environmental Accounting
22766	Assurance and Audit with ERP Systems
22777	International 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		•	•
xxxxx	Electives			4
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

- 22778 Advanced E-Business Assurance
- 22779 Financial Aspects of Corporate Governance
- 22782 Business Process Integration with ERP Systems
- 22783 Project Implementation and Control
- 22786 Research Seminars in Accounting
- 22795 Strategic Management Reporting
- 22797 Contemporary Issues in Enterprise Resource Planning

### Finance

- 25721 Investment Management
- 25731 International Finance
- 25743 Corporate Financial Analysis<sup>1</sup>
- 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

<sup>1</sup> Subjects 22743 Business Valuation and Financial Analysis and 25743 Corporate Financial Analysis are deemed to be equivalent.

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

## Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Banking

### Graduate Certificate in Banking

- ◆ *Course code:* BF56
- ◆ *Testamur title:* Graduate Certificate in Banking
- ◆ *Abbreviation:* none
- ◆ *Course fee:* \$1,500 per subject (local)  
\$7,000 per semester (international)

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	•
25711	or Securities Market Regulations <sup>1</sup>	
<b>Credit points</b>		<b>24</b>

<sup>1</sup> Students seeking recognition for AIBF membership must do 25711 Securities Market Regulations.

### Admission requirements

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Articulation 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

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- ◆ *Course code: BB64*
  - ◆ *Testamur title: Master of Business in Business Operations Management*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
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### Graduate Diploma in Business Operations Management

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- ◆ *Course code: BB55*
  - ◆ *Testamur title: Graduate Diploma in Business Operations Management*
  - ◆ *Abbreviation: GradDipBusOpsM*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
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### Graduate Certificate in Business Operations Management

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- ◆ *Course code: BB71*
  - ◆ *Testamur title: Graduate Certificate in Business Operations Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

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.

## 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	• <i>or</i> •	•	•
21744	Materials Management		•	•
21745	<i>or</i> Service Operations Management			
21747	Operations Management Policy		•	•
-----	Elective		•	•
21751	Management Research Methods			•
21794	Research Proposal – Operations Management			•
21795	Research Project – Operations Management			•
xxxxx	Elective			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

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
- 21779 Management Skills
- 21832 Managing for Sustainability
- 22782 Business Process Integration with ERP Systems
- 24734 Managerial Marketing
- xxxxx Any one other elective approved by the Course Director

### Admission requirements

#### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

#### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

#### Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## 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: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Diploma in E-Business Management

- ◆ *Course code: B084*
- ◆ *Testamur title: Graduate Diploma in E-Business Management*
- ◆ *Abbreviation: GradDipEBusM*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Certificate in E-Business Management

- ◆ *Course code: B083*
- ◆ *Testamur title: Graduate Certificate in E-Business Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

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 Accounting Information Systems
- 22743 Business Valuation and Financial Analysis
- 22777 International Accounting

#### Computing Sciences

- 32517 Commerce on the Internet
- 32702 Contemporary Telecommunications
- 32701 Advances in Information Technology
- 32531 Global Information Systems

#### Engineering

- 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

### 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	•	•	•
24734	Managerial Marketing	•	•	•
49228	Enabling E-Business Technologies	•	•	•
32532	Conducting Business Electronically	•	•	•
77886	Regulation and Competition Law		•	•
21853	Strategic Competitive Advantage in the Digital Age		•	•
21827	Change Management		•	•
24706	Services Marketing		•	•
21854	Innovation and Entrepreneurship			•
xxxxx	Electives			3
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

## Management

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

## Marketing

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- 24743 Contemporary Issues in International Marketing  
 24737 E-Business Marketing  
 24711 Culture, Business and Language in the Asia-Pacific Region  
 24721 Scenario Planning – New Technology Change Agents

## Media Studies

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

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Employment Relations

### Master of Business in Employment Relations

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- ◆ *Course code: BB58*
  - ◆ *Testamur title: Master of Business in Employment Relations*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
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### Graduate Diploma in Employment Relations

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- ◆ *Course code: BB52*
  - ◆ *Testamur title: Graduate Diploma in Employment Relations*
  - ◆ *Abbreviation: GradDipEmpRels*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
- 

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

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- ◆ *Course code: BB52*
  - ◆ *Testamur title: Graduate Diploma in Employment Relations*
  - ◆ *Abbreviation: GradDipEmpRels*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
- 

### Graduate Certificate in Employment Relations

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- ◆ *Course code: BB69*
  - ◆ *Testamur title: Graduate Certificate in Employment Relations*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
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The Employment Relations program provides 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.

## 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 <sup>1</sup>	•	•	•	•
79731	Industrial Law <sup>2</sup>	•	•	•	•
21813	Managing People	•	•		•
xxxxx	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				•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>48</b>	<b>72</b>

<sup>1</sup> International students may undertake 21775 Comparative International Employment Relations as an alternative to 21720 Employment Relations.

<sup>2</sup> Students may complete a graduate management subject in place of 79731 Industrial Law where this is more suitable to their professional needs, as approved by the Course Director. Students undertaking the Graduate Diploma in Employment Relations (Industrial Law) must take 79731 Industrial Law.

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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Satisfactory completion of the relevant Graduate Certificate

## Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Finance

### Master of Business in Finance

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- ◆ *Course code: BF58*
  - ◆ *Testamur title: Master of Business in Finance*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Finance

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- ◆ *Course code: BF51*
  - ◆ *Testamur title: Graduate Diploma in Finance*
  - ◆ *Abbreviation: GradDipFin*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Finance

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- ◆ *Course code: BF54*
  - ◆ *Testamur title: Graduate Certificate in Finance*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

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.



## 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 <sup>1</sup>		•	•
xxxxx	Electives			5
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

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

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

### Electives

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

#### Banking Strand

- 25711 Securities Market Regulations
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 2xxxx Plus two other Finance electives

#### Corporate Finance Strand

- 25731 International Finance
- 25743 Corporate Financial Analysis
- 25763 Corporate Treasury Management
- 2xxxx 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)
- 2xxxx Plus two other Finance electives

#### Quantitative Finance Strand

- 25709 Derivative Security Pricing
- 25710 Financial Time Series
- 25712 Financial Market Stochastics
- 2xxxx 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 3 credit point subjects (half 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
- 25824 Project Financing
- 25831 Applied Portfolio Management

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Insurance

### Master of Business in Insurance

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- ◆ *Course code: BF65*
  - ◆ *Testamur title: Master of Business in Insurance*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Insurance

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- ◆ *Course code: BF64*
  - ◆ *Testamur title: Graduate Diploma in Insurance*
  - ◆ *Abbreviation: GradDipIns*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Insurance

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- ◆ *Course code: BF63*
  - ◆ *Testamur title: Graduate Certificate in Insurance*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

The Insurance program provides 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 also endorsed by the Insurance Council of Australia.

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		•	•
25718	Insurance Financial Management		•	•
25717	Insurance Risk Financing		•	•
xxxxx	Electives			4
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

## 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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

## Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Marketing

### Master of Business in Marketing

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- ◆ *Course code: BM53*
  - ◆ *Testamur title: Master of Business in Marketing*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Master of Business in International Marketing

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- ◆ *Course code: BM54*
  - ◆ *Testamur title: Master of Business in Marketing*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Marketing

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- ◆ *Course code: BM51*
  - ◆ *Testamur title: Graduate Diploma in Marketing*
  - ◆ *Abbreviation: GradDipMktg*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Marketing

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- ◆ *Course code: BM55*
  - ◆ *Testamur title: Graduate Certificate in Marketing*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

A rewarding exchange between suppliers of goods and services and their clients or customers is essential for the viability of all providers. The Marketing program provides contemporary theoretical marketing knowledge and the practical skills required for superior performance in Australia and international markets.

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

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

### Course program

Refer to the diagram on the following page.

#### 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 Research <sup>1</sup>
24736	Marketing Communications
24737	E-Business Marketing <sup>1</sup>
24738	International Marketing Management

## 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	E-business Marketing	•	•	•	•
24720	Marketing Research				•
24738	International Marketing Management				•
xxxxx	Elective		•	•	•
xxxxx	Elective		•	•	
24730	Advanced Marketing Management		•	•	•
xxxxx	Elective		•	•	•
24743	Contemporary Issues in International Marketing				•
24755	Applied International Marketing Research <sup>1</sup>				•
xxxxx	Elective				•
xxxxx	Elective			•	
xxxxx	Elective			•	
24790	Business Project – Marketing			•	
xxxxx	Elective			•	
24744	Competitive International Marketing Strategy				•
24755	Applied International Marketing Research <sup>1</sup>				•
24791	Business Project – International Marketing <sup>1</sup>				•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>	<b>72</b>

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

- 79741 Marketing Legislation in Australia
- 24742 New Product Management
- 24743 Contemporary Issues in International Marketing
- 24744 Competitive International Marketing Strategy
- 24750 Marketing Decision Analysis
- xxxxx Any elective listed in the Master of Business in International Marketing
- xxxxx Any one other elective approved by the Course Director

### 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
- xxxxx Any one other international subject approved by the Course Director

<sup>1</sup> 24720 Marketing Research and 24737 E-Business Marketing: if one of these subjects is taken as a core subject then the other may be taken as an elective.

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Work Based Learning

### Master of Business (Work Based Learning)

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- ◆ *Course code: B082*
  - ◆ *Testamur title: Master of Business*
  - ◆ *Abbreviation: MBus*
  - ◆ *Course fee: By partnership agreement*
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### Graduate Diploma in Business (Work Based Learning)

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- ◆ *Course code: B081*
  - ◆ *Testamur title: Graduate Diploma in Business*
  - ◆ *Abbreviation: GradDipBus*
  - ◆ *Course fee: By partnership agreement*
- 

### Graduate Certificate in Business (Work Based Learning)

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- ◆ *Course code: B080*
  - ◆ *Testamur title: Graduate Certificate in Business*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: By partnership agreement*
- 

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 (local)  
\$7,000 per semester (international)*

#### Graduate Diploma in Arts Management

- ◆ *Course code: BL52*
- ◆ *Testamur title: Graduate Diploma in Arts Management*
- ◆ *Abbreviation: GradDipAM*
- ◆ *Course fee: HECS (local)  
\$7,000 per semester (international)*

#### Graduate Certificate in Arts Management

- ◆ *Course code: BL54*
- ◆ *Testamur title: Graduate Certificate in Arts Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: HECS (local)  
\$7,000 per semester (international)*

The arts industry in Australia is a growing, dynamic industry that requires managers who have a comprehensive knowledge of all facets

#### 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		•	•
xxxxx	Elective		•	•
27768	Arts Audience Research Methods		•	•
27758	Cultural Politics: The Arts and the City		•	•
27770	Project Preparation			•
27763	Arts and Cultural Policy Seminar			•
xxxxx	Elective			•
27754	Arts Management Research Project			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

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 program offers 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).

## 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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Community Management

### Master of Management in Community Management

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- ◆ *Course code: BG87*
  - ◆ *Testamur title: Master of Management in Community Management*
  - ◆ *Abbreviation: MM*
  - ◆ *Course fee: HECS (local)*  
*\$7,000 per semester (international)*
- 

### Graduate Diploma in Community Management

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- ◆ *Course code: BB73*
  - ◆ *Testamur title: Graduate Diploma in Community Management*
  - ◆ *Abbreviation: GradDipCommM*
  - ◆ *Course fee: HECS (local)*  
*\$7,000 per semester (international)*
- 

### Graduate Certificate in Community Management

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- ◆ *Course code: BB72*
  - ◆ *Testamur title: Graduate Certificate in Community Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: HECS (local)*  
*\$7,000 per semester (international)*
- 

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.



## 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		•	•
xxxxx	Elective		•	•
79794	Legal Issues for Community Managers		•	•
xxxxx	Elective		•	•
21781	Social and Community Research			•
xxxxx	Elective			•
21759	Strategic Issues in Community Management			•
21792	Research Project (Public/Community)			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

The Graduate Certificate is a one-year, part-time course that provides a basic introduction to the field and develops skills and knowledge in financial management and funding.

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

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

These courses are taught in flexible mode including three intensive workshops of five days each, self-managed learning packages and learning partnerships to develop peer-supported networks.

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, including 21856 Career and Portfolio Development.

### 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**

(Offered in association with the NSW School of Volunteer Management)

- 21817 Volunteering: Social and Organisational Perspectives  
 21818 Strategic Volunteer Development  
 xxxxx Free elective

**Admission requirements****Graduate Certificate**

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

**Graduate Diploma**

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

**Master of Management**

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

**Health Management****Master of Management in Health Management**

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- ◆ *Course code: BB76*
  - ◆ *Testamur title: Master of Management in Health Management*
  - ◆ *Abbreviation: MM*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
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**Graduate Diploma in Health Management**

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- ◆ *Course code: BB75*
  - ◆ *Testamur title: Graduate Diploma in Health Management*
  - ◆ *Abbreviation: GradDipHlthM*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
- 

**Graduate Certificate in Health Management**

- 
- ◆ *Course code: BB74*
  - ◆ *Testamur title: Graduate Certificate in Health Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local) \$7,000 per semester (international)*
- 

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.

## 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		•	•
xxxxx	Elective		•	•
<b>either – Coursework stream</b>				
21813	Managing People		•	•
xxxxx	Elective		•	•
24734	Managerial Marketing			•
21822	International Health Management			•
21759	Strategic Issues in Community Management <i>or</i>			•
21715	Strategic Management [ <i>Private</i> ]			•
xxxxx	Elective			•
<b>or – Management Research stream</b>				
21813	Managing People		•	•
xxxxx	Health Research Methods Option <sup>1</sup>		•	•
21754	Research Proposal (Public/Community)			•
21822	International Health Management			•
21792	Research Project (Public/Community)			•
21758	Strategic Issues in Community Management <i>or</i>			•
xxxxx	Elective [ <i>Private</i> ]			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

<sup>1</sup> 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.

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

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

### Electives

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

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*

- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

## Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Leisure Management

### Master of Management in Leisure Management

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- ◆ *Course code: BL66*
  - ◆ *Testamur title: Master of Management in Leisure Management*
  - ◆ *Abbreviation: MM*
  - ◆ *Course fee: HECS (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Leisure Management

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- ◆ *Course code: BL50*
  - ◆ *Testamur title: Graduate Diploma in Leisure Management*
  - ◆ *Abbreviation: GradDipLeisM*
  - ◆ *Course fee: HECS (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Leisure Management

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- ◆ *Course code: BL55*
  - ◆ *Testamur title: Graduate Certificate in Leisure Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: HECS (local)  
\$7,000 per semester (international)*
- 

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

## 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			•
xxxxx	Electives	2	4	6
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

and international context. Involvement with leisure industry practitioners is a significant feature of all 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).

### Electives

- 21731 Resources Management (Nonprofit)
- 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
- 27724 Health and Performance Enhancement Strategies
- 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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Management – General

### Master of Management

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- ◆ *Course code: BG88*
  - ◆ *Testamur title: Master of Management*
  - ◆ *Abbreviation: MM*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Management

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- ◆ *Course code: BB68*
  - ◆ *Testamur title: Graduate Diploma in Management*
  - ◆ *Abbreviation: GradDipM*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Management

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- ◆ *Course code: BB67*
  - ◆ *Testamur title: Graduate Certificate in Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

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.

## Course program

Subject no.	Subject name	Graduate Certificate in Management	Graduate Diploma in Management	Master of Management
xxxxx	Electives	4	8	8
<b>Applied Research</b>				
21751	Management Research Methods			•
21814	Management Project Design			•
21815	Management Project			•
xxxxx	Elective			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

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.

All subjects with a code starting 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
- xxxxx Any other subject approved by the Course Director

## Admission requirements

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Sports Management

### Master of Management in Sports Management

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- ◆ *Course code: BL69*
  - ◆ *Testamur title: Master of Management in Sports Management*
  - ◆ *Abbreviation: MM*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Diploma in Sports Management

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- ◆ *Course code: BL53*
  - ◆ *Testamur title: Graduate Diploma in Sports Management*
  - ◆ *Abbreviation: GradDipSportsM*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

### Graduate Certificate in Sport Management

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- ◆ *Course code: BL60*
  - ◆ *Testamur title: Graduate Certificate in Sports Management*
  - ◆ *Abbreviation: none*
  - ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*
- 

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

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



## 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	•	•	•
21731	Resources Management (Nonprofit)	•	•	•
27718	Sport and the Law	•	•	•
xxxxx	Elective		•	•
56744	Public Relations Management		•	•
27717	Event and Facility Management		•	•
27707	Applied Research Methods		•	•
27770	Project Preparation			•
27762	Sport Management Seminar			•
xxxxx	Elective			•
27946	Master's Project			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

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 sports management field. It will also provide some opportunity for the development of specific interests.

The Master of Management program is a three-year, part-time, or two-year, full-time, advanced program of study providing students with the opportunity to further develop their special interests and to complete a significant project in any area related to sports management.

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

### 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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## Tourism Management

### Master of Management in Tourism Management

- ◆ *Course code: BL67*
- ◆ *Testamur title: Master of Management in Tourism Management*
- ◆ *Abbreviation: MM*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Diploma in Tourism Management

- ◆ *Course code: BL51*
- ◆ *Testamur title: Graduate Diploma in Tourism Management*
- ◆ *Abbreviation: GradDipTourismM*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

### Graduate Certificate in Tourism Management

- ◆ *Course code: BL56*
- ◆ *Testamur title: Graduate Certificate in Tourism Management*
- ◆ *Abbreviation: none*
- ◆ *Course fee: \$1,500 per subject (local)  
\$7,000 per semester (international)*

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		•	•
xxxxx	Elective		•	•
27770	Project Preparation			•
27761	Tourism Management Seminar			•
xxxxx	Elective			•
27946	Master's Project			•
<b>Credit points</b>		<b>24</b>	<b>48</b>	<b>72</b>

## 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

### Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

### Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Satisfactory completion of the relevant Graduate Certificate

### Master of Business Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience  
*or*
- Completion of a relevant Graduate Diploma, from UTS or other recognised higher education institution  
*or*
- Completion of a relevant Graduate Certificate, from UTS or other recognised higher education institution, with at least a Credit average

## PROGRAMS OFFERED IN CONJUNCTION WITH OTHER FACULTIES

### Engineering Management

#### Master of Engineering Management

- 
- ◆ *Course code: EP85*
  - ◆ *Testamur title: Master of Engineering Management*
  - ◆ *Abbreviation: MEM*
- 

#### Graduate Certificate in Engineering Management

- 
- ◆ *Course code: EP57*
  - ◆ *Testamur title: Graduate Certificate in Engineering Management*
  - ◆ *Abbreviation: none*
- 

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 2001 handbook for the Faculty of Engineering.

Inquiries about these courses and the relevant fees should be directed to the Faculty of Engineering, on telephone (02) 9514 2606 or (02) 9514 2664.

## Information Technology Management

### Master of Business in Information Technology Management

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- ◆ *Course code: MC85*
  - ◆ *Testamur title: Master of Business in Information Technology Management*
  - ◆ *Abbreviation: MBus*
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### Graduate Diploma in Information Technology Management

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- ◆ *Course code: MC75*
  - ◆ *Testamur title: Graduate Diploma in Information Technology Management*
  - ◆ *Abbreviation: GradDipInfTechM*
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### Graduate Certificate in Information Technology Management

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- ◆ *Course code: MC63*
  - ◆ *Testamur title: Graduate Certificate in Information Technology Management*
  - ◆ *Abbreviation: none*
- 

These courses form a joint program from the Faculty of Information Technology and the Faculty of Business. They are not available to international students.

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 post-graduate level with a range of options and a variety of attendance patterns.

Full details and program outlines are contained within the 2001 handbook for the Faculty of Information Technology.

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

# SUBJECT DESCRIPTIONS

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## 21058

### Management Project

*6cp; prerequisite(s): 21365 Analysing Management Thinking; first three subjects of sub-major Undergraduate*

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

*6cp Undergraduate*

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

*6cp Undergraduate*

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

*6cp; prerequisite(s): 21129 Managing People and Organisations; 24307 Electronic Business Principles; corequisite(s): 24408 Marketing Strategy for Electronic Business Undergraduate*

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.

## 21128

### International Business

*6cp Undergraduate*

Introduces students to the multidimensional nature of international business. Discusses the importance of globalisation and how it has changed the competitive environment of business. Introduces the role of multinational corporations and the complexity of international operations and management. Discusses current debates surrounding multilateral bodies. An Australian perspective is adopted throughout with students also developing an understanding of business in Asia.

**21129****Managing People and Organisations**

*6cp*  
*Undergraduate*

Introduces students to the fundamentals of management and organisational behaviour in the context of today's contemporary global business environment. Examines the major theories and models in areas of communication, group dynamics, individual behaviour and motivation, decision making, leadership, power and politics, and ethics and social responsibility. Places particular emphasis upon the application of theory to dilemmas and issues likely to confront managers today and in the future.

**21131****Business Process Management**

*6cp*  
*Undergraduate*

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 is 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.

**21140****Monitoring Organisational Performance**

*6cp*  
*Undergraduate*

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

**21145****Managing Volunteer Programs**

*6cp*  
*Undergraduate*

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

**21146****Volunteering in the Community Sector**

*6cp*  
*Undergraduate*

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.

**21183****Funds Development**

*6cp*  
*Undergraduate*

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**

*6cp*  
*Undergraduate*

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

**21185****Social Change and Community Practice**

*6cp*  
*Undergraduate*

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**

6cp  
Undergraduate

**21187**

**Community Management Project 2**

6cp  
Undergraduate

Enables students to undertake a practical project involving a specific management problem. Extends the students' capacity to apply skills to practical management problems in the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the identification and analysis of a management problem, the development and implementation of a strategy to address the problem, and an evaluation of the impact of the strategy. The projects will be designed and proposed by the student, and 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**

6cp  
Undergraduate

**21189**

**Community Sector Project 2**

6cp  
Undergraduate

Enables students to undertake exploratory or applied projects focusing on particular industry problems or issues. Extends the students' capacity to apply their accumulated knowledge and skills to addressing industry issues that impact on the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the researching and analysis of an environmental factor that impacts on community organisations, the development and implementation of a strategy to address the issues, and an evaluation of the impact of

the strategy. The projects will be designed and proposed by the student, and subject to negotiation with and approval by the subject coordinator. Each subject will require a different project proposal. Students will be required to demonstrate the relevance of the project to their own learning, to the workplace and to the industry generally. In some circumstances, students may gain approval to draw on major projects that they have already carried out.

**21193**

**Introduction to Corporate Strategy**

6cp; prerequisite(s): four completed core subjects of the Bachelor of Business  
Undergraduate

Introduces students to the concept and process of strategic analysis and decision making. Provides students with competencies, skills and the understanding necessary for implementing and managing the strategy process which aims to ensure the long term viability and success of an enterprise. Thus students can more readily understand, communicate and materially contribute to the purpose of the organisation. Gives participants an understanding of the contemporary business environment in which business operates and how decision-making processes, leadership and organisational politics impact on the strategic activities of managers.

**21210**

**Business, Government and Society**

6cp; prerequisite(s): 21129 Managing People and Organisations  
Undergraduate

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**

6cp; prerequisite(s): 21129 Managing People and Organisations  
Undergraduate

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

6cp

*Undergraduate*

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

6cp

*Undergraduate*

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

6cp

*Undergraduate*

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 commu-

nity issues. Students are encouraged to evaluate and modify techniques for use in indigenous communities.

## 21225

### Managing Human Resources in Indigenous Organisations

6cp

*Undergraduate*

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

6cp; prerequisite(s): 21129 *Managing People and Organisations*

*Undergraduate*

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

## 21311

### Strategic Supply Chain Management

6cp

*Undergraduate*

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 nonprofit sectors, this subject introduces a range of sophisticated concepts of purchasing and materials management. Covers a wide range of supply chain management activities



including formation and management of strategic alliances, buyer selection and management, global sourcing, ethics in contracting situations, and applications of information technology in supply chain management.

### 21365

#### **Analysing Management Thinking**

*6cp; prerequisite(s): 21129 Managing People and Organisations*  
*Undergraduate*

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, through to post-modern concepts of management and organisation, and include a critical evaluation of recent trends in management practice such as Total Quality Management, re-engineering and the learning organisation.

### 21407

#### **Strategic Human Resource Management**

*6cp*  
*Undergraduate*

Focuses on the strategic nature of human resource management (HRM) functions within various organisations and builds on general issues first raised in 21306 International Employment Relations. Develops an appreciation of critical HRM issues through an exploration of conceptual issues such as alternative ways of viewing the HRM field, how HRM should relate to changes in the organisational environment, and the relationships between organisation strategy and HRM functions. The underlying concept considered in this subject is how an organisation in a changing environment can best manage its human resources in such a way as to provide long-term benefits to the organisation.

### 21409

#### **Entrepreneurship and Innovation**

*6cp*  
*Undergraduate*

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**

*6cp*  
*Undergraduate*

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**

*6cp; prerequisite(s): 21129 Managing People and Organisations*  
*Undergraduate*

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 intrapersonal and 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**

*6cp*  
*Undergraduate*

The inevitable changes in the world environment are creating new opportunities and challenges for the entire Australian business community. In today's global economy companies need a total strategy that includes a globalisation component. The subject provides

practical guidance on how to implement a globalisation strategy in order to achieve a truly successful, total global strategy. Examines the contemporary international business environment, focusing on the issues of strategy, leadership and strategic alliances. Examines a systematic framework for evaluating which elements of a strategy to globalise, and to what degree.

### 21531

#### Managing the International Organisation

*6cp; prerequisite(s): 21591 International Management Undergraduate*

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

### 21532

#### Applied International Business

*6cp; prerequisite(s): four foundation and three elective subjects in the International Business major or equivalent Undergraduate*

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

*6cp Undergraduate*

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

*6cp; prerequisite(s): 21129 Managing People and Organisations Undergraduate*

Develops an understanding of the management practices required to successfully conduct business in other countries. Develops an appreciation of the distinctive features of selected countries and their particular management practices. Explores the ways in which management theories and behaviours may be adapted to suit their application in an international setting. Aims to enhance the skills of Australian managers operating internationally through the development of a more integrated view of international business and related management practices.

### 21593

#### International Business and Government

*6cp; prerequisite(s): 21591 International Management Undergraduate*

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

*6cp; prerequisite(s): 21128 International Business; 21591 International Management or 21531 Managing the International Organisation or 21593 International Business and Government Undergraduate*

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.

### 21630

#### Management of the Strategy Process

*6cp; prerequisite(s): 21129 Managing People and Organisations*  
*Undergraduate*

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

*6cp; prerequisite(s): completion of Stage 1 of the Master of Management (Public) or its equivalent*  
*Postgraduate*

Examines the concepts and practice of state, market and civil society, and the inter-connections 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

*6cp; prerequisite(s): 21720 Employment Relations*  
*Postgraduate*

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

*6cp*  
*Postgraduate*

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

*6cp; prerequisite(s): 22747 Accounting for Managerial Decisions; 25706 Economics for Management; 24734 Managerial Marketing; 25742 Financial Management*  
*Postgraduate*

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.

### 21717

#### International Management

*6cp*  
*Postgraduate*

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**

6cp  
Postgraduate

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

**21719****Organisational Behaviour**

6cp  
Postgraduate

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

**21720****Employment Relations**

6cp  
Postgraduate

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**

6cp; prerequisite(s): 21813 Managing People  
Postgraduate

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**

6cp  
Postgraduate

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**

6cp  
Postgraduate

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**

6cp  
Postgraduate

Introduces students to the theory and practice of public sector management. Explores the competing theories about management in the

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public sector, and examines practical management skills in the public sector in the light of these competing theories.

### 21730

#### **Workshop in Advanced Managerial Skills**

*6cp; prerequisite(s): 21813 Managing People and at least two years' work experience*  
*Postgraduate*

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

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

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

### 21731

#### **Resources Management (Nonprofit)**

*6cp*  
*Postgraduate*

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

### 21732

#### **Program Evaluation**

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

Covers, in some detail, evaluation of programs (broadly defined) in the government and nonprofit 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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions

Postgraduate

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

6cp; prerequisite(s): basic understanding of personal computer systems, DOS, and introduction to software packages

Postgraduate

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

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information systems; and the implications of introducing information systems in organisations.

### 21751

#### Management Research Methods

6cp

*Postgraduate*

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

6cp; prerequisite(s): 21751 Management

Research Methods; corequisite(s): 21751

Management Research Methods

*Postgraduate*

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)

6cp; prerequisite(s): 21751 Management

Research Methods or 21781 Social and

Community Research

*Postgraduate*

Students will specify a particular management problem within an overall context; identify fundamental issues relating to the selected problem as a result of an in-depth literature review; and apply research methodology and skills acquired in 21751 Management Research Methods or 21781 Social and Community Research. Appropriate topic areas will be determined in consultation between the student and academic supervisor. This will then be followed by clarification of problem,

description of context, specification of research questions, literature review and development, and specification of research methodology.

### 21755

#### Australian Management

6cp

*Postgraduate*

*For Master of Management students only*

Provides an appreciation of the management processes and frameworks through an examination of various theoretical and empirical studies, with special consideration of developments within the Australian business environment. Students are given the opportunity to apply their understanding of management to Australian case studies. Based on a consideration of the skills, knowledge and resources required for effective management, students will prepare an action plan for their own development as managers.

### 21758

#### Strategic Governance and the Business of Government

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

*Postgraduate*

Draws upon strategic management models for the public, private and nonprofit 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

6cp; prerequisite(s): 21766 Managing

Community Organisations; 21767 Third Sector:

Theory and Context

*Postgraduate*

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

**21760****Employment Conditions**

*6cp; prerequisite(s): 21720 Employment Relations*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

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

*Postgraduate*

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**

*6cp; prerequisite(s): 21766 Managing Community Organisations*

*Postgraduate*

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

**21775****Comparative International Employment Relations**

*6cp*

*Postgraduate*

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**

*6cp; prerequisite(s): 21766 Managing Community Organisations*

*Postgraduate*

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



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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

*6cp; prerequisite(s): a minimum of two years' work experience*

*Postgraduate*

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 or her skills and interpersonal style as its starting point and goes on to examine basic communication skills such as listening, counselling and non-verbal behaviour. 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.

### 21781

#### Social and Community Research

*6cp; prerequisite(s): 21766 Managing Community Organisations; 21767 Third Sector: Theory and Context*

*Postgraduate*

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

*6cp*

*Postgraduate*

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

*6cp*

*Postgraduate*

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

*6cp*

*Postgraduate*

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)

*6cp; prerequisite(s): 21781 Social and Community Research*

*Postgraduate*

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

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

*Postgraduate*

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

*6cp; prerequisite(s): 21794 Research Proposal – Operations Management*  
Postgraduate

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

*6cp*  
Postgraduate

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 nonprofit 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

*6cp; prerequisite(s): 21797 Managing the Supply Chain*  
Postgraduate

Draws together the wide range of concepts which have been covered in earlier parts of the program and enables the students to conceptualise purchasing and materials management within the framework of the corporate strategy process. Keeps practitioners up-to-date with the latest practices and policies in the business, government and nonprofit

sectors that ensure procurement is part of the strategic decision-making process.

## 21811

### Global Strategic Management

*6cp; prerequisite(s): 24734 Managerial Marketing; 25742 Financial Management; 25706 Economics for Management; 22747 Accounting for Managerial Decisions*  
Postgraduate

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

*6cp*  
Postgraduate

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**

*6cp; prerequisite(s): normally completion of the first eight subjects in the Master of Management program; corequisite(s): 21751 Management Research Methods*

*Postgraduate*

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**

*6cp; prerequisite(s): 21751 Management Research Methods; 21814 Management Project Design*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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

**21818**

**Strategic Volunteer Development**

*6cp; corequisite(s): 21817 Volunteering: Social and Organisational Perspectives*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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 nonprofit 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**

*6cp*

*Postgraduate*

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

*6cp*

*Postgraduate*

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

*6cp*

*Postgraduate*

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; and concepts of quality management.

### 21823

#### People Management

*6cp*

*Postgraduate*

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

*6cp*

*Postgraduate*

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

*6cp; prerequisite(s): 21718 Organisation Analysis and Design*

*Postgraduate*

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

*6cp; prerequisite(s): 21730 Workshop in Advanced Managerial Skills; 21813 Managing People*

*Postgraduate*

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**

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

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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

**21832**

**Managing for Sustainability**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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.

**21835**

**Human Resource Management Practices**

*6cp*  
*Postgraduate*

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**

*6cp; prerequisite(s): any two subjects from the Operations Management sub-major of the MBA Postgraduate*

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**

*6cp; prerequisite(s): any four core MBA subjects Postgraduate*

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**

*6cp Postgraduate*

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**

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

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**

*6cp Postgraduate*

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**

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

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

6cp  
Postgraduate

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

### 21854

#### Innovation and Entrepreneurship

6cp  
Postgraduate

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.

### 21855

#### Integration Management

6cp; prerequisite(s): 22759 Accounting and Enterprise Resource Planning or 21749 Computer Based Information Systems for Managers  
Postgraduate

A company is the sum of the business processes that create value to the customer. A business does not stop at departmental or information systems boundaries. It is accompanied by a flow of information for performing the task and for steering process execution. This subject focuses on the implementation of enterprise resource planning (ERP) software (SAP R/3) through the use of the Event-Driven Process Chain (EPC), which can be used to determine and document the processes to be implemented and to customise processes and data entry accordingly. Students develop an understanding of the link between a 'theoretical' process and data description, and a real-world system in the field of accounting, production and logistics.

### 21856

#### Career and Portfolio Development

6cp  
Postgraduate

Assists students to review learning and plan career paths for themselves and for the people they manage and supervise. Provides the theoretical and practical frameworks for students to integrate their credentialed and uncredentialed learning into a cohesive portfolio that will position them optimally for career choices in the sector. Enables students to identify gaps in their repertoire of knowledge and skills, which can then be addressed within the industry-training program.

### 21907

#### Research Methods in Management (Honours)

6cp  
Undergraduate

Provides some of the analytical and practical research skills required for successful completion of the major research component of the Honours program, 21911 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)***6cp**Undergraduate*

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***6cp**Undergraduate*

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**

*6cp; prerequisite(s): 21909 Theorising Organisations and Management; 21908 Advanced Research Methods in Management (Honours)*

*Undergraduate*

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

**21911****Thesis in Management**

*24cp; prerequisite(s): admission to the Honours program*

*Undergraduate*

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.

Note: Part-time students enrol in this subject in their second semester.

**22026****Ethics and Accountants**

*6cp; prerequisite(s): 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; 22321 Cost Management Systems*

*Undergraduate*

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.

**22107****Accounting for Business***6cp**Undergraduate*

In most economies business success is measured in financial terms. It is the accountants who undertake this measurement. Many decisions in business are made based on accounting information, both historical (based on past events) and projected (based on estimates of the future). Understanding accounting as a systematic way of measuring and communicating financial information on the financial status of various business entities is the foundation for any successful career in both the private and public business sectors.

**22157****Australian Corporate Environment***6cp**Undergraduate**For Bachelor of Accounting students only*

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.



**22206**

**Government Accounting**

*6cp; prerequisite(s): 22107 Accounting for Business Undergraduate*

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.

**22207**

**Accounting Transactions and Business Decisions**

*6cp; prerequisite(s): 22107 Accounting for Business Undergraduate*

Continues the study of accounting as an information system and equips students with the appropriate accounting skills necessary to participate in a managerial capacity in the analysis of accounting information as it is used to facilitate and enhance decision-making, accountability and control. Ethical implications of decisions will be considered throughout the subject. Covers areas in both financial and management accounting, including the preparation and examination of accounting reports for partnerships and companies; the development of relevant cost concepts used in cost systems and the use of this information in performance evaluation. A computer software package is used in the review and presentation of accounting information.

**22219**

**Social and Environmental Accounting**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

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**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

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 diversity of the international dimensions of accounting. Introduces a range of issues with special reference to the comparative development of national accounting systems, international accounting standards and transnational reporting issues. Covers a number of important areas and will not only inform students about the major issues, ideas and developments, but will also stimulate further inquiry and debate.

**22309**

**Accounting for Overseas Transactions**

*6cp; prerequisite(s): 22107 Accounting for Business Undergraduate*

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

**22311****Accounting for Valuation***6cp**Undergraduate*

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

**22312****Accounting for Superannuation***6cp; prerequisite(s): 22207 Accounting**Transactions and Business Decisions**Undergraduate*

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***6cp; prerequisite(s): 22207 Accounting**Transactions and Business Decisions**Undergraduate*

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***6cp; prerequisite(s): 22421 Management**Decisions and Control**Undergraduate*

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***6cp; prerequisite(s): 22420 Accounting**Standards and Regulations; 26133 Business**Information Analysis**Undergraduate*

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**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; recommended: to be taken at the same time as 22420 Accounting Standards and Regulations Undergraduate*

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.

**223207**

**Accounting for Business Combinations (Honours)**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

Combines theoretical and practical issues relating to corporations and their disclosure requirements. Highlights some issues, such as those associated with the search for substance rather than form in the financial reports the user is able to access. Discusses alternative paradigms to promote debate and assessment of just what is appropriate for the supply of financial information to all stakeholders. Wherever possible the course is directly linked to current happenings in the financial markets.

**22321**

**Cost Management Systems**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

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.

**223217**

**Cost Management Systems (Honours)**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

Covers the material in 22321 Cost Management Systems. Introduces students to the role and contribution of contemporary research in developing and extending the knowledge base of management accounting in the area of cost management systems. Develops the critical thinking, research and learning skills relevant to future study in a relevant Honours degree or for independent learning.

**22420**

**Accounting Standards and Regulations**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; recommended: to be taken at the same time as 22320 Accounting for Business Combinations Undergraduate*

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

**224207****Accounting Standards and Regulations (Honours)**

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate*

Combines theoretical and practical issues pertaining to development of financial reporting regulation. Discusses alternative paradigms to promote debate and assessment of just what is appropriate for the supply of financial information to all stakeholders. Wherever possible the course is directly linked to current happenings in the financial markets.

**22421****Management Decisions and Control**

*6cp; prerequisite(s): 22321 Cost Management Systems Undergraduate*

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.

**224217****Management Decisions and Control (Honours)**

*6cp; prerequisite(s): 22321 Cost Management Systems; 223217 Cost Management Systems (Honours) Undergraduate*

Covers the material in 22421 Management Decision and Control. Introduces the role and contribution of contemporary research in developing and extending the knowledge base of management accounting in the areas of decision support and managerial control. Develops the critical thinking, research and

learning skills relevant to future study in a relevant Honours degree or for independent learning.

**22515****Computer Based Accounting**

*6cp; prerequisite(s): 22107 Accounting for Business*

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

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 Assurance Services and Audit**

*6cp; prerequisite(s): 22522 Assurance Services and Audit Undergraduate*

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**

*6cp; prerequisite(s): 22320 Accounting for Business Combinations; 22420 Accounting Standards and Regulations Undergraduate*

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.

**225207****Corporate Reporting: Professional and Conceptual Issues (Honours)**

*6cp; prerequisite(s): 22320 Accounting for Business Combinations; 22420 Accounting Standards and Regulations Undergraduate*

The capstone for the Financial Accounting strand in the Bachelor of Business program. Provides a framework for a broader understanding of reporting issues in the larger corporate environment. Considers the contrasted but related roles of accounting research and policy making in corporate reporting, through a participative and interactive learning environment. Introduces students to the role and contribution of contemporary research in financial accounting. Develops the critical thinking, research and learning skills relevant to more advanced studies in the field. Specific topics include the development of accounting principles; the nature and role of theory; normative and positive accounting theories; accounting information and securities markets; public and private sector accounting regulation;

contracting process and agency relationships; the role of accounting numbers in specifying contracts.

**22522****Assurance Services and Audit**

*6cp; prerequisite(s): 22420 Accounting Standards and Regulations or 22320 Accounting for Business Combinations Undergraduate*

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.

**225227****Assurance Services and Audit (Honours)**

*6cp; prerequisite(s): 22420 Accounting Standards and Regulations or 22320 Accounting for Business Combinations Undergraduate*

Considers the provision of assurance services and the role of research in the professional and academic development of these services. While the main focus is the attest services offered by auditors to provide credibility of information in company and other organisation financial

statements, the subject 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. This includes study of the audit process of understanding clients' 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 integral part of control systems and client operations, the subject considers that there is a variety of information technology environments including the use of enterprise resource planning (ERP) systems such as SAP. Introduces e-commerce implications. Provides an understanding of professional, ethical and legal requirements and responsibilities in completing and reporting on assurance tasks. The subject is accredited by the accounting professional bodies.

## 22523

### Assurance in Electronic Business

*6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; 24307 Electronic Business Principles Undergraduate*

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

*6cp; prerequisite(s): 22522 Assurance Services and Audit Undergraduate*

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

*6cp; prerequisite(s): 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; corequisite(s): 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations Undergraduate For Bachelor of Accounting students only*

Provides students with an understanding of the role of auditors and auditing in providing assurances to diverse parties interested in the entity under audit that the information presented about the entity is properly drawn up in accordance with prescribed criteria; and of the economic, social and ethical context in which auditors and auditing operate.

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

**22566**

**Accounting for Small Business 1**

6cp

*Undergraduate*

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**

6cp; prerequisite(s): 22207 Accounting

Transactions and Business Decisions

*Undergraduate*

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

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

**22605**

**Accounting Information Systems**

6cp

*Undergraduate*

*For Bachelor of Accounting students only*

Introduces the role of information systems in supplying both qualitative and quantitative financial information to management within large organisations. Sponsoring organisations will assist by allowing students to investigate

'real life' information systems in practice. Extensive practical experience on PCs allows students to be fully productive in their subsequent first Industrial Experience semester.

**22610**

**Accounting for Insolvency**

6cp

*Undergraduate*

Provides students with the accounting knowledge needed for businesses which are being liquidated; studies the characteristics and financial management mistakes leading to the failure of such businesses; and introduces the accounting requirements of deceased estates. Topics covered include executorship; bankruptcy; the practice of termination accounting; and case studies, including financial management aspects of failed businesses.

**22677**

**Capstone Project: Financial Strategy and Leadership**

6cp; prerequisite(s): 22321 Cost Management Systems; 22421 Management Decisions and Control

*Undergraduate*

*Undergraduate*

*For Bachelor of Accounting students only*

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**

6cp

*Postgraduate*

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

## 22708

### Accounting Information Systems

6cp  
Postgraduate

Provides students with a broad knowledge of the fundamentals of accounting data management, accounting for e-business, IT project management, AIS-assurance, information integration, and modelling of business processes. Introduces examples of standard and modified-canned accounting information systems for SMEs and large enterprises (ERP-software). Models and software tools are used in order to plan and simulate the process of the transformation of real-world complexity into accounting figures and in order to highlight the interdependencies between different business functions.

## 22730

### Assurance for Business Systems and Information

6cp  
Postgraduate

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.

## 22743

### Business Valuation and Financial Analysis

6cp; prerequisite(s): 25742 Financial Management or 25765 Corporate Finance  
Students undertaking this subject should not enrol in the equivalent subject 25743 Corporate Financial Analysis.  
Postgraduate

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 Resource Management

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions or 22746 Managerial Accounting  
Postgraduate

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

6cp  
Postgraduate

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**

*6cp*

*Postgraduate*

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**

*6cp; prerequisite(s): 22747 Accounting for*

*Managerial Decisions*

*Postgraduate*

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.

**22751**

**Current Issues in Financial Accounting**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

Introduces students to quantitative techniques for data analysis using functional processes in the areas of accounting, finance and operations research to generate information products to support management decision making. Data analysis and conversion to information products utilising information technology productivity tools will be applied to practical business decision situations confronting managers. Employs computer based analytical tools to analyse historical business operations and to develop models of operations to facilitate the forecasting of future operations. Topics include: quantitative forecasting techniques; cost and profit planning; business valuations; financial analysis; business valuations; project management using CPM and PERT; and capital project evaluations.

**22754**

**Corporate Accounting**

*6cp*

*Postgraduate*

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**

*6cp; prerequisite(s): 22747 Accounting for*

*Managerial Decisions; 22746 Managerial*

*Accounting*

*Postgraduate*

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 (i) accounting information systems, and as (ii) business re-engineering tools for processes relevant for accounting.

## 22760

### Introduction to Research and Consulting Skills

*6cp; prerequisite(s): Semesters 1 to 3 of the Master of Business  
Postgraduate*

Provides students with the necessary skills to understand business consulting assignments or academic research projects. Covers information on sources of computer databases and the necessary basic statistical skills to undertake consulting projects. Works through the different stages of a consulting project including identification and definition of the problems, the development of conceptual framework, alternative methods of providing evidence and statistics on the problems identified, and how to structure a consultation report.

## 22765

### Environmental Accounting

*6cp  
Postgraduate*

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.

## 22766

### Assurance and Audit with ERP Systems

*6cp; prerequisite(s): 22730 Assurance for Business Systems and Information  
Postgraduate*

An advanced subject dealing with providing assurance services for business systems and information. Examines in detail the impact of computer information systems on controls and auditing. The focus in providing business system and information assurance is the audit of ERP systems, in particular the SAP R/3 system. The control frameworks evaluated include both management or general controls and application controls. CAATs examined

include generalised and specialised audit software, static and concurrent audit techniques.

## 22771

### Accounting for Public, Leisure and Community Organisations

*6cp  
Postgraduate*

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

*6cp; prerequisite(s): 22747 Accounting for Managerial Decisions  
Postgraduate*

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.

## 22778

### Advanced E-Business Assurance

*6cp  
Postgraduate*

Provides students with the competencies to understand, provide and communicate assurance services for e-commerce. Addresses the accounting and assurance implications of

doing business electronically by examining the role of accounting in attesting to the credibility of information. Students gain substantial first-hand experience in undertaking assurance and auditing services for e-commerce. Considers consumer to business and business to business e-commerce transactions in traditional ERP (such as SAP) environments. Examines services for attesting reliability and integrity of websites such as WebTrust.

**22779**

**Financial Aspects of Corporate Governance**

*6cp*

*Postgraduate*

Provides a conceptual framework for addressing the critical issue of corporate governance in the modern firm. Considers both the practice and research relating to a range of strategies through which control of the firm can be achieved, including financial reporting, directors, auditing and financial contracting.

**22782**

**Business Process Integration with ERP Systems**

*6cp*

*Postgraduate*

Focuses on the process-oriented implementation of ERP software (SAP R/3) in the areas of accounting, production, and procurement/sales logistics in an enterprise. Students implement SAP R/3 in their own virtual factory. An extensive case study allows students to apply the skills acquired in the lecture. Theoretical concepts in data and process modelling for planning ERP implementations are used, but the main part of the course will be practical hands-on working with the system. Teaches generally applicable ERP-knowledge. SAP R/3 is used as a tool for learning about real-world business processes and acquiring skills in the use of ERP software in general and R/3 in particular.

**22783**

**Project Implementation and Control**

*6cp*

*Postgraduate*

Focuses on conceptual approaches to and the practical application of project management and control tools in enterprise. In particular, demonstrates and explores the project planning and steering capabilities of ERP software. Students implement elements of SAP

R/3 in their own virtual factory. An extensive case study, integrating project steering and batch production/MRP and accounting, allows students to apply the skills acquired in the lectures. In addition to practical hands-on working with the system, uses theoretical concepts in data and process modelling for planning ERP implementations. Uses the product SAP R/3 as a tool for learning about real-world business processes and acquiring skills in the use of ERP software in general.

**22785**

**Research Techniques in Accounting**

*6cp*

*Postgraduate*

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of accounting.

**22786**

**Research Seminars in Accounting**

*6cp; prerequisite(s): 22785 Research*

*Techniques in Accounting (unless otherwise approved by Head of School)*

*Postgraduate*

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

**22795**

**Strategic Management Reporting**

*6cp*

*Postgraduate*

Investigates how current corporate performance reporting is and has become more strategic, changing the role of budgeting and month end management reporting. Discusses the impact on the role of the respective functional groups in performance reporting – the accountants, IT specialists, and human resources personnel. Utilises case studies, worked examples, and actual presentations and reports to illustrate the relevance and importance of the management reporting function and the reliance on these reports by the different levels of management in the organisation.

**22797****Contemporary Issues in Enterprise Resource Planning**

*6cp; prerequisite(s): 22747 Accounting for Managerial Decisions or 22746 Managerial Accounting; 22759 Accounting and Enterprise Resource Planning; corequisite(s): 21855 Integration Management*  
*Postgraduate*

Understanding the basic architecture and functionality of integrated enterprise resource planning systems (ERP) is essential for accountants. They need to understand how business processes cut across departmental and information system boundaries, and how processes are accompanied by flows of information both for performing tasks and steering process execution. Students will learn contemporary business and information system skills, and will be exposed to a major ERP package, SAP R/3. Canvasses current issues in accounting practice, related to ERP and IT developments, such as accounting for projects, customer relationship management and marketing accounting, enterprise simulation, and e-business.

**22901****Research Methods in Accounting**

*6cp*  
*Undergraduate*

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**

*6cp*  
*Undergraduate*

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**

*6cp*  
*Undergraduate*

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**

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

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**

*6cp*  
*Undergraduate*

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.

**24108****Marketing Foundations**

*6cp*  
*Undergraduate*

Covers the basic principles of marketing. Develops an understanding of the overall process of marketing planning, implementation and control in the contemporary business environment. Also develops 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

*6cp; prerequisite(s): 24108 Marketing Foundations  
Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis  
Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations  
Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 24202 Consumer Behaviour  
Undergraduate*

Examines advertising, promotion and other marketing mix communications decisions from an applied viewpoint based on theory and current practice.

Provides students who might be potential brand managers, advertising managers or executives with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying relevant target audiences, formulating and testing strategies, and evaluating campaign results. Considers contemporary issues in advertising, together with reference to complementary aspects such as publicity, sponsorship and direct marketing.

## 24220

### International Marketing

*6cp; prerequisite(s): 24108 Marketing Foundations  
Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations  
Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations*  
*Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis*  
*Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis*  
*Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 24205 Business Marketing*  
*Undergraduate*

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

*6cp; prerequisite(s): 24307 Electronic Business Principles*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24408 Marketing Strategy for Electronic Business*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24202 Consumer Behaviour; 24309 Introductory Marketing Research; 24205 Business Marketing*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24108 Marketing Foundations; 24309 Introductory Marketing Research*  
*Undergraduate*

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 imple-

menting 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**

*6cp; prerequisite(s): 24220 International Marketing*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24309 Introductory Marketing Research; 24210 Advertising and Promotions Management*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24220 International Marketing*  
*Undergraduate*

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**

*12cp; prerequisite(s): 24220 International Marketing; corequisite(s): 24517 Contemporary International Marketing Issues*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24108 Marketing Foundations; 24309 Introductory Marketing Research; corequisite(s): 24430 Applications of Marketing Research (unless previously completed)*  
*Undergraduate*

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**

*6cp; prerequisite(s): completion of at least two subjects in the Business to Business Marketing sub-major*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24510 Research Methods in Advertising*  
*Undergraduate*

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**

*6cp; prerequisite(s): 24220 International Marketing; 24517 Contemporary International Marketing Issues*  
*Undergraduate*

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



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outside sources; prepare oral and written reports of findings in areas such as entry strategies, international product, pricing, promotion and distribution strategies and control of overall international marketing programs. Students will be required to isolate one critical international marketing problem faced by the firm and prepare a case study on that issue.

### 24666

#### Research Methods in Marketing

*6cp; prerequisite(s): 24203 Quantitative Marketing Analysis  
Undergraduate*

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

*6cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management (desirable)  
Postgraduate*

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

*6cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management (desirable)  
Postgraduate*

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.

### 24705

#### Marketing Projects and Services Overseas

*6cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management (desirable)  
Postgraduate*

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

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

Enables students to broaden their understanding of marketing by focusing on the marketing of services. Major areas of economic activity such as tourism, banking, transportation and health care services are not significantly considered in traditional marketing, literature and courses that concentrate on product marketing. The case study method allows students to attain a first-hand understanding of service marketing within a wide variety of industries.

**24707****Business to Business Marketing**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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

Topics include the marketing concept; strategic marketing; social marketing; client, customer and consumer behaviour; marketing information systems; communication and promotion; marketing decisions; and the marketing plan.

**24710****Buyer Behaviour**

*6cp; corequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

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**

*6cp; prerequisite(s): 24715 Strategic Marketing in Electronic Business  
Postgraduate*

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**

*6cp; prerequisite(s): 24715 Strategic Marketing in Electronic Business  
Postgraduate*

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**

*6cp; prerequisite(s): 22747 Accounting for Managerial Decisions; 24710 Buyer Behaviour; 24737 E-Business Marketing or 24720 Marketing Research  
Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing; 24710 Buyer Behaviour*  
*Postgraduate*

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****E-Business Marketing**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing*  
*Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

Exposes students to the literature on, and the nature of, the marketing task involved in the development and launch of new products. Students will also be required to carry out a project whereby a marketing feasibility study and strategy are developed for an actual new product innovation calling on knowledge gained in previous marketing subjects.

**24743**

**Contemporary Issues in International Marketing**

*6cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management  
Postgraduate*

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**

*6cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management; 24743 Contemporary Issues in International Marketing  
Postgraduate*

Enhances the problem solving, decision making and general management skills of students in the context of an international organisation operating in a competitive and changing global environment. Involves a PC-based international business simulation exercise and case studies/readings. Decision areas covered include company organisation, products and improvements, management of innovation, area operations, competitive analysis, marketing research, pricing,

promotion, distribution, inventory management and intercompany and intra-company transactions.

**24750**

**Marketing Decision Analysis**

*6cp; prerequisite(s): 24734 Managerial Marketing; 24720 Marketing Research or 24737 E-Business Marketing; 24730 Advanced Marketing Management  
Postgraduate*

Studies marketing management decision processes and procedures from a product manager's viewpoint. An increasingly complex marketing environment offers product managers new challenges and opportunities. To take advantage of the opportunities and meet the challenges, computer-aided decision procedures provide additional conceptual and applied tools for decision making. This course builds and expands on the material covered in earlier postgraduate courses in Marketing by way of learning about computer models which aid a product manager in the task of managing markets.

**24755**

**Applied International Marketing Research**

*12cp; prerequisite(s): 24734 Managerial Marketing; 24738 International Marketing Management; corequisite(s): 24743 Contemporary Issues in International Marketing  
Postgraduate*

Develops skills in conducting international marketing research and marketing management activities. Involves a study tour of one or two overseas countries. Enables the student to develop an appreciation of the ways in which marketing systems might be compared and evaluated across national boundaries. A greater understanding of the role and significance of Australian business in the international economy will also be achieved.

**24780**

**Readings in Marketing**

*6cp; prerequisite(s): prior permission from the School  
Postgraduate*

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

*6cp; prerequisite(s): completion of a relevant Bachelor of Business degree  
Postgraduate*

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of marketing.

## 24786

### Research Seminars in Marketing

*6cp; prerequisite(s): 24785 Research Techniques in Marketing (unless otherwise approved by the Head of School of Marketing)  
Postgraduate*

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

## 24790

### Business Project – Marketing

*6cp; prerequisite(s): all core subjects of the Master of Business in Marketing  
Postgraduate*

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

*6cp; prerequisite(s): all core subjects of the Master of Business in International Marketing  
Postgraduate*

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.

## 247xx

### Customer Interaction and Behaviour

*6cp; prerequisite(s): 24737 E-Business Marketing  
Postgraduate*

Provides an understanding of the various ways in which consumers utilise the Internet and the internal and external influences on their behaviour. Examines the role of traditional forms of marketing communication as well as various forms of interactive communication in one-to-one marketing and the building of long term customer relationships.

## 247xx

### Business to Business Electronic Marketing

*6cp; prerequisite(s): 24737 E-Business Marketing  
Postgraduate*

The rapid emergence and deployment of business to business electronic business infrastructure poses significant challenges for marketers. Provides students with an awareness of developments and issues associated with the rollout of business to business electronic business systems, with frameworks to critically analyse them in relation to business to business marketing issues such as specialised communication modes, negotiation, sales management, relationship marketing and relationship management.

## 247xx

### Marketing Knowledge Creation and Management

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

Marketing organisations function in an information-based environment. Marketing knowledge creation and management embraces the issues and challenges organisations face in responding to that environment. It provides students with a theoretically and vocationally relevant set of skills for understanding and managing the information-based relationships in which organisations are embedded. Develops an understanding of how marketing information can be used to add value to marketing relationships.

**247xx**

**Global E-Business Marketing**

*6cp; prerequisite(s): 24734 Managerial Marketing  
Postgraduate*

Focus on specific issues involved in electronic marketing that apply when doing business across national boundaries and when operating on a global basis. Creates an awareness of the constraints that apply in the international marketplace to the application of the allegedly borderless electronic marketing due to national and regional differences and regulations. Explores ways in which traditional marketing mix variables need to be modified in the electronic context and in particular the impact on physical distribution and distribution channels. Highlights strategic marketing issues that arise when doing business in the global electronic environment and assists students to develop strategies to cope with the complications that are likely to arise.

**24901**

**Advanced Theory in Marketing**

*6cp; prerequisite(s): admission to the Honours program  
Undergraduate*

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**

*6cp; prerequisite(s): admission to the Honours program  
Undergraduate*

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**

*6cp; prerequisite(s): 24901 Advanced Theory in Marketing; 24902 Research Methods in Marketing  
Undergraduate*

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**

**Thesis in Marketing (F/T)**

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

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.

**24905**

**Thesis in Marketing (P/T)**

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

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**

*6cp; prerequisite(s): 24901 Advanced Theory in Marketing; 24902 Research Methods in Marketing*  
Undergraduate

Individually supervised subject to provide knowledge, understanding and experience with research methodologies and the analysis techniques which will be utilised in the research thesis.

**24908****Qualitative Research Methods**

*6cp; prerequisite(s): completion of an appropriate Bachelor's degree with a major in marketing or related discipline*  
Undergraduate

Qualitative research is the growth area in both academic and commercial marketing research yet is often neglected in market research subjects. This subject introduces a different methodological approach than is commonly emphasised. Alternative research designs are considered along with the associated instrumentation, data collection and analysis. Communication of results for a range of academic and industry audiences is also considered.

**25115****Economics for Business** ~

*6cp*  
Undergraduate

Develops an understanding of basic economic principles and their application to business decision making and business strategy. Provides a foundation for further studies in business, economics and finance. Provides students with the ability to read and understand analyses presented in the financial and business media and be able to effectively participate in the formulation of business strategies.

**25210****Microeconomic Theory and Policy**

*6cp; prerequisite(s): 25110 Microeconomics<sup>1</sup> or 25115 Economics for Business*  
Undergraduate

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.

<sup>1</sup> This subject is no longer offered.

**25222****Applied Economics**

*4cp*  
Undergraduate

Introduces students to the basic language, concepts and analytical techniques of economics and their application in relevant professional and industrial contexts. Topics cover: market structures and mechanisms and how they relate to the behaviour of firms involved in the provision of goods and services; macroeconomic policy debates in Australia; the respective economic roles and characteristics of public and private sector organisations involved with selected professional and industrial groups; and the interpretation and critical evaluation of relevant policy and research reports with an economic content.

**25300****Fundamentals of Business Finance** †

*6cp; prerequisite(s): 22107 Accounting for Business; 25115 Economics for Business; corequisite(s): 26133 Business Information Analysis*  
Undergraduate

Introduces students to the concepts of financial management and the main approaches to solving financial problems of the firm. Topics include financial markets; introduction to foreign exchange risk; introduction to futures and options; capital budgeting; financing decisions and working capital management. Develops skills in searching for financial information via the web and the use of computer packages such as Excel.

**25303****Industry Economics**

*6cp; prerequisite(s): 25110 Microeconomics<sup>1</sup> or 25115 Economics for Business*  
Undergraduate

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



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takeovers in a theoretical and empirical context. Emphasis is placed on practical analysis of firm behaviour in a market.

<sup>1</sup> This subject is no longer offered.

### 25304

#### Asian–Australian Economic Relations

*6cp; prerequisite(s): 25110 Microeconomics<sup>1</sup> and 25209 Macroeconomics<sup>1</sup> or 25115 Economics for Business Undergraduate*

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.

<sup>1</sup> This subject is no longer offered.

### 25305

#### Labour Market Economics

*6cp; prerequisite(s): 25209 Macroeconomics<sup>1</sup> or 25115 Economics for Business Undergraduate*

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.

<sup>1</sup> This subject is no longer offered.

### 25309

#### Macroeconomic Theory and Policy

*6cp; prerequisite(s): 25209 Macroeconomics<sup>1</sup> or 25115 Economics for Business Undergraduate*

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.

<sup>1</sup> This subject is no longer offered.

### 25315

#### International Economics

*6cp; prerequisite(s): 25309 Macroeconomic Theory and Policy; 25210 Microeconomic Theory and Policy Undergraduate*

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

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2 Undergraduate*

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

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2 Undergraduate*

Develops students’ competence in the application of statistical and quantitative methods to the rating and pricing of general insurance products. Also deals with the application of underwriting principles to the management of an insurance portfolio.

**25406****Quantitative Techniques for Finance and Economics**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2*  
Undergraduate

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**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2*  
Undergraduate

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**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2*  
Undergraduate

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.

**25415****Personal Financial Planning**

*6cp*  
Undergraduate

Provides an introduction to the theory and practice relevant to the management of personal financial risks. Provides an understanding of the fundamental techniques and analytical tools used in this process and identifies strategies suitable for securing both short and longer-term objectives in a dynamic social, economic and regulatory environment.

**25416****Economics of Money and Finance**

*6cp; prerequisite(s): 25409 Commercial Bank Management; Bachelor of Business core subjects in Semesters 1 and 2*  
Undergraduate

Encompasses the theoretical aspects of monetary economics as well as its application both to the practice of monetary policy and the prediction of likely future trends in funds flows, credit aggregates and other macroeconomic statistics. Other topics include: special issues dealing with monetary policy in Australia; systemic crises; international comparisons of monetary policy as practised by other central banks; and the prediction of interest rate movements.

**25420****Applied Financial Management**

*6cp; prerequisite(s): 25506 Capital Budgeting and Valuation; 25621 Financing Decisions and Capital Market Theory; 25503 Investment Analysis*  
Undergraduate

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**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2  
Undergraduate*

Develops and extends the corporate finance framework into the arena of foreign exchange markets, multinational working capital management, international investment and cost of capital, international financial decisions and Euromarkets. Examines political risk issues and their impact on international finance. The measurement and management of foreign exchange exposure and hedging are interrelated with capital expenditures, special financing vehicles and risk–return profiles of companies.

**25503**

**Investment Analysis**

*6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance<sup>1</sup> or 25300 Fundamentals of Business Finance  
Undergraduate*

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.

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<sup>1</sup> This subject is no longer offered.

**25506**

**Capital Budgeting and Valuation**

*6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance<sup>1</sup> or 25300 Fundamentals of Business Finance  
Undergraduate*

Consolidates and further develops the concepts previously introduced. 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.

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<sup>1</sup> This subject is no longer offered.

**25522**

**Bank Lending Practice**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2  
Undergraduate*

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**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2  
Undergraduate*

Develops an understanding of the history, function and legal principles relating to reinsurance, concentrates on the various methods of reinsurance available, examines quantitative and qualitative assessments of the most appropriate forms of reinsurance protection for a given portfolio or company.

**25553**

**Risk Management**

*6cp; prerequisite(s): Bachelor of Business core subjects in Semesters 1 and 2  
Undergraduate*

Develops an understanding of the conceptual framework of risk management. In addition, students will develop an understanding of the operational aspects of risk management ranging from the techniques of setting objectives, the determination of funding mechanisms, the development and use of information systems, and the preparation of risk management programs.

**25606**

**Financial Time Series**

*6cp; prerequisite(s): 25906 Investment Analysis (Honours); 25905 Capital Budgeting and Valuation (Honours)  
Undergraduate*

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

*6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; 25503 Investment Analysis*  
*Undergraduate*

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

*6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; Bachelor of Business core subjects in Semesters 1 and 2*  
*Undergraduate*

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

*6cp*  
*Postgraduate*

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

*6cp*  
*Postgraduate*

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

*6cp*  
*Postgraduate*

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

*6cp*  
*Postgraduate*

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

*6cp; prerequisite(s): 25712 Financial Market Stochastics*  
*Postgraduate*

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

*6cp; prerequisite(s): 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*  
Postgraduate

Introduces students to the concepts and techniques from the econometrics and time series literature relevant to a statistical description of financial time series. Topics include stochastic properties and distributions of financial time series, ARIMA models, modelling volatility, the ARCH class of models, estimation, testing market efficiency, long-memory processes, nonlinear stochastic models, option pricing applications, modelling term structure of volatility expectations and forecasting volatility.

### 25711

#### Securities Market Regulations

*6cp*  
Postgraduate

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

*6cp; prerequisite(s): 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*  
Postgraduate

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

*6cp; prerequisite(s): 25706 Economics for Management*  
Postgraduate

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

*6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*  
Postgraduate

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

*6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute*  
Postgraduate

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**

*6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute Postgraduate*

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**

*6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute Postgraduate*

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**

*6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute Postgraduate*

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**

*6cp; prerequisite(s): 25742 Financial Management Postgraduate*

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**

*6cp; prerequisite(s): 25742 Financial Management Postgraduate*

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**

*6cp; prerequisite(s): 25706 Economics for Management Postgraduate*

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp; prerequisite(s): 25742 Financial

Management

Postgraduate

Students undertaking this subject should not enrol in the equivalent subject 22743 Business Valuation and Financial Analysis.

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

6cp; prerequisite(s): 25742 Financial Management

Postgraduate

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

6cp; prerequisite(s): 25742 Financial

Management

Postgraduate

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

6cp; prerequisite(s): 25742 Financial

Management

Postgraduate

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**

*6cp; prerequisite(s): 25751 Financial Institution Management; 25752 Financial Institution Lending Postgraduate*

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**

*6cp; prerequisite(s): 25721 Investment Management Postgraduate*

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**

*6cp; prerequisite(s): 25742 Financial Management Postgraduate*

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**

*3cp; prerequisite(s): 25742 Financial Management Postgraduate*

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**

*6cp; prerequisite(s): 25742 Financial Management Postgraduate*

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**

*6cp; prerequisite(s): completion of a relevant Bachelor of Business degree Postgraduate*

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of finance and economics.

**25786****Research Seminars in Finance and Economics**

*6cp; prerequisite(s): 25785 Research Techniques in Finance and Economics (unless otherwise approved by the Head of School) Postgraduate*

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

**25790****Business Project – Finance**

*6cp; prerequisite(s): any four subjects in the Master of Business in Finance Postgraduate*

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

*3cp; prerequisite(s): 25816 Computational Finance*

*Postgraduate*

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

*3cp; prerequisite(s): 25712 Financial Market Stochastics*

*Postgraduate*

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

*3cp; prerequisite(s): 25742 Financial Management*

*Postgraduate*

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

*3cp; prerequisite(s): 25712 Financial Market Stochastics*

*Postgraduate*

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

*3cp; prerequisite(s): 25721 Investment Management*

*Postgraduate*

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**

*3cp; prerequisite(s): 25712 Financial Market Stochastics*  
*Postgraduate*

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**

*3cp; prerequisite(s): 25742 Financial Management*  
*Postgraduate*

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**

*3cp; prerequisite(s): 25742 Financial Management*  
*Postgraduate*

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**

*3cp; prerequisite(s): 25742 Financial Management*  
*Postgraduate*

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', and develop and encourage concessions.

**25814****Banking and Business Ethics**

*3cp; prerequisite(s): 25752 Financial Institution Lending*  
*Postgraduate*

The exact nature of the subject material will be determined by each presenter.

**25815****Asian Capital Markets**

*3cp; prerequisite(s): 25742 Financial Management*  
*Postgraduate*

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**

*3cp; prerequisite(s): 25762 Synthetic Financial Products*  
*Postgraduate*

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**

*3cp; prerequisite(s): 25821 Yield Curve Analysis*  
*Postgraduate*

Provides the concepts and techniques necessary for the management of fixed income securities. Topics include bond analysis techniques, non-standard bonds and investment and dealing strategies.

**25818**

**Real Estate Finance and Investment**

*3cp; prerequisite(s): 25742 Financial Management  
Postgraduate*

Examines real estate/property as an asset class. Various property sectors are considered as well as mainstream techniques of finance such as discounted cash flow, modern portfolio theory and efficient market hypothesis which are applied to the selection, evaluation and management of real estate.

**25819**

**Share Market Analysis**

*3cp; prerequisite(s): 25742 Financial Management  
Postgraduate*

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**

*3cp; prerequisite(s): 25712 Financial Market Stochastics  
Postgraduate*

Expounds the concepts and techniques of stochastic simulation as applied to the pricing and hedging of complex financial instruments. Topics include numerical solution of stochastic differential equations, Monte Carlo methods, quasi Monte Carlo methods, derivative security pricing and hedging via simulation, applications to stock options, interest rate options, exotic options and American options.

**25821**

**Yield Curve Analysis**

*3cp; prerequisite(s): 25721 Investment Management  
Postgraduate*

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**

*3cp; prerequisite(s): 25706 Economics for Management  
Postgraduate*

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**

*3cp; prerequisite(s): 25706 Economics for Management  
Postgraduate*

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**

*3cp; prerequisite(s): 25741 Capital Markets; 25765 Corporate Finance  
Postgraduate*

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**

*3cp  
Postgraduate*

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**

3cp  
Postgraduate

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**

3cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25826 Risk Management  
Postgraduate

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**

6cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance  
Postgraduate

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**

3cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25826 Risk Management  
Postgraduate

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**

6cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance  
Postgraduate

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.

**25831****Applied Portfolio Management**

3cp; prerequisite(s): 25721 Investment Management  
Postgraduate

An integrating subject concerned with the process of combining the various asset classes into investment portfolios. Introduces the whole chain of the process from the identification of the investor's need to the construction of the portfolio to the evaluation of its performance. Gives special emphasis to the added complexities of offshore investing.

**25905****Capital Budgeting and Valuation (Honours)**

6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; 25314 Business Finance<sup>1</sup> or 25300 Fundamentals of Business Finance  
Undergraduate

Presents the technical tools to master the traditional as well as the more recent approaches to capital budgeting and valuation.

<sup>1</sup> This subject is no longer offered.

**25906****Investment Analysis (Honours)**

6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; Bachelor of Business core subjects in Semesters 1 and 2  
Undergraduate

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.

**25921**

**Theory of Financial Decision Making**

*6cp; prerequisite(s): admission to the Honours program*

*Undergraduate*

Introduces the foundations of modern portfolio theory and how it is applied. Topics covered include: theory of choice; mean-variance criterion; capital market equilibrium; Capital Asset Pricing Model and Arbitrage Pricing Theorem; and equilibrium evaluation of derivative securities.

**25922**

**Financial Econometrics**

*6cp; prerequisite(s): admission to the Honours program*

*Undergraduate*

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**

*6cp; prerequisite(s): admission to the Honours program*

*Undergraduate*

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**

*6cp; prerequisite(s): admission to the Honours program*

*Undergraduate*

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**

*24cp; (2 semester subject); prerequisite(s): admission to the Honours program*

*Undergraduate*

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.

**26133**

**Business Information Analysis**

*6cp*

*Undergraduate*

Introduces students to emerging electronic business environments and the role of quantitative analysis within this context. An overview of the business implications of electronic environments will be presented, with emphasis on the Internet and the World Wide Web. Examines the processes of business knowledge creation and management, and the use and application of quantitative analytical techniques to qualify, support, select and evaluate data as information for business decision-making.

**27103**

**The Olympic Games**

*6cp*

*Undergraduate*

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.

**27105****Nutrition for Health and Physical Activity**

*6cp; prerequisite(s): 27173 Efficiency of Human Movement 1*  
Undergraduate

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**

*6cp; prerequisite(s): 27187 Leisure Concepts*  
Undergraduate

Provides students with a basic grounding in the principles of social psychology and how these can be understood and applied within a leisure context. Specific reference is made to the role of social psychology within a range of professional contexts including tourism, sport and the outdoors. Builds a critical awareness in students of the methods and assumptions that underpin social psychological inquiry.

**27115****Arts and Entertainment Management**

*6cp; prerequisite(s): 27187 Leisure Concepts*  
Undergraduate

Examines the concepts of 'art' and 'entertainment' and their changing roles in social life; the theories of culture and their relevance to the contemporary analysis of leisure; and the organisation of the arts and the entertainment industry in Australia with particular reference to access and equity, the politics of patronage, and the composition of audiences. Familiarises students with current issues shaping the future of arts and entertainment in Australia.

**27126****Leisure in Australia**

*6cp*  
Undergraduate

Provides students with the opportunity to investigate and account for the leisure patterns of Australians. Builds a framework for analysing the development of 'industrial' responses to this behaviour and provides a grounding on which subsequent contextual knowledge is built later in the course. Provides students with the opportunity to learn a range

of information retrieval and reporting techniques central to the development of scholarship.

**27131****Community Arts**

*6cp; prerequisite(s): 27187 Leisure Concepts*  
Undergraduate

Provides an understanding of the role of community arts in Australian society. Students become familiar with the organisations that administer and fund community art forms, and develop a practical appreciation of the skills and resources necessary to organise and lead a community art activity.

**27134****Outdoor Education 1**

*6cp*  
Undergraduate

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**

*6cp; prerequisite(s): 27134 Outdoor Education 1*  
Undergraduate

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**

*6cp*  
Undergraduate

Examines the growth and extent of water based recreation in Australian society; the administrative structures which have evolved

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to cater for water based recreation; and the skills and resources necessary to program for selected water based activities.

### 27149

#### **Performance Studies 1: Motor Development (Gymnastics and Dance)**

*6cp*

*Undergraduate*

Provides students with the knowledge and skills necessary to understand the relationships between human motor development and performance in physical activity. Competence in a range of dance and gymnastics activities is required.

### 27151

#### **Popular Writing on Travel and Tourism**

*6cp*

*Undergraduate*

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**

*6cp; prerequisite(s): 27175 Energetics of Human Movement*

*Undergraduate*

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**

*6cp; prerequisite(s): admission to Honours program; corequisite(s): 27941 Advanced Research Methods for Leisure and Tourism Undergraduate*

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**

*6cp*

*Undergraduate*

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**

*6cp*

*Undergraduate*

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**

*6cp; prerequisite(s): 27156 Research Methods 1 Undergraduate*

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.

**27159****Contemporary Issues in Sport and Exercise**

6cp  
Undergraduate

Examines contemporary issues which influence sport and exercise practices in Australia and overseas. Students will develop research, analytical and professional skills in a context which will allow them to arrive at and justify informed positions regarding selected issues in the fields of sport and exercise.

**27160****Sport and Exercise Behaviour**

6cp; prerequisite(s): 27106 *Social Psychology of Leisure*; 27155 *Research Design and Statistics for Human Movement*  
Undergraduate

Examines sport performance and exercise participation in relation to cognitive and social psychological constructs. Emphasises the utilisation of sport psychology for performance enhancement in sport. Examines the psychological responses involved in exercise with an emphasis on how these responses influence future exercise behaviour.

**27161****Sport Marketing**

6cp; prerequisite(s): 24108 *Marketing Foundations*  
Undergraduate

Explores basic marketing concepts as they relate to the funding, promotion and the commercial development of sport. Examines marketing strategies, research planning, advertising, publicity, sponsorship and promotion at various levels of sport involvement.

**27163****Tourism Industry Practicum**

6cp; prerequisite(s): completion of the first year of the BA in *Tourism Management*  
Undergraduate

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**

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

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**

8cp; prerequisite(s): 27165 *Tourism Studies Project 1*  
Undergraduate

This subject and 27165 Tourism Studies Project 1 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 27165 Tourism Studies Project 1 and produce a final report for submission to their supervisor and client.

**27168****Gender and Sport**

6cp  
Undergraduate

Provides the opportunity to study the growing body of knowledge on gender issues in sport and physical activity. Takes an interdisciplinary approach and explores a



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variety of perspectives: historical and cultural foundations; biomedical considerations; and psychological and social dimensions. Investigates implications for service providers and policy makers in the sport and leisure industry and those working with female athletes. Topics include: historical overview of male/female participation in sport and physical activity; theories of gender; biomedical considerations; psychological and social dimensions of gender and sport; current issues in gender; and sport and physical activity.

### 27170

#### **Analytical Procedures in Human Movement**

*6cp; prerequisite(s): 27155 Research Design and Statistics for Human Movement; 27173 Efficiency of Human Movement 1; 27223 Mechanics of Human Motion Undergraduate*

Provides students with theoretical and practical knowledge of paradigms and methodologies pertaining to human movement research. Examines skills relevant to a diversity of contexts including analysis of the human response to exercise.

### 27171

#### **Applied Kinesiology**

*6cp; prerequisite(s): 27180 Functional Kinesiology; 27223 Mechanics of Human Motion Undergraduate*

Involves the detailed analysis of human motion and provides the opportunity to gain experience and expertise in data collection, video and computer digitisation techniques. This is acquired through a detailed analysis of the anatomical and mechanical principles that surround a selected movement pattern.

### 27172

#### **Applied Sport Psychology**

*6cp; prerequisite(s): 27160 Sport and Exercise Behaviour Undergraduate*

Examines the field of applied sport psychology. Focuses primarily on performance enhancement through the understanding and implementation of psychological principles in sport situations.

### 27173

#### **Efficiency of Human Movement 1**

*6cp; prerequisite(s): 27175 Energetics of Human Movement Undergraduate*

Examines human physiological responses and adaptations to exercise with emphasis on efficiency of movement, training adaptations, cardiorespiratory function, muscle metabolism, and exercise training methodology. Focuses on developing a strong theoretical understanding as well as developing proficiency in the skills required for fundamental assessment in exercise physiology.

### 27174

#### **Efficiency of Human Movement 2**

*6cp; prerequisite(s): 27223 Mechanics of Human Motion Undergraduate*

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**

*6cp; prerequisite(s): 91429 Physiological Bases of Human Movement Undergraduate*

Examines the interactions between the bioenergetic, metabolic, neurological and hormonal aspects of human movement, muscular control and cardiorespiratory function and performance.

### 27176

#### **Environmental Influences in Sport and Exercise Performance**

*6cp; prerequisite(s): 27173 Efficiency of Human Movement 1 Undergraduate*

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

**27177****Event and Facility Management***6cp*  
*Undergraduate*

Analyses and determines the procedures necessary for the efficient management of events and facilities in local, regional, state and international sport contexts. Considers planning and operational strategies, sport travel and tourism, financing, supervision and evaluation concept development and organisational structures.

**27178****Exercise Rehabilitation***6cp; prerequisite(s): 27173 Efficiency of Human Movement 1*  
*Undergraduate*

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

**27179****Festivals and Special Events***6cp*  
*Undergraduate*

Enables students to assess the range of perspectives and definitions central to the study of festival- and event-based leisure; determine the roles played by festivals and special events; identify the costs and benefits, along with mechanisms for maximising benefits and ameliorating costs; demonstrate skills associated with the development, marketing and management of festivals and special events; and develop an understanding of methods used to evaluate outcomes.

**27180****Functional Kinesiology***6cp*  
*Undergraduate*

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.

**27182****International Tourism***6cp; prerequisite(s): 27184 Introduction to Tourism Systems; 27648 The Tourism Industry Undergraduate*

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.

**27184****Introduction to Tourism Systems***6cp*  
*Undergraduate*

Analyses the essential elements of tourism in terms of their functional, structural, operational and interrelational attributes, and examines the nature of the interrelationships between tourism and the significant environments with which it interacts. Provides students with knowledge and understanding of the specific and general contexts within which management in, and management of, tourism are practised.

**27185****Introduction to Tourist Behaviour***6cp; prerequisite(s): 27184 Introduction to Tourism Systems Undergraduate*

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

*6cp; prerequisite(s): 27126 Leisure in Australia Undergraduate*

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

*6cp  
Undergraduate*

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.

### 27189

#### Workplace Learning 1

*6cp  
Undergraduate*

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

*6cp; prerequisite(s): 27189 Workplace Learning 1 (advisable but not essential)  
Undergraduate*

Provides practical opportunities through which students can further develop professional and personal skills in the leisure and human movement field. Through a 180-hour placement, students will be able to apply and test the various theories and concepts learnt during their course of study in a practical setting. Project management, report writing and presentations are the major

assessment components. Career planning and job application skills are an additional element of this subject.

### 27216

#### Leisure Services Management

*6cp  
Undergraduate*

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

*6cp; prerequisite(s): 27173 Efficiency of Human Movement 1; 27223 Mechanics of Human Motion; 27160 Sport and Exercise Behaviour, 27331 Motor Learning and Control Undergraduate*

Analyses the coaching process in sport. Focuses on leadership strategies, coaching responsibilities, skill development strategies, utilising psychological and biomechanical processes in sports coaching and principles of training for performance enhancement.

### 27222

#### Exercise Prescription

*6cp; prerequisite(s): 27173 Efficiency of Human Movement 1  
Undergraduate*

Examines principles related to the prescription of exercise across a wide variety of populations to achieve specific gains in strength, power, endurance and speed. Considers the areas of testing physiological function, program development and gender in exercise programming.

### 27223

#### Mechanics of Human Motion

*6cp  
Undergraduate*

Investigates the mechanical principles required to produce movement. Analyses both internal and external forces with respect to the human body and its environment.

**27226****Analysis of Motor Control**

*6cp; prerequisite(s): 27180 Functional Kinesiology; 91429 Physiological Bases of Human Movement*  
Undergraduate

Examines the structure of the motor control system, the processes underlying movement control, methods of assessing muscle and nerve function, posture and balance control, and the development of coordinated movement patterns.

**27227****Current Issues in Health and Wellbeing**

*6cp; prerequisite(s): 27228 Human Growth and Development*  
Undergraduate

Examines the links between certain behavioural risk factors (e.g. smoking, high-fat diet, chronic stress) and illness and mortality; as well as between health behaviours (e.g. balanced nutrition, exercise, good sleep habits and stress reducing activities) and disease prevention and wellness. Also examines behaviour change principles and strategies for effective implementation of healthy lifestyle goals and habits.

**27228****Human Growth and Development**

*6cp*  
Undergraduate

Investigates human growth and development across the lifespan. Examines the effects of age, gender and development stages on physical capacity and the effects of physical activity and health behaviours on growth and development.

**27249****Performance Studies 2: Preparation for Performance (Sport)**

*6cp; prerequisite(s): 27149 Performance Studies 1: Motor Development (Gymnastics and Dance)*  
Undergraduate

Provides 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 dance activities is required.

**27252****The Sport Industry**

*6cp*  
Undergraduate

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**

*6cp*  
Undergraduate

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**

*6cp; prerequisite(s): 24108 Marketing Foundations*  
Undergraduate

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**

*6cp; prerequisite(s): 21129 Managing People and Organisations*  
Undergraduate

Examines the scope and role of sport in contemporary Western societies with particular reference to Australia. Seeks to understand and account for policy development and implementation across the commercial, public and voluntary sectors. Addresses a number of professional issues surrounding contemporary trends in Australian sport.

### 27311

#### **Sociology of Sport and Leisure**

*6cp; prerequisite(s): 27187 Leisure Concepts Undergraduate*

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.

### 27316

#### **Leisure and Fitness Centre Operations**

*6cp Undergraduate*

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**

*6cp; prerequisite(s): 27323 Leisure and Public Policy; corequisite(s): 27526 Leisure Theory; 27523 Leisure and Tourism Planning Undergraduate*

Together with 27322 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**

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

Together with 27321 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**

*6cp Undergraduate*

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**

*8cp; prerequisite(s): 27648 The Tourism Industry; 21129 Managing People and Organisations or equivalent Undergraduate*

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**

*6cp; prerequisite(s): 27126 Leisure in Australia Undergraduate*

Examines the philosophical and theoretical issues related to ‘specific populations’. Traces the historical evolution of treatment of specific populations and discusses contemporary practice. Selected specific populations (e.g. people with physical disabilities, youth at risk) are covered in detail with the focus of study on leisure lifestyle and opportunities. Students will have direct contact with specific populations through field visits.

### 27327

#### **Tourism’s Environmental Interactions**

*6cp Undergraduate*

Examines the breadth and significance of tourism’s interactions with its economic, physical, social, cultural, political and legal environments; the implications of these interactions for the development and management of tourism; contemporary environmental issues which affect tourism in

Australia; and the application of basic economic and environmental evaluation techniques to tourism-related problems.

### 27331

#### Motor Learning and Control

*6cp; prerequisite(s): 27228 Human Growth and Development  
Undergraduate*

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: Skills Analysis (Track and Field and Swimming)

*6cp; prerequisite(s): 27249 Performance Studies 2: Preparation for Performance (Sport); 27223 Mechanics of Human Motion; 27175 Energetics of Human Movement  
Undergraduate*

Provides students with the knowledge and skills necessary to understand biomechanical and physiological analysis procedures in sport. Competence in various swimming and track and field activities will be required.

### 27449

#### Performance Studies 4: Skill Acquisition (Sport)

*6cp; prerequisite(s): 27349 Performance Studies 3: Skills Analysis (Track and Field and Swimming); 27171 Applied Kinesiology  
Undergraduate*

Utilises a practical framework to investigate the theoretical and practical components required for the performance of four individual/team sports.

### 27501

#### Tourism, Recreation and Protected Areas 1

*6cp; prerequisite(s): 27126 Leisure in Australia  
Undergraduate*

Covers the history and organisation of the provision of park systems in Australia and overseas; the principles and procedures of park planning, including the roles of public involvement and design; and the ability to apply the Recreation Opportunity Spectrum (ROS) in the development of a park plan of management. Students will acquire a basic understanding of the relationships between demand, supply and management in the

provision of outdoor recreation opportunities; and be familiar with a number of case studies dealing with selected park and recreation management issues in Australia.

### 27523

#### Leisure and Tourism Planning

*6cp; prerequisite(s): 27323 Leisure and Public Policy; (for Leisure and Tourism students only)  
Undergraduate*

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

*6cp; prerequisite(s): 27186 Leisure and Sport in Social Context; 27187 Leisure Concepts  
Undergraduate*

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

*6cp; prerequisite(s): 27501 Tourism, Recreation and Protected Areas 1  
Undergraduate*

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

*6cp; prerequisite(s): 27171 Applied Kinesiology Undergraduate*

Examines the management (recognition, treatment and prevention) of injuries related to sport and physical activity. Emphasis is placed on immediate recognition and on-site treatment of athletic injuries and the role of the human movement specialist in rehabilitation and prevention of athletic injuries.

## 27620

### Leisure Studies Special Project

*6cp; prerequisite(s): 27156 Research Methods 1; 27157 Research Methods 2; and approval of the Course Director Undergraduate*

Provides students with the opportunity to develop specific project-based vocational or theoretical knowledge in an area of personal interest. Open to students who have attained a credit average or above and who have demonstrated a capacity to engage in self-directed work.

## 27628

### Law for Leisure, Sport and Tourism

*6cp; prerequisite(s): 27126 Leisure in Australia; 27648 The Tourism Industry Undergraduate*

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

*6cp; prerequisite(s): 24108 Marketing Foundations; 27648 The Tourism Industry Undergraduate*

Identifies and describes those characteristics of personal services that impact upon the formulation of marketing strategies and tactics. Examines approaches to the design, development and delivery of tourism services; describes and discusses pricing, communication, and distribution strategy options available to tourism services

marketers; identifies factors impacting upon market selection, positioning, and demand management within tourism firms; and discusses approaches to organisational design consistent with the achievement of a marketing orientation within tourism firms. The analysis of case-specific data relating to tourism industry marketing practices is a central aspect of this subject.

## 27643

### Travel and Tourism Operations 1

*6cp; corequisite(s): 27653 Travel and Tourism Operations 2 Undergraduate*

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

*6cp; corequisite(s): 27654 Hospitality Operations 2 Undergraduate*

Seeks to provide students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills (e.g. basic cookery, food service skills) associated with entry level positions in the accommodation sector.

## 27645

### Tourism Project Development

*6cp; prerequisite(s): 27523 Leisure and Tourism Planning Undergraduate*

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**

*6cp; prerequisite(s): 27184 Introduction to Tourism Systems or 27648 The Tourism Industry Undergraduate*

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**

*6cp; prerequisite(s): 27648 The Tourism Industry Undergraduate*

Introduces students to management within the context of the carrier sector. Deals with the environmental (particularly regulatory) context in which carriers operate; general principles of transportation and transport economics; strategic planning; marketing and service delivery issues; the employment of quantitative techniques in the carrier sector; and collaborative linkages between the carrier sector and other sectors of the tourism industry.

### 27648

#### **The Tourism Industry**

*6cp  
Undergraduate*

Introduces students to the study of the tourism industry. Identifies and systematically analyses the various sectors of the industry in terms of their functional, structural, operational and interrelational attributes. Examines the nature of the interrelationships between the tourism

industry and the significant environments with which it interacts. Provides students with an understanding of the specific context within which intra-industry management, and public sector policy aimed at the overall management of tourism, are practised.

### 27649

#### **Ecotourism**

*6cp  
Undergraduate*

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**

*6cp; corequisite(s): 27643 Travel and Tourism Operations 1  
Undergraduate*

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**

*6cp; corequisite(s): 27644 Hospitality Operations 1  
Undergraduate*

Provides students with skills and knowledge relevant to operational level positions in accommodation establishments. Deals with procedures associated with the operation and management of the front office section of an accommodation establishment; operational level tasks associated with the housekeeping



department of an accommodation establishment; procedures associated with cash control, budgeting and costing; and legal and regulatory influences on the hospitality sector.

## 27690

### Honours Thesis

*30cp; prerequisite(s): admission to Honours program; corequisite(s): 27941 Advanced Research Methods for Leisure and Tourism Undergraduate*

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

*6cp  
Postgraduate*

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

*6cp  
Postgraduate*

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

*6cp  
Postgraduate*

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

*6cp; prerequisite(s): 27184 Introduction to Tourism Systems; 27648 The Tourism Industry Undergraduate*

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.

## 27705

### Tourism Systems

*6cp  
Postgraduate*

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**

*6cp; prerequisite(s): 27705 Tourism Systems; 27708 The Travel and Tourism Industry*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp*  
*Postgraduate*

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**

*6cp; prerequisite(s): 27702 Applied Leisure Theory; 27701 Leisure Industry*  
*Postgraduate*

Analyses management theories in the context of the leisure industries in the public, nonprofit and voluntary sectors. Legal implications and strategies are considered in leisure industry practices with the focus on case analysis. Considers leisure management in its wider social and political context.

**27714****Tourist Attractions Management**

*6cp; prerequisite(s): 27705 Tourism Systems or 27708 The Travel and Tourism Industry*  
*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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 promotion 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**

*6cp; prerequisite(s): 27715 Sport Management Postgraduate*

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**

*6cp; prerequisite(s): 27715 Sport Management Postgraduate*

Introduces students to legal principles and law as they relate to sport activity and its management. Considers the sports person and the sports manager in terms of the possible risks, duties and responsibilities within the legal system. Examines contracts, incorporation, directors' liabilities, negligence and risk management, anti-discrimination, consumer protection, and business organisation, in their relevance to sports management.

### **27719**

#### **Master's Study Unit**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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.

## 27724

### Health and Performance Enhancement Strategies

6cp

Postgraduate

Provides an overview of the links between certain behavioural risks (such as smoking, high-fat diet, chronic stress) and illness and mortality; as well as between health behaviours (such as balanced nutrition, exercise, good sleep habits and stress reducing activities) and disease prevention, wellbeing and peak performance. Students will learn behaviour change principles and strategies for effective implementation of healthy lifestyle goals and habits. Topics include: psychological correlates to health behaviour and change; the impact of stress on health; stress reduction methods and techniques; cognitive-behavioural strategies applied to behaviour change (such as exercise, diet, smoking cessation, other risk or stress behaviours); and performance enhancement techniques.

## 27751

### Accounting, Finance and Management

6cp

Postgraduate

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

6cp

Postgraduate

Provides an understanding of the role of marketing in contemporary society and an understanding of the basic concepts in marketing management. Enables students to identify the particular characteristics and skills necessary for successful arts marketing, and to be familiar with market/audience research techniques in the arts.

## 27753

### The Arts Environment in Australia

6cp

Postgraduate

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

6cp; prerequisite(s): at least three of the Graduate Diploma in Arts Management core subjects

Postgraduate

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**

*6cp; prerequisite(s): 27753 The Arts*

*Environment in Australia*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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

6cp

Postgraduate

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. Further students' understanding of one or more elements of the tourism system.

### 27762

#### Sport Management Seminar

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp; prerequisite(s): 27705 Tourism Systems

Postgraduate

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**

*6cp; prerequisite(s): 27708 The Travel and Tourism Industry*

*Postgraduate*

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**

*6cp; prerequisite(s): 27707 Applied Research Methods or demonstrated research capabilities*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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**

*6cp; prerequisite(s): at least two Graduate Diploma core subjects*

*Postgraduate*

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**

*6cp; prerequisite(s): 27707 Applied Research Methods or 27768 Arts Audience Research Methods*

*Postgraduate*

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**

*6cp; corequisite(s): 27713 Leisure Management*

*Postgraduate*

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**

*6cp*

*Postgraduate*

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

6cp

Postgraduate

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

6cp

Postgraduate

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

6cp; prerequisite(s): 27708 *The Travel and Tourism Industry*; 27707 *Applied Research Methods*

Postgraduate

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

6cp; prerequisite(s): 27705 *Tourism Systems*; 27708 *The Travel and Tourism Industry*

Postgraduate

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

6cp

Postgraduate

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**

*6cp; prerequisite(s): 27707 Applied Research Methods  
Postgraduate*

Provides students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design, managerial and analytical skills.

**27811**

**Cultural Tourism**

*6cp; prerequisite(s): one core graduate subject  
Postgraduate*

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**

*2cp; prerequisite(s): approval of Program Coordinator  
Postgraduate*

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**

*4cp; prerequisite(s): approval of Program Coordinator  
Postgraduate*

Students complete a contract in advance with the Program Coordinator undertaking to complete a project requiring 100 hours of work

(4cp) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

**27935**

**Applied Studies C**

*6cp; prerequisite(s): approval of Program Coordinator  
Postgraduate*

Students complete a contract in advance with the Program Coordinator undertaking to complete a project requiring 150 hours of work (6cp) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

**27941**

**Advanced Research Methods for Leisure and Tourism**

*6cp; prerequisite(s): 27707 Applied Research Methods  
Postgraduate*

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**

*6cp; prerequisite(s): 27702 Applied Leisure Theory or 27753 The Arts Environment in Australia  
Postgraduate*

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

*6cp; prerequisite(s): 27701 Leisure Industry; 27711 Leisure and Tourism Planning*  
Postgraduate

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.

## 27946

### Master's Project

*6cp; prerequisite(s): 27707 Applied Research Methods; 27770 Project Preparation*  
Postgraduate

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

*36cp; prerequisite(s): 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*  
Postgraduate

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

*6cp*  
Postgraduate  
*For MBA (Mandarin International) students only*

An introductory subject for students who have not undertaken previous business studies it 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

*6cp; prerequisite(s): all core subjects of the MBA program*  
Postgraduate

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**

*6cp; 2hpw  
Postgraduate*

In this subject, the adult communication management perspective is used to examine applied theory and research on developing a team-focused, contemporary organisation. In particular, team leadership and strategies for building and maintaining best performing teams are investigated.

**013206**

### **Adult Communication Management and Organisational Frames**

*6cp; 2hpw  
Postgraduate*

In this subject, the adult communication management perspective is used to examine the applicability of a select number of organisational frames for mapping and transforming the culture of human systems. In particular, variables influencing the successful implementation of specific frames for organisational design and analysis are investigated.

**013332**

### **Understanding Adult Education and Training**

*6cp; 2hpw; distance  
Postgraduate*

The subject aims to assist adult educators to think more clearly about their work and to act on it more effectively. The subject 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. The subject also 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. The subject 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**

*6cp; 2hpw; distance  
Postgraduate*

This subject 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. It 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**

*6cp; 2hpw; distance  
Postgraduate*

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**

*6cp; 2hpw; distance  
Postgraduate*

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 and Interpersonal Relations**

*6cp; 2hpw; distance  
Postgraduate*

In this subject, participants develop their ability to apply the adult communication management conceptual framework to pro-

essional practice. Particular attention is given to core abilities: language, nonverbal communication, listening, assertiveness and intercultural communication competence.

### 013344

#### Adult Communication Management and Organisational Development

*6cp; 2hpw; distance  
Postgraduate*

In this subject, the adult communication management perspective is used to examine applied theory and research on management practices and organisational development strategies. In particular, the various roles of the communication manager in learning organisations and systems are investigated.

### 013363

#### Supporting Workplace Learning and Reform

*6cp; 2hpw; distance  
Postgraduate*

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

*6cp; 2hpw; distance  
Postgraduate*

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

*6cp  
Undergraduate*

This subject introduces participants to the major schools of teaching and learning theory that inform the practice of adult education in its major forms in Australia. It examines a number of key practitioners and theorists who have contributed to, or are identified with, the various schools.

### 015003

#### Portfolio Development

*6cp  
Undergraduate*

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, 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

*6cp; prerequisite(s): 015001 Language, Culture and Communication or equivalent  
Undergraduate*

This subject focuses on the professional development of students as communicators in organisations. It is designed to develop and extend students' language and cultural knowledge and skills by focusing on the spoken and written communication necessary for students to become effective members of organisations. The main emphasis will be on communication in the learning context; the presentation of the subject will therefore reflect the view of learning as a process in a problem-solving environment such as an organisation.

### 015006

#### Program Development and Needs Analysis

*6cp  
Undergraduate*

This subject aims to provide participants with the knowledge and skills to develop and implement adult education and training programs in the context of the contemporary education and training environment. It enables students to critically evaluate these processes within the context of teaching and learning.

### 015007

#### Adult Learning in Social Context

6cp

Undergraduate

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

6cp

Undergraduate

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

6cp

Undergraduate

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

6cp

Undergraduate

This subject draws on theoretical principles and practical skills considered in other subjects to further develop practical 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 Teaching Practices 1

6cp

Undergraduate

This subject will draw 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

6cp

Undergraduate

This subject will extend students' understanding of the theoretical principles which inform human resource development practice. It will allow participants to apply their understandings 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 and as teachers and learners.

### 015033

#### Program Planning in Community Settings

6cp

Undergraduate

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**

6cp  
Undergraduate

This subject 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**

6cp  
Undergraduate

This subject is the 'capstone' subject for the HRD strand of the Bachelor of Education. As such it 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. It provides resources for learning about professional development and organisational learning interventions to support and sustain continuous improvement and lifelong learning.

**015056****Examining the Organisational Context (Voc Ed)**

6cp  
Undergraduate

This subject focuses on the practitioner in the context of working with (or for) large or small organisations. Such organisations may have a variety of purposes, but the usual role for the participant as practitioner is that of facilitator and provider of teaching and learning experiences. This subject addresses the knowledge, skills and attributes which a competent practitioner needs to work effectively in such contexts.

**015107****Individualised Project B**

4cp  
Undergraduate

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**

8cp  
Undergraduate

This subject will introduce participants to Aboriginal culture and social organisation as expressions of Aboriginal cosmology. Contemporary Aboriginal culture will be presented as an evolving response to colonialism and as an assertion of cultural empowerment.

**015111****Issues in Aboriginal Education**

8cp; prerequisite(s): 015110 *Aboriginal Cultures and Philosophies*  
Undergraduate

This subject provides opportunities for participants to develop a critical understanding of a range of issues concerning Aboriginal education. It explores the historical background and contemporary factors affecting Aboriginal education.

**015112****Aboriginal Initiatives in Education: Towards Community Control**

8cp; prerequisite(s): 015111 *Issues in Aboriginal Education*  
Undergraduate

This subject provides opportunities for participants to critically explore Aboriginal initiatives in education. The major thrust of this subject will be carried out by field visits and each participant will complete an extended internship.

**015113****Teaching Aboriginal Studies**

8cp  
Undergraduate

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

**015141**

**Human Resource Development Strategies**

*6cp*

*Undergraduate*

This subject examines the diversity of practices that contribute to effective human resource development in organisational settings. It 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**

*6cp*

*Undergraduate*

This subject aims to provide 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 Teaching Practices 2**

*6cp; 2hpw*

*Undergraduate*

In this subject, the relationship of teaching to learning will be explored in the contexts of participants' concurrent roles in the workplace and as teachers and learners. This relationship will be explored in one-to-one and group learning events.

**015198**

**Individualised Project A**

*4cp*

*Undergraduate*

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**

*8cp; prerequisite(s): 015100 Multi-literacies in the Workplace or Social and Political Theory 200 level*

This subject is a campus-wide elective. It will examine and analyse the impact of colonialism on indigenous people, 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.

**023001**

**Psychology of Secondary Students**

*3cp; 3hpw*

*Postgraduate*

The aim of this subject is to provide students with: an understanding of the principles and patterns of human growth and development in the secondary school years; a knowledge of types of learning and their interaction with teaching approaches; and a knowledge of effective ways of interacting with students.

**023002**

**Meeting Special Needs in the Secondary School**

*3cp; 3hpw*

*Postgraduate*

The aim of this subject is to provide students with: effective ways of interacting with students; strategies for identifying students with learning or behavioural difficulties; knowledge of how secondary school teachers can meet the challenges presented by students with special needs, including those with learning or behavioural difficulties, and gifted and talented students; and an understanding of the educational issues relevant to the use of alternative curricula and learning contexts, including alternate pathways in post-compulsory education.

**023003**

**The Secondary School: Social Bases and Critical Issues**

*4cp; 4hpw*

*Postgraduate*

In this subject, students will 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. They will also examine the role

of the Federal Government in education; explain how social characteristics influence the educational outcomes of certain social groups and identify appropriate policies and programs which address these outcomes; identify and analyse the direction of social and educational change and the interaction between schools and society in this regard; analyse and evaluate alternative viewpoints in relation to some critical educational issues raised; determine their own reasoned and logically supported position in relation to such issues; and move towards a commitment to specific policies and practices that follow from the position they have adopted.

### 023191

#### Secondary Practicum 1

*12cp; 1hpw plus practical experience;*  
*prerequisite(s): 027001 Learning in Personal Development, Health and Physical Education or 028001 Learning in Science 1; 025001 Learning in Mathematics; 021001 Learning in Technological and Applied Studies;*  
*corequisite(s): 027001 Learning in Personal Development, Health and Physical Education or 028001 Learning in Science 1*  
*Postgraduate*

This subject introduces students to professional practice in the secondary school by combining the theory and practice necessary for effective practitioners. It enables students to examine skills, understandings, procedures and policy issues which are essential for effective practice. The subject further assists students in combining the knowledge and insights which are provided by their experiences in the other subjects undertaken in the program.

### 023192

#### Secondary Practicum 2

*12cp; 2hpw plus practical experience;*  
*prerequisite(s): 023191 Secondary Practicum 1;*  
*corequisite(s): 027001 Learning in Personal Development, Health and Physical Education or 028002 Learning in Science 2; 025001 Learning in Mathematics; 021001 Learning in Technological and Applied Studies*  
*Postgraduate*

This subject prepares students for implementing current developments in learning and teaching by addressing a range of policy issues and their implications for professional practice. An emphasis is placed on the development of professional commitment and its implications

for lifelong 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

*14cp; 8hpw*  
*Postgraduate*

This two-semester subject provides students with the opportunity to examine relevant school syllabuses and policies and apply these documents in their preparation of programs and lessons. It develops students' professional understanding and skills and encourages them to develop as reflective practitioners by providing models of teaching excellence. The subject comprises compulsory modules which enhance students' ability to teach PDHPE.

### 12511

#### Building Technology and Regulation

*6cp*  
*Postgraduate*

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

*6cp*  
*Postgraduate*

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

6cp

Postgraduate

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

4cp

Postgraduate

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

6cp

Postgraduate

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

6cp

Postgraduate

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

8cp

Undergraduate

This subject is an in-depth study of the role, functions and obligations of the valuation profession. Areas studied include the following: 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 included as part of the requirements for this subject. Part-time students may be exempted from this practical studies component.

## 16554

### Urban Economics

8cp

Undergraduate

This subject covers 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

8cp

Postgraduate

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***6cp**Postgraduate*

This subject is an introduction to and overview of generic project management. It covers the following topics: 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***6cp**Postgraduate*

Each subject in this strand will present a project management case study for a specific industry or project type. Industry-specific project processes and practices will be examined and critically evaluated and compared 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 as follows: information technology, 'soft' projects such as research and development; change management or organisation change; and product development.

**17120****Heritage and Development***4cp**Postgraduate*

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***6cp**Postgraduate*

This subject examines the first, or initiation and concept phase, of a four-phase generic project process or life cycle. It covers the following topics: stakeholder identification; identifi-

cation 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***6cp**Postgraduate*

Each subject in this strand will present a project management case study for a specific industry or project type. Industry-specific project processes and practices will be examined and critically evaluated and compared 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 as follows: information technology, 'soft' projects such as research and development; change management or organisation change; and product development.

**17301****Project Process 3***6cp**Postgraduate*

This subject examines the second, or planning and development phase, of a four-phase generic project process or life cycle. It covers the following topics: 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 Technologies 1***6cp**Postgraduate*

Each subject in this strand will cover, in more depth than is possible in other parts of the course, 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 man-

agement; 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**

6cp

*Postgraduate*

This subject examines the third (implementation) and fourth (completion) phases of a four-phase generic project process or life cycle. It covers the following topics: 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 Technologies 2**

6cp

*Postgraduate*

Each subject in this strand will cover, in more depth than is possible in other parts of the course, 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.

**17517**

**Research Methodology**

4cp

*Postgraduate*

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**

24cp

*Postgraduate*

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**

24cp

*Postgraduate*

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**

24cp

*Postgraduate*

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***6cp**Postgraduate*

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***4cp**Postgraduate*

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***6cp**Postgraduate*

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***6cp**Postgraduate*

The content and topics of this subject will vary from year to year, depending on the topicality of particular issues. The subject aims to present students with an advanced understanding of current issues affecting the property industry. Specialists from both academic and industry backgrounds will present and discuss issues.

**17706****Research Project – Master in Land Economics***18cp**Postgraduate*

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***6cp*

This subject deals with information systems in their organisational context.

The effects of information systems on society, organisations and individuals are discussed. Examples from typical organisations are used to illustrate information systems concepts. Techniques for analysing and describing user requirements are introduced.

Throughout the subject there is an emphasis on human activities, the importance of the user in the analysis phase and the usability of systems. Another theme is communication skills i.e. the ability of the analyst and designer of an information system to interview, write reports and manuals, design efficient and effective interfaces and communicate their design ideas to others.

**31424****Systems Modelling***6cp*

This subject introduces information system concepts, including their static and dynamic components. It describes how these concepts can be used to model information systems to correctly capture their structure and needs. It 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.

The subject introduces analysis using various approaches found in contemporary system development, including object-oriented methods, data flow diagrams and Entity-Relationship modelling, and describes the relationships between these techniques and their application.

### 31429

#### Procedural Programming

*6cp; prerequisite(s): 31415 Principles of Software Development A*

This subject deals with top-down structured program design techniques and their application to the development of commercial programming applications. Emphasis will be on the quality and usability of the resultant systems. Debugging and testing skills are developed. The language used is C.

### 31434

#### Database Design

*6cp; prerequisite(s): 31424 Systems Modelling*

This subject introduces the students to basic database design and implementation concepts. Database design techniques, including relational design and E-R analysis, are presented. Database programming using SQL is covered in lectures and supported by practical exercises. Object database and distributed database concepts are introduced.

### 31443

#### Distributed Databases and Client/Server Computing

*6cp; prerequisite(s): 31434 Database Design*

This subject introduces the students to basic distributed databases and client/server concepts. The classical approach to distributed databases is described in detail, and supported with both theoretical and practical exercises. Modern client/server and database server techniques are introduced.

### 31508

#### Programming Fundamentals

*6cp*

Students learn programming concepts, and learn to write medium-sized programs in an object-oriented language.

### 31509

#### Computer Fundamentals

*6cp*

This subject introduces students to the internal organisation and operation of computer systems. The functions, characteristics and inter-relationships of the hardware components of computer systems will be studied. Other topics include binary arithmetic, data representation, digital logic, and data transmission. This

subject will provide a sound basis for understanding how computer hardware supports higher-level software constructions.

### 31511

#### Systems Design

*6cp; prerequisite(s): 31424 Systems Modelling*

This subject focuses on the user and business aspects of systems design. User interface issues cover dialogue, screen, report and forms design, as well as designing and writing user documentation. Integration with business environment includes business procedures, security, control and implementation. A variety of design and implementation strategies are introduced, such as prototyping and CASE tools.

### 31516

#### Networking Fundamentals

*6cp*

Computer networks have taken a major role in many modern organisations and business enterprises, and indeed, in everyday life. This subject introduces students to the fundamentals of data communications and computer networks, and imparts an understanding of the principles and practices of computer networking. The core set of protocols employed on the global Internet, TCP/IP, will be studied, and students will learn the mechanisms of the support which networks provide to net-based application programs.

Taken by itself, this subject provides a 'breadth first' introduction to networking. As part of a networking sub-major, this subject provides a firm foundation for other subjects that deal with distributed applications and networked organisations.

### 31606

#### Virtual Communities

*6cp*

This subject describes ways in which computer networking components can be integrated into workspaces that foster virtual communities. It first concentrates on the formation of virtual communities that focus on common interests of their members. It considers factors that influence the growth and success of such communities both within large enterprises and within widely distributed community groups. The subject then describes ways to use information technology to combine a variety of components into workspaces that support such communities.

**31736****Business Processes and IT Strategy***6cp; 3hpw*

This subject aims to provide students with the skills and knowledge required to creatively plan for the strategic use of information systems in organisations. Students will be provided with an awareness of the problems in developing corporate strategies in general, and information technology strategies in particular. Their skills in the selection and use of information technology planning methods will be developed. They will learn how to use methods designed to analyse and restructure organisational processes through the innovative use of information systems technology. Current proposals for organisational restructuring are introduced and evaluated through comparison with previous theories of restructuring.

**31749****Internet Commerce***6cp*

This subject aims to give students exposure to Internet commerce and will develop an understanding of the stakeholders and their capabilities and limitations in the strategic convergence of technology and business. Topics will include business models for Internet commerce, security, and legal and ethical issues. Students will develop skills in identifying the advantages and disadvantages of the various electronic payment options. Students will complete computer based activities on Internet commerce.

**31777****Human-Computer Interaction***6cp; prerequisite(s): 31444 Systems Design and Development or equivalent*

This subject focuses on the design, evaluation and implementation of interactive computing systems for human use within actual situations. Students will gain an understanding of Human-Computer Interaction (HCI) principles, including the main concepts, tools and techniques available to build user-centred systems. This subject considers the effects on use of the different metaphors for human activity that designers use in their systems and how user-centred design and evaluation methods can improve the useability of computer systems.

**31921****Objectbases***6cp; prerequisite(s): 31434 Database Design*

This subject introduces the students to OODB concepts. It reviews the basic OO principles and discuss their application to databases. The theoretical discussion of the topic will be supported with practical exercises using a commercially available OODBMS.

**31950****Networked Enterprise Design***6cp*

This subject describes evolution of systems towards distributed business environments with more emphasis on processes that require people to work together over distance. It describes how people work together and the changes to work practices resulting from the distribution of such work. The subject covers collaboration technologies such as email, video-conferencing, co-authoring and workflows needed to support distributed business processes. The subject emphasises the design process, describing how to choose and implement collaborative technologies based on systems such as the World Wide Web or Lotus Notes to provide business benefits.

**32204****Advanced Data Management***6cp*

This subject 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 a discussion of management issues.

**32208****Information Processing Strategy***6cp*

This subject is designed to provide 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.

**32517****Commerce on the Internet***6cp*

This subject aims to give students exposure to Internet commerce and will develop an understanding of the stakeholders and their

capabilities and limitations in the strategic convergence of technology and business. Topics will include business models for Internet commerce, security, and legal and ethical issues. Students will develop skills in identifying the advantages and disadvantages of the various electronic payment options. Students will complete computer based activities on Internet commerce.

**32531**

**Global Information Systems**

*6cp*

This subject covers new requirements placed on information systems arising out of the globalisation of business operations. It covers new ways of doing business in global environments, including formation of alliances and joint ventures, and ways that information systems must be developed to support them. The interaction of technical issues and social issues, including culture, will be studied.

**32532**

**Conducting Business Electronically**

*6cp*

This subject describes ways to assess an organisation's computer networking needs and identify those business operations that will benefit most from using Web or groupware technologies in business and Intranet applications. It then covers ways for designing the applications by identifying ways of doing business using such technologies and by specifying workspaces that allow users to share information and knowledge while working towards organisational goals. Different kinds of workspaces will be identified, including those for information exchange, developing personal relationships and knowledge sharing. Ways of using Web technologies to implement workspaces will then be described.

**32533**

**Networking Communities**

*6cp*

This subject describes ways in which computer networking components can be integrated into workspaces that foster virtual communities. It first concentrates on the formation of virtual communities that focus on the common interests of their members. It considers factors that influence the growth and success of such communities both within large enterprises and within widely distributed community groups.

The subject then describes ways to use information technology to combine a variety of components into workspaces that support such communities.

**32534**

**Knowledge Management**

*6cp*

This elective subject addresses the business of managing the generation, dissemination, retention, application and development of corporate knowledge. It addresses knowledge discovery in databases which is the non-trivial process of identifying valid, novel, potentially useful, and ultimately understandable patterns in data.

**32604**

**Systems Integration**

*6cp; prerequisite(s): 32601 Advanced Project Management*

Systems integrators are facing new challenges as a result of the increasing complexity of information systems and the fast evolving technologies used in their construction. This subject introduces students to various topics relating to systems integration. The subject covers both the technological and management issues in this area. The focus is on frameworks, architectures, and standards that facilitate component-based systems integration.

**32606**

**Database**

*6cp; prerequisite(s): 32607 Systems Analysis*

This subject introduces the basic database design and implementation concepts and presents database design techniques including relational design and E-R modelling. It discusses the implementation of relational database and describes database query techniques using the Structured Query Language (SQL). It also introduces object-oriented databases and discusses their applicability to various problem domains.

**32607**

**Systems Analysis**

*6cp*

This subject deals with information systems in their organisational context.

The effects of information systems on society, organisations and individuals are discussed. Examples from typical organisations are used to illustrate information systems concepts.

Techniques for analysing and describing user requirements are introduced.

Throughout the subject there is an emphasis on human activities, the importance of the user in the analysis phase and the usability of systems. Another theme is communication skills i.e. the ability of the analyst and designer of an information system to interview, write reports and manuals, design efficient and effective interfaces, and give presentations on the system.

### 32701

#### Advances in Information Technology

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

6cp

This subject explores management perspectives on contemporary telecommunications, data communications and networks. Topics covered include: network architecture and standards; new communications technologies; Internetworking; domestic and international communications environments; application-oriented services; network resource architectures; client/server systems; introduction to distributed processing; distributed databases; emerging technologies; and business and telecommunications planning.

### 33401

#### Introductory Mathematical Methods

6cp; 3hpw

Topics covered include: 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; partial derivatives; maxima and minima; Taylor's theorem; gradient and Hessian; and classification of critical points.

### 35101

#### Mathematics 1

6cp; 6hpw

This subject covers the topics: limits, continuity and differentiation for functions of a single variable; mean value theorem; curve sketching; related rates and maxima and minima; integration; Riemann sums; the fundamental theorem of calculus; applications to areas, volumes and lengths of curves; logarithm and exponential functions; trigonometric and hyperbolic functions; inverse trigonometric and hyperbolic functions; L'Hôpital's rule; methods of integration; and improper integrals.

### 35102

#### Mathematics 2

6cp; 6hpw; prerequisite(s): 35101 Mathematics 1; corequisite(s): 35140 Operations Research Modelling

This subject covers the topics: complex numbers; 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; and double integrals.

### 35140

#### Operations Research Modelling

6cp; 4hpw

This subject is an introduction to operations research methodology. A variety of problems from manufacturing, construction, transporta-



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tion 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 including matrices, determinants and vectors.

### 35212

#### Linear Algebra

*6cp; 4hpw; prerequisite(s): 35140 Operations Research Modelling*

Topics covered include: systems of linear equations, decompositions; vector spaces; inner product spaces; Gram-Schmidt orthogonalisation; the eigenvalue problem; symmetric matrices, diagonalisation, quadratic forms; Jordan form; and matrix exponentials.

### 35231

#### Differential Equations

*6cp; 4hpw; prerequisite(s): 35102 Mathematics 2; corequisite(s): 35212 Linear Algebra*

Topics in this subject include: 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; and transform methods.

### 35241

#### Optimisation 1

*6cp; 4hpw; prerequisite(s): 35102 Mathematics 2; 35140 Operations Research Modelling*

Topics covered include: 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; and first- and second-order optimality conditions for nonlinear programming.

### 35252

#### Statistics 2

*6cp; 4hpw; prerequisite(s): 35102 Mathematics 2; 35151 Statistics 1*

Topics in this subject include: probability; random variables and their probability distributions; multivariate probability distributions;

functions of random variables; sampling distributions and the Central Limit Theorem; applications to estimation; and multivariate normal distribution.

### 35342

#### Optimisation 2

*6cp; 4hpw; prerequisite(s): 35241 Optimisation 1*

This subject covers the topics: 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; and introduction to stochastic programming.

### 35344

#### Network Optimisation

*6cp; 4hpw; prerequisite(s): 35241 Optimisation 1*

Topics covered include: transportation problems; the transportation simplex method; assignment problems; trans-shipment 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; and solution of problems using commercially-available software.

### 35353

#### Regression Analysis

*6cp; 4hpw; prerequisite(s): 35252 Statistics 2*

Topics in this subject include: simple and multiple linear regression; general linear models; weighted regression; diagnostics and model building; analysis of covariance; regression graphics; and introduction to nonlinear regression.

### 35355

#### Quality Control

*6cp; 4hpw; prerequisite(s): 35252 Statistics 2*

This subject covers the topics: 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; and reliability analysis, including reliability measures, bounds and estimation for individual components and systems, and spare parts provisioning.

### 35356

#### Design and Analysis of Experiments

*6cp; 4hpw; prerequisite(s): 35212 Linear Algebra; 35252 Statistics 2*

Topics covered include: introduction to general concepts of the design of experiments; completely randomised, randomised complete block and Latin square designs; multiple comparisons; factorial designs; and introduction to Taguchi designs and response surface designs.

### 35361

#### Probability and Stochastic Processes

*6cp; 4hpw; prerequisite(s): 35252 Statistics 2*

Topics in this subject include: probability; random variables and expectations; limit theorems; Markov chains; the Poisson process; and birth and death processes.

### 35363

#### Simulation Modelling

*6cp; 4hpw; prerequisite(s): 35170 Introduction to Computing*

This subject covers the topics: 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; and variance reduction techniques.

### 48721

#### 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.

### 49001

#### Judgment and Decision Making

*6cp; 3hpw/distance mode*

*Postgraduate*

This subject develops understanding of rational decision aids in the light of modern descriptive theories of judgment, choice and decision in organisations. The methods of management science, decision analysis and judgment analysis are presented, and models of individual, group and strategic decision making are critically assessed.

Assessment: two assignments 30 per cent each; one quiz 40 per cent.

### 49002

#### Project Management

*6cp; 3hpw/distance mode*

*Postgraduate*

The emphasis is an interdisciplinary one of relevance to all fields of engineering. The subject 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.

Assessment: assignments 30 per cent; reading list evaluations 30 per cent; project 40 per cent.

### 49003

#### Economic Evaluation

*6cp; 3hpw/distance mode*

*Postgraduate*

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**

*6cp; 3hpw; prerequisite(s): 49001 Judgment and Decision Making; corequisite(s): 49002 Project Management*  
Postgraduate

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. The subject provides extensive opportunity for individual and group encounter with the challenges of the systems approach, and is illustrated by case studies presented by guest lecturers.

Assessment: mastery test (confirming understanding of concepts) 20 per cent; group assignment (relating to case studies) 30 per cent; individual project (including seminar) 50 per cent.

#### 49006

##### **Risk Management in Engineering**

*6cp; 3hpw; prerequisite(s): suitable undergraduate subject*  
Postgraduate

This subject develops capability 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 also 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; financial tools in the management of engineering risks.

Assessment: four assignments 25 per cent each.

#### 49012

##### **Project Management Support Systems**

*6cp; block attendance and Internet support; prerequisite(s): some experience in industry on participating in an engineering project. It is desirable that students either complete or are concurrently studying 49002 Project Management*  
Postgraduate

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**

*6cp; block attendance and Internet support; prerequisite(s): an introductory course on computing; students should already have some skills such as being able to use a word processor, spreadsheet, email and a web browser*  
Postgraduate

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.

#### 49122

##### Ecology and Sustainability

*6cp; 3hpw*  
*Postgraduate*

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), biodiversity; 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.

#### 49228

##### 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.

#### 49309

##### Quality Planning and Analysis

*6cp; 3hpw/distance mode; prerequisite(s):*  
*suitable undergraduate subjects*  
*Postgraduate*

This subject develops understanding of the imperatives, culture, philosophy, scope, strategies and practice of total quality management and covers problem identification, process design, continuous improvement, vendor supplies, customer service, quality auditing and the development of a quality assurance practices manual and compliance with relevant Australian Standards and supplier assessment schemes.

Assessment: concept mastery tests 20 per cent; assignments 40 per cent; project including seminar 40 per cent.

#### 49318

##### Manufacturing Systems Management

*6cp; 3hpw/distance; prerequisite(s): 48621*  
*Manufacturing Engineering or equivalent*  
*Postgraduate*

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.

### 50125

#### Communication and Audience

*8cp*

*Disciplinary Strand – Communication and Information Studies – 200 level*

This subject investigates the social and theoretical constructs of audience and develops students' abilities to analyse, to apply theory and to critique specific cases. It deals with audience measurement methods and issues and takes note of social and cultural factors affecting the audience. Opposing trends are explored, such as the shifts from broadcasting to narrowcasting, from passive to interactive audiences, occurring at the same time as a developing globalised audience. Access, equity and public interest factors are studied as are converging technologies and new media and the resultant reactivity and interactivity of an audience.

### 50128

#### Media, Information and the Law

*8cp; prerequisite(s): 50106 Media, Information and Society or 50227 Media, Information and Society*

*Disciplinary Strand – Communication and Information Studies – 200 level*

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.

### 50130

#### Organisational Change and Communication

*8cp; prerequisite(s): 50106 Media, Information and Society or 50227 Media, Information and Society*

*Disciplinary Strand – Communication and Information Studies – 200 level*

This subject introduces the historical and emerging theoretical constructs of organising and analyses their relationships with communication. Students analyse the impact of globalisation on local, national and transnational organisational communication and change. They evaluate notions of communication flows and networks, organisational culture and climate, organisational size and complexity, and organisational structures and change. Communication paradigms and approaches to assessment of organisational practice are analysed as are transformational leadership and working for change.

### 50159

#### Public Relations Principles

*8cp*

*Professional Strand – Public Communication – 200 level*

This subject introduces students to the theoretical foundations of 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 and they develop basic skills in writing for the media. They critique case studies reflecting different models of public relations and learn to analyse factors affecting successful communication with public entities as well as legal and ethical issues relating to practice.

**50160****Public Relations Strategies**

*8cp; prerequisite(s): 50159 Public Relations Principles*  
*Professional Strand – Public Communication – 200 level*

In this subject students apply the concepts and practices of professional public relations in critically analysing contemporary campaigns. Students design, develop and produce innovative resources for communicating with an organisation's stakeholders and they develop expertise in research, budgeting and evaluation. More advanced skills are developed in writing for a range of publics including the media. Students learn about strategic planning and issues management in the context of social, environmental and global factors affecting public relations.

**50214****Public Communication Contexts**

*8cp; prerequisite(s): 50160 Public Relations Strategies or 50162 Advertising Communication Strategies*  
*Professional Strand – Public Communication – 300 level*

This subject investigates the social, economic and political contexts of public communication with a focus on its relationship with citizenship and the public sphere and the role of public communication as an agent in shaping public opinion, as well as corporate, media and private identities. Students develop expertise in analysing public opinion and in developing and evaluating corporate identity. They learn project management skills and how to coordinate special events. Community, government, corporate and nonprofit public relations and advertising campaigns are planned, analysed and critiqued for their effectiveness in meeting the needs of clients and communities. Students are encouraged to develop a critical response to existing creative strategies and to generate projects of their own in consultation with clients or experts in the field.

**50238****Public Communication Processes**

*8cp; elective*  
*Professional Strand – Public Communication – 100 level*

Key areas are studied to ensure that students are able to practice as professional communicators who can advise others about

communication and implement creative campaigns. Students need to develop a high level of communication expertise in their written, oral and audiovisual presentations and be skilled in argument and in analytical and creative approaches to problems. Issues covered include the research and shaping of audience opinions, attitudes and behaviour. Students develop audiovisual literacy, knowledge of design principles and an advanced understanding of how personal, social and cultural constructs and images are formed. Students gain skills in working with texts, images and sound through practical workshops and will be introduced to the basics of using computers for such purposes.

**50239****Public Communication Challenges**

*8cp; elective; prerequisite(s): 50118 Public Communication Processes or 50238 Public Communication Processes*  
*Professional Strand – Public Communication – 100 level*

This subject focuses on the roles and responsibilities of professional communicators. It involves the study of consulting, motivating and advocacy, the techniques of persuasion and seduction, and the use of rhetorical and audiovisual strategies. Students will be introduced to the analysis of audiovisual and textual campaigns in specific cultural, social and historical contexts. Their study of professional practice and ethics introduces students to the main applications of public communication and provides information they will require for later subject choices. It will develop their skills in problem solving, planning and decision making as individuals and as team members, as well as focusing on the ethical dimensions of all decisions affecting public communication. Issues of power, ethnicity, culture, class and gender will be analysed through advertising and public relations case studies.

**56744****Public Relations Management**

*6cp*  
*Graduate subject – Public Communication – 400 level*

This subject assists current and potential public relations practitioners in their professional development. It 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

8cp

*Graduate subject – Information – 400 level*

This subject focuses on the processes and practices of information design for digital environments. Students will learn 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. The 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 and heterogeneous, federated and distributed systems.

### 57004

#### Information Environments and Networks

8cp

*Graduate subject – Information – 400 level*

This subject introduces students to the information environment and its social, economic and political infrastructure. The subject covers ideas about data, information and knowledge; the information industry; and information work in a range of organisations and agencies in the public and private sector. Electronic and non-electronic information networks are examined. Issues in information practice are considered, 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

8cp

*Graduate subject – Information – 400 level*

This subject introduces students to an understanding of human organisational processes and structures as a key to organisational performance. It emphasises the human characteristics of generating, communicating and using knowledge, and the way these are integrated with the organisational and

technological processes. It explores strategies and techniques for creating and sustaining a knowledge-sharing culture; identifying knowledge owners; capturing, mapping and structuring knowledge as a means of enhancing organisational communication and innovation; the transfer of knowledge and the management and measurement of intellectual capital, value-added processes, transforming data, knowledge and information, and the use of internetworking for knowledge collection, maintenance and use.

### 57023

#### Communicating with Publics

8cp

*Graduate subject – Public Communication – 400 level*

This subject analyses the social construction of publics, public opinion and image creation. It 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 lifelong 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 positions of various publics are studied to enable students to assess how best to communicate with them.

### 57024

#### Managing Public Relations Campaigns

8cp; prerequisite(s): 57023 *Communicating with Publics*

*Graduate subject – Public Communication – 400 level*

This subject explains the concept of public relations as communication management and demonstrates the contribution and relevance of public 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

*8cp; prerequisite(s): 57023 Communicating with Publics*

*Graduate subject – Public Communication – 400 level*

This subject 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. It 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.

## 59330

### Advertising Practice

*6cp*

This is an introduction to the theory and production of advertising: the concepts used; the skills and techniques applied; the organisational structure and operation of advertising agencies; and their interrelationships with other parts of the communication industry.

## 59333

### Advertising Strategies

*6cp; prerequisite(s): 59330 Advertising Practice*

This subject offers an 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.

## 65101

### Chemistry 1C

*6cp; 6hpw; prerequisite(s): assumed knowledge: core of HSC 2-unit Chemistry or equivalent*

This subject is an introduction to some fundamental concepts in chemistry. Topics covered are: chemicals and chemical reactions; atomic structure; periodic table; chemical bonding; enthalpy changes in chemical reactions; and the structures and properties of solids. The subject is designed for students with a strong background in chemistry and accordingly the topics are covered to a greater depth than in 65012 Chemistry 1A. There is a laboratory program which complements the learning experiences in the lectures and tutorials. Other important aims of this subject are to enhance students' thinking skills, to foster their abilities to work cooperatively with their peers and to assist in the development of their communication skills.

## 65201

### Chemistry 2C

*6cp; 6hpw; prerequisite(s): 65101 Chemistry 1C or equivalent*

This subject builds on the foundation studies in 65101 Chemistry 1C. Topics covered are: chemical equilibrium; acid-base theory;



complex ions; electrochemistry; chemical kinetics; structure and bonding in carbon chemistry; chemical reactions of carbon compounds. There is a laboratory program which complements the learning experiences in the lectures and tutorials. The subject also aims to enhance students' thinking skills, to foster their ability to work cooperatively with their peers, and to assist in the development of their communication skills.

### 65202

#### Organic Chemistry 1

*6cp; 6hpw; prerequisite(s): 65201 Chemistry 2C or equivalent*

The structures and reactions of the important families of organic compounds (aliphatic and aromatic hydrocarbons, halogen compounds, alcohols, ethers, carbonyl compounds, carboxylic acid derivatives and amines) are studied with emphasis on stereochemistry, reaction mechanisms and organic synthesis. Lecture and tutorial material is closely integrated with laboratory exercises in which students gain experience in techniques used in performing reactions, and in isolating, purifying and characterising products.

### 65306

#### Analytical Chemistry 1

*6cp; 5-6hpw; prerequisite(s): 65201 Chemistry 2C or equivalent*

Lecture, laboratory and computer-aided instruction components of the course cover: (a) spectroscopic methods of analysis including mass spectrometry and infra-red, ultraviolet-visible and NMR spectroscopy; (b) separation techniques including solvent extraction, distillation, precipitation, and a range of chromatographic methods; (c) volumetric techniques including acid-base, redox, non-aqueous, and potentiometric methods; and (d) errors, calibration and interpretation of analytical data.

### 65307

#### Physical Chemistry 1

*6cp; 4.5hpw; prerequisite(s): 65201 Chemistry 2C; 33190 Mathematical Modelling for Science*

This subject is designed to provide students with a working knowledge of chemical thermodynamics and optical spectroscopy which can then be applied to other subjects within the course. Students are introduced to fundamental concepts in both spectroscopy and thermodynamics and learn how to apply

these principles in problem-solving situations. Lectures are complemented by tutorials and relevant practical experiments.

### 65410

#### Chemical Safety and Legislation

*6cp; 3hpw; prerequisite(s): 65201 Chemistry 2C or equivalent*

NSW Occupational Health and Safety Act and 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. QC/QA issues.

### 65411

#### Inorganic Chemistry 1 (Transition Metal Chemistry)

*6cp; 4.5hpw; prerequisite(s): 65201 Chemistry 2C or 65022 Chemistry 2A or equivalent*

Transition metals: electron configurations and oxidation states. Fundamentals of coordination chemistry. Crystal field theory. Spectral and magnetic properties of metal complexes. Chelating agents and applications in analytical chemistry, industrial processes and medicine.

### 70105

#### Legal Research

*4cp*  
*Undergraduate*

This subject aims to familiarise students with the basic tools available to engage in legal research. It includes an introduction to various paper-based resources (citations, digests etc.).

Students are also introduced to the use of computerised systems as an aid to legal research. The emphasis is on Internet-based systems such as AustLII, Scale Plus and Butterworths Online. CD-ROM products are also briefly covered.

### 70113

#### Legal Process and History

*10cp*  
*Undergraduate*

This subject aims to introduce students to, and to provide students with, a sound working knowledge of the Australian legal and constitutional environment. The subject also aims to equip 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. They will also examine 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 explore the principles and doctrines that underpin our legal system. Further, they will be asked to consider why our legal system is so different from that of some of our regional neighbours, and to evaluate the strengths and weaknesses of the common law legal system. Valuable insight into the way our legal system operates may be gained through using a historical approach, and this means delving back into English, as well as Australian, legal and constitutional history. Such an approach also facilitates refinement of critical analysis skills. At the end of the subject, students should have a fully developed understanding of the Western legal tradition, the place of common law in that system, and the ramifications of living under a Westminster parliamentary system as well as a federal system.

## 70211

### Law of Contract

*8cp; prerequisite(s): 70113 Legal Process and History; corequisite(s): 70217 Criminal Law; 70105 Legal Research*  
Undergraduate

This subject deals with the legal principles related to when promises are binding, the difficulties arising out of their interpretation, how they may become defeasible, issues relating to their performance, and how they may be discharged. Topics covered include the formation of contracts (agreement, consideration, terms); vitiating factors (capacity, mistake, misrepresentation, illegality, duress, undue influence, unconscionability); discharge by performance and non-performance of contractual obligations (breach and frustration); and contractual remedies.

## 70217

### Criminal Law

*6cp; corequisite(s): 70113 Legal Process and History; 70105 Legal Research*  
Undergraduate

This subject 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; the doctrine of *mens rea* and *actus reus*; presumption of innocence; offences against the person; property offences; strict liability; complicity; criminal defences; criminal investigation and procedure; and drug law.

## 70311

### Law of Tort

*8cp; prerequisite(s): 70113 Legal Process and History; corequisite(s): 70105 Legal Research; 70217 Criminal Law*  
Undergraduate

This subject discusses the functions and aims of the tort. It then 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.

Attention is drawn to the relevance of the type of conduct complained of (intentional, reckless, careless); the nature of the various interests protected (personal security, chattels, land, reputation, economic interests, domestic relations); the adaptability of tort law to changing needs and values of society (thus the introduction, dominance and current perceived limitations of the fault concept); and the element of policy expressed or implied in judicial decisions.

## 70317

### Real Property

*8cp; prerequisite(s): 70211 Law of Contract; corequisite(s): 70311 Law of Tort*  
Undergraduate

Topics covered 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

*4cp; prerequisite(s): 70211 Law of Contract; corequisite(s): 70311 Law of Tort*  
Undergraduate

Topics covered 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 instruments, with particular reference to cheques.

### 70417

#### Corporate Law

*8cp; prerequisite(s): 70317 Real Property Undergraduate*

The response of the law to the activities of business entities is dealt with in this subject. Although the emphasis is on corporations, there will be a brief discussion of the manner in which non-corporate entities including partnerships are regulated. The study of corporations law will include an overview of the historical developments, the current method of regulation and the proposals for reform.

### 70516

#### Equity and Trusts

*8cp; prerequisite(s): 70317 Real Property; corequisite(s): 70417 Corporate Law Undergraduate*

Equity is a body of rules or principles developed in the Court of Chancery before 1873. The doctrines of equity developed as a response to defects in the English common law system, defects 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

*8cp; prerequisite(s): 70113 Legal Process and History; 70105 Legal Research; corequisite(s): 70211 Law of Contract Undergraduate*

This subject examines the effect of the Australian Constitution on the legal and fiscal relationship of the Commonwealth, States, and Territories. 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

*8cp; prerequisite(s): 70616 Federal Constitutional Law Undergraduate*

This subject 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); a review of Commonwealth decisions under the *Administrative Appeals Tribunal Act 1976* (Cwlth); and the 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 Independent Commission Against Corruption (ICAC).

### 71005

#### Practice and Procedure

*4cp; prerequisite(s): 70516 Equity and Trusts Undergraduate*

Practice and Procedure is a core subject that develops the students' understanding of the process of litigation from the commencement of proceedings through to the final hearings. Topics include statements of claim in contracts and torts; defence, cross-claims and replies; equitable proceedings; particulars; discovery, inspection and interrogatories; notice of motion; drafting affidavits; subpoenas; and advocacy skills.

### 71116

#### Remedies

*6cp; prerequisite(s): 70516 Equity and Trusts Undergraduate*

This subject 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: damages; equitable remedies (declarations, specific performance, injunctions, Anton Pillar orders, account, equitable damages); and statutory and common law remedies for deceptive conduct. Bankruptcy and insolvency will also be considered.

## 71216

### Law of Evidence

*6cp; prerequisite(s): 70516 Equity and Trusts Undergraduate*

This subject 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 of the burden of proof.

## 76212

### Revenue Law

*6cp; prerequisite(s): 70617 Administrative Law; 70417 Corporate Law Undergraduate*

The subject examines the legal principles that relate to revenue law in Australia. Topics covered include the structure and sources of tax law in Australia; 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; tax avoidance and ethics.

## 77745

### Negotiation

*6cp; 1 semester Postgraduate*

This subject is taught in a three-day skills-based course which is designed to provide an understanding of the theory and skills of negotiation. It covers the diverse approaches to negotiation, concentrating mostly on principled negotiation as taught by the Harvard Law Faculty's Negotiation Project. The course utilises materials from the Project. Students' skills in negotiation will be developed. The subject covers the use of negotiation as a process of dispute resolution and for contract formation. Attendance at all three of the workshops and the final presentation seminar is compulsory.

## 77746

### Advanced Mediation

*6cp; 1 semester; corequisite(s): 77735 Dispute Resolution or 79771 Dispute Resolution (S) (or demonstrated experience in the field) Postgraduate*

This subject concentrates on the micro-skills of mediation at an advanced level. It is designed to give 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. Co-mediation and mediation in multi-party disputes are taught.

## 77761

### Dispute Resolution in Commerce

*6cp; 1 semester; prerequisite(s): 79771 Dispute Resolution (S) or 77735 Dispute Resolution (or demonstrated experience in the field) Postgraduate*

This subject will explore the application of dispute resolution theory and practical skills to the corporate environment. It will explore the causes of conflict within a corporation, and between a corporation and the outside world. The range of dispute resolution processes will be studied 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. The differences between implementation between the public and private sectors and between different sections of the corporate/business world will also be explored.

## 77762

### Industrial Dispute Resolution

*6cp; 1 semester; corequisite(s): 77735 Dispute Resolution or 79771 Dispute Resolution (S) (or demonstrated experience in the field) Postgraduate*

This subject will cover the history of industrial dispute resolution in Australia. It will look 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.

**77783**

**International Commercial Dispute Resolution (S)**

*6cp; 1 semester  
Postgraduate*

Topics covered include 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 Japan and a Middle-Eastern country; the role of dispute resolution centres; arbitration institutions; and drafting and analysing arbitration agreements. A compulsory component of the subject is a three-day skills workshop.

Note: This subject cannot be taken if either 77751 International Commercial Arbitration or 77717 International Commercial Dispute Resolution has already been completed.

**77838**

**Capital Gains Tax (LS)**

*12cp; 2 semesters; prerequisite(s): 77885 Legal Process and Legal Research  
Postgraduate*

This subject involves an in-depth study of capital gains tax (CGT) including consideration of legislative amendments since the introduction of CGT. Most of the first semester will be spent covering the CGT fundamentals such as the meaning of assets, capital proceeds, cost base and CGT events. The second semester will consider the application of CGT in special circumstances, such as for trusts and partnerships as well as the international implications. Roll-overs and exemptions will also be covered.

**77840**

**Tax Administration (LS)**

*6cp; 1 semester; prerequisite(s): 77885 Legal Process and Legal Research or equivalent  
Postgraduate*

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. The subject 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, and collection and recovery of unpaid tax. Alternatives for reform are also examined.

**77859**

**Information Technology Law (LS)**

*6cp; 1 semester  
Postgraduate*

The subject looks at the current law and its future development to deal with new forms of intellectual property related to computing and electronic data transmission. It looks at the need for management to consider risk management of computer projects. It also looks at the problems posed by computer abuse and fraud for the legal system. It particularly 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**

*6cp; 1 semester  
Postgraduate*

The subject provides an introduction to fundamental concepts and the basic structure of taxation in Australia. Emphasis is on the key concepts of income and deductions, and the subject explores practical application of these concepts to individuals, companies, trusts and partnerships. The subject also introduces specific regimes including CGT, FBT, and international taxation. Tax avoidance, administration and other current topics will also be addressed.

**77886**

**Regulation and Competition Law**

*6cp; 1 semester  
Postgraduate*

This subject provides a foundation for the understanding and evaluation of the manner in which telecommunications is regulated. It includes an examination of the history of the industry, the deregulation of the industry, the current regulatory regime as well as a comparative analysis on regulation of such services in other jurisdictions. Current topics such as bundling of monopoly services and the market for sports are explored.

**77887****Legal Issues in E-Commerce***6cp; 1 semester**Postgraduate*

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 of digital technologies and electronic commerce, in particular, laws and policies surrounding regulation of communications, intellectual property, 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.

**77888****Legal Regulation of the Environment***6cp; 1 semester**Postgraduate*

This subject examines the current state of environmental regulation in Australia, focusing on NSW. It 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. It particularly emphasises ways in which new industries can develop within the context of environmental regulation.

**77900****Good and Services Tax***6cp; 1 semester**Postgraduate*

The course canvasses some basic principles and associated legal issues and issues relating to matters such as administration, liability, supply, taxable supply, GST-free supplies, input tax credits, bad debts, anti-avoidance and comparable jurisdictions.

**79102****Law and the Digital Economy***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

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***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

The aim of this subject is to introduce students to the history of bankruptcy; the law and practice of bankruptcy; the purposes of bankruptcy legislation; and procedures to be followed. The subject also compares the roles of the trustee in bankruptcy with those of corporate liquidators and the broader issues of insolvency law.

**79162****Corporate Insolvency and Administration***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

Topics covered in this subject include administration; proof of debts; mutual credit and set-off; secured creditors; property available to creditors; distribution and priority of debts; corporate insolvency (winding up); and voluntary administration.

**79203****Business Law and Ethics***6cp; core**Undergraduate Cross-disciplinary*

Business Law and Ethics provides the fundamental foundation for all future law subjects in the BBus. It covers Australian and international commercial relationships in contract and consumer protection, as well as developing laws, such as intellectual property. Students are able to learn legal research techniques involving the internet and paper-based library resources. Focus on skills and developing general principles that can be applied to all areas of law, both now and in the future. Particular focus is made of resolving personal and professional ethical dilemmas, as well as the choice of resolving commercial disputes in and outside the court system.

**79211****Law for Marketing Management***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

The aim of this subject is to provide students with a sound knowledge of the relevant federal and State laws which affect business decisions in the field of marketing and to provide them with an understanding of the complex laws regulating marketing activities. Topics covered include consumer protection; product liability; product safety and standards; intellectual property; the regulation of competition; and risk assessment and compliance strategies.

**79264****Securities Market Regulation***6cp; 1 semester; prerequisite(s): 79202**Business Law; 79365 Company Law**Undergraduate Cross-disciplinary*

The objectives of this subject are to develop 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 covered include the process of regulation; the role of the legal regulators; the role of ethics upon the market; regulatory theories; market manipulation; insider trading; takeovers; information disclosure; and creative accounting.

**79270****Industrial and Labour Law***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

The aim of this subject is to provide students with an awareness and understanding of the legal background to employer–employee relations and the industrial system as it operates, and is changing, within Australia. Topics covered include industrial tribunals; awards; industrial action; trade unions and employer organisations; collective bargaining; and workers' compensation.

**79365****Company Law** ↗*6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

This subject is designed to provide students with a sound understanding of fundamental aspects of company law as it applies to the modern business corporation. Topics covered include incorporation; corporate constitution; promotion and pre-incorporation; company membership; duties of controlling shareholders; the raising of equity and debt; companies in difficulty; accounts and audit; reorganisation; takeovers; and investigations.

**79366****Banking Law***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

This subject aims to provide students with an understanding of the manner in which banking institutions are regulated, dealing with the changes following the deregulation of banking. Topics covered include a historical introduction to the law relating to banking; the statutory regulation of banking; the banker–customer relationship; negotiable instruments; and the provision of loans and other banking facilities.

**79403****Law and the Manager***6cp; 1 semester; prerequisite(s): 79202**Business Law**Undergraduate Cross-disciplinary*

This subject attempts to apply a selective number of legal topics to areas of interest to both public and private sector managers and aims to highlight a range of legal situations that directly affect managers. Topics covered include employment law; decision making and the legal consequences of decisions; administrative law; alternative dispute resolution; and intellectual property, computers and the law.

**79404****Law for Third Sector Managers***6cp; 1 semester**Undergraduate Cross-disciplinary*

This subject is designed to provide a basic understanding of the many strands of law that affect community managers in their work. An introduction to the legal system will be



followed by consideration of areas of contract, company, taxation, employment and tort law that are relevant to community managers.

### 79411

#### Advanced Companies and Securities Law

*6cp; 1 semester; prerequisite(s): 79202 Business Law; 79365 Company Law Undergraduate Cross-disciplinary*

As an advanced elective subject, the aim is to examine in depth certain selected topics, with an emphasis on the practical and comprehensive treatment of topical areas, and to develop an understanding of the operations of the securities market and the Australian Securities Commission. Topics could include the following: the areas regulated 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

#### Taxation Law

*6cp; 1 semester; prerequisite(s): 79202 Business Law Undergraduate Cross-disciplinary*

This subject aims to develop students' conceptual and analytical skills and an appreciation of the Australian tax system. It provides a general analysis of the current tax system and consideration of the many changes it is presently undergoing. The course looks at the *Income Tax Assessment Act 1936* and the *Income Tax Assessment Act 1997*, the Tax Law Reform Project and the New Tax System. Particular concepts to be considered include income and capital, assessable income, allowable deductions, capital gains tax, fringe benefits tax, goods and services tax, trusts, partnerships, tax accounting, tax planning and anti-avoidance provisions.

### 79502

#### Law and Finance

*6cp; 1 semester; prerequisite(s): 79202 Business Law Undergraduate Cross-disciplinary*

In this subject students are introduced to a number of relevant aspects of law relating to private sector financing, an area of law that 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 un-

secured financing, liability for financial advice, taxation aspects of financing and financial restructuring.

### 79603

#### International Business Law and Regulation

*6cp; 1 semester; prerequisite(s): 79202 Business Law Undergraduate Cross-disciplinary*

Students are introduced to those legal rules that most directly affect traders doing business where there is an international element involved. The subject 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 Taxation Law

*6cp; 1 semester; prerequisite(s): 79202 Business Law Undergraduate Cross-disciplinary*

Advanced Taxation Law focuses on questions of tax planning, tax administration and anti-avoidance. The aim of this subject is to consider 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 include changes to income tax and capital gains tax, fringe benefits tax and salary packaging, taxation of retirement payments and superannuation funds, liability for professional negligence, tax ethics and tax agents.

### 79659

#### Advanced Commercial Law

*6cp; 1 semester; prerequisite(s): 79202 Business Law Undergraduate Cross-disciplinary*

Students are taught to develop a knowledge of business contractual obligations and their application to specific transactions. Topics include sale of goods; consumer protection; product liability; negligence; trusts; partnerships; agency; insurance; credit; negotiable instruments; and bankruptcy.



**79660**

**Environmental Law in Business**

*6cp; 1 semester; prerequisite(s): 79202*

*Business Law*

*Undergraduate Cross-disciplinary*

This subject 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**

*6cp; 1 semester; prerequisite(s): 79202 Business Law*

*Undergraduate Cross-disciplinary*

This subject aims to provide students with an appreciation of the requirements for those appointed to act as receivers and managers and to alert students to alternatives to insolvency. Topics include how and why receivers are appointed, the role of trustees in bankruptcy, and aspects of personal and partnership bankruptcies.

**79666**

**International Aspects of Australian Taxation Law**

*6cp; 1 semester; prerequisite(s): 79202*

*Business Law*

*Undergraduate Cross-disciplinary*

This subject focuses on aspects of international tax planning. Although topics vary from time to time, they could include an analysis of the concept of residence and source of income, taxation of multi-national staff, the taxation of offshore royalties, the operation of double tax arrangements, transfer pricing and anti-avoidance provisions and international tax planning.

**79667**

**GST and Other Indirect Taxes**

*6cp; 1 semester; prerequisite(s): 79202*

*Business Law*

*Undergraduate Cross-disciplinary*

This subject examines the Goods and Services Tax (GST) and its effect on the Australian Tax System. It analyses overseas experience with other indirect tax systems and examines the basic principles of current indirect taxes in

Australia and their practical implications. Besides looking at the implementation of the Goods and Services Tax, the course also looks at the flow on effect for existing taxes such as payroll tax, sales tax, land tax and stamp duty.

**79703**

**Legal Aspects of Contracts Administration**

*6cp; 1 semester*

*Postgraduate*

This subject aims to provide participants with an appreciation of the legal issues that affect the complex contractual arrangements that are a feature of the purchasing and materials management function.

**79707**

**International Taxation 2**

*6cp; 1 semester*

*Postgraduate*

International tax planning is one of the key elements in any strategy of expansion. The appropriate tax advice will help avoid pitfalls. This subject covers issues such as the tax treatment of non-residents – industry provisions, royalties, sales in Australia by overseas manufacturers and merchants, ex-Australian profits; withholding tax – interpretative provisions, deemed interest, exclusions, recoupment and anti-avoidance legislation, dividends and interest and international tax avoidance; transfer pricing – anti-avoidance legislation, key elements of Division 13, and administrative provisions; among others.

**79708**

**Contemporary Business Law**

*6cp; 1 semester*

*Postgraduate*

This subject 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. It provides timely information on recent developments in commercial contracts and trade practices legislation, consumer protection, environmental law, intellectual property, employment and anti-discrimination law.

**Note:** This subject cannot be taken if 77885 Legal Process and Legal Research or 72100 Legal Process has been completed.

**79711****Advanced Industrial Law***6cp; 1 semester; prerequisite(s): 79731**Industrial Law**Postgraduate*

This subject develops an understanding of the legal regulation of the employer–employee relationship. It instils an awareness of solutions to problems in this field attempted by other legal systems and an understanding of current problems. Students develop skills in the preparation for, and presentation of, cases before industrial tribunals. This subject 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 levels.

**79718****Advanced Taxation***6cp; 1 semester; prerequisite(s): 77885 Legal**Process and Legal Research or equivalent**Postgraduate*

This subject is concerned with taxation practice. It is not intended to be prescriptive, and variations will be made by the lecturer to cater for the interests of students and to take account of current developments in revenue law. Subjects covered include 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, 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***6cp; 1 semester**Postgraduate*

Provides an understanding of the matters encompassed by industrial law. The common law and subsequent statute law relating to employer and employee are discussed, and an understanding of the legal regulation of the working conditions and pay of Australian employees at both the federal and State levels is developed. The parameters of industrial law, and the employer–employee relationship in both the individual and collective aspect, are analysed in depth.

**79733****Companies and Securities Law***6cp; 1 semester**Postgraduate*

This subject explores company law in depth in relation to cases, and provides current information on the field of corporate enterprise. Topics covered include national companies legislation in Australia; ASC policy in practice; reform of company accounting standards; registration of company auditors and liquidators; new procedures for the registration of charges; promoters' contracts; extended duties of directors and executive officers; and special investigations.

**79741****Marketing Legislation in Australia***6cp; 1 semester; availability CROSS, MLS,**GradDipLS**Postgraduate*

This subject aims to acquaint the student with the major pieces of marketing legislation. Topics covered include the major consumer legislation in Australia, including the *Trade Practices Act 1974* (Cwlth), *Fair Trading Act 1987* (NSW), *Contracts Review Act 1980* (NSW) and *Door to Door Sales Act 1967* (NSW); product liability in Australia; regulation of advertising; trade marks, passing off, copyright and patents; and privacy and credit laws.

**79742****International Business Law***6cp; 1 semester; prerequisite(s): basic**knowledge of law**Postgraduate*

This subject examines aspects of the law of the international sale of goods; aspects of the legal environment of the conduct of business abroad; international economic institutions; 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***6cp; 1 semester; prerequisite(s): 79731**Industrial Law (MLS, GradDipLS, CROSS)**Postgraduate*

This subject considers in detail the main aspects of Australian and NSW employment legislation, together with special legislation

concerning leave with pay, workers' compensation, occupational health and safety, and anti-discrimination. A special component of this subject is the study of the legislation and common law affecting industrial disputes.

### 79753

#### Current Issues in Industrial Law

*6cp; 1 semester; prerequisite(s): 79731  
Industrial Law (MLS, GradDipLS, CROSS)  
Postgraduate*

This subject focuses on current developments and central issues in industrial relations law, and ensures that students are familiar with current knowledge and practice in the field. Topics include current legislative changes and proposed changes, common law development, and recent arbitration and judicial decisions.

### 79762

#### International Taxation 1

*6cp; 1 semester  
Postgraduate*

A comprehensive explanation of the important issues within the international environment of business is provided. The subject will place emphasis on the more important taxation issues, and will respond to new issues as they arise.

### 79763

#### Contemporary Issues in Taxation

*6cp; 1 semester; prerequisite(s): 79718  
Advanced Taxation  
Postgraduate*

This subject examines key current issues in taxation within the Australian environment. As emphasis is placed on important contemporary issues, the subject content and presentation may vary in order to respond to changes in legislation and practice.

### 79771

#### Dispute Resolution (S)

*6cp; 1 semester  
Postgraduate*

An introduction to the theoretical and practical aspects of this newly developing area which is applicable to all professions, business and government. It is designed to give an overview of the mediation process, dispute prevention, dispute management and dispute systems. It will provide instruction in dispute system design. Dispute resolution theory is introduced together with the background to the mediation movement and negotiation theory, communi-

cation skills and critiques of ADR. A compulsory component of the course is a four-day mediation training workshop.

### 79794

#### Legal Issues for Community Managers

*6cp; 1 semester  
Postgraduate*

Topics to be covered in this subject include introduction to the legal system; constitutional aspects; the nature of legal rules; the legislative framework for actions against public or community managers (e.g. tort, contract); particular aspects of law relating to public employment; the employment of professionals; aspects of the law concerning legal forms available for community organisations; and the tax treatment and responsibilities of boards of managers and trustees.

**Note:** This subject cannot be taken if 79793 Law for Managers – Health or 79749 Law for Managers – Administration has been completed.

### 91518

#### Physiological Foundations of Health 1

*6cp  
Undergraduate*

Introduces anatomy and physiology; levels of organisation; and homeostasis. Endocrine system – the major endocrine glands and their hormones; and hormone disorders. Integumentary system – skin structure and function; specific and non-specific defence mechanisms; and wound healing. Musculoskeletal system – bone structure; organisation of the axial and appendicular skeleton; joints; muscular system; muscle tissues; principal skeletal muscles; and muscles and movement. Reproductive systems and development – anatomy of male and female reproductive systems; mitosis and meiosis; formation of gametes and fertilisation; hormones and the female reproductive cycle; pregnancy; and an overview of embryonic and foetal development including development of major organ systems. Measurement – scientific notation and basic mathematics. Electricity – static electricity; electric currents; magnetism; and applications of electricity in the hospital and electrical safety. Heat and temperature – heat transfer and temperature regulation of the body. The building blocks of life – molecular and ionic compounds. Ions in the body – electrolytes, acids; bases; and salts. How atoms join together to form molecules – obeying the

rules of valence; polar and non-polar bonds; forces of attraction between molecules; Hydrocarbons and lipids; and the structure of lipid bilayers.

### 91519

#### Physiological Foundations of Health 2

6cp

*Undergraduate*

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

6cp; prerequisite(s): 91519 *Physiological Foundations of Health 2*  
*Undergraduate*

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

6cp; prerequisite(s): 91520 *Pathophysiology 1*  
*Undergraduate*

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

6cp

*Undergraduate*

Examines the Australian health care system and its history. Discusses federal and State responsibilities, how health policy is made and enacted, political ideologies and health care provision, the relationship between policy and power in health service provision. Considers the organisation and the delivery of health care services at a macro level, conflicts in resource allocation and the public vs private debate.

### 92113

#### Trends in Health Care

6cp

*Undergraduate*

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

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and State initiatives directed at meeting the needs of identified population groups; and the role and the impact of technology.

### 92114

#### Health Services Management

*6cp*

*Undergraduate*

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

*6cp*

*Undergraduate*

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

*6cp; intensive mode*

*Postgraduate*

This subject aims to expand the student's awareness and understanding of current health care issues, in particular, those issues that impact on their work practices and environment. Students will have the opportunity to explore relevant issues and critical inquiry will be encouraged in relation to the effects of these issues on the organisation and delivery of health care. Students may negotiate a program of study that permits an in-depth exploration of an issue which is critical to their area of practice or work.

### 92790

#### Evidence Based Practice

*6cp; weekly or intensive mode*

*Postgraduate*

This subject aims to expand students' understanding of, and commitment to, the development of evidence based nursing and midwifery practice. Students will be given the opportunity to develop a broad understanding

of quantitative approaches to nursing research without becoming preoccupied with statistical analysis. Having completed the subject, students will be able to evaluate research findings and extract their clinical relevance.

### 92794

#### Politics, Power and Policies in Health Care

*6cp; intensive mode*

*Postgraduate*

This subject enables students to examine the ideological and economic values which have influenced health policy in Australia. The influence of the various interest groups is examined as well as the ethical and legal dilemmas faced by health policy makers.

### 98719

#### Tourism, Recreation and Protected Area Management

*4cp*

*Postgraduate*

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

*8cp; for undergraduate students  
Offered by the Faculty of Humanities  
and Social Sciences*

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, and East and South-East Asia. The lectures will highlight a number of key issues, including 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 subjects

##### Chinese Unit 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 Unit 2

*8cp; 6hpw; prerequisite: Chinese Unit 1*

Chinese 2 continues to develop in students a survival communicative ability in basic social interactions. It also introduces 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 Unit 3

*8cp; 6hpw; prerequisite: Chinese Unit 2 or HSC 2/3-unit 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 Unit 4

*8cp; 6hpw; prerequisite: Chinese Unit 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 Unit 5

*8cp; 6hpw; prerequisite: Chinese Unit 4*

Chinese 5 is the third unit for students who first learnt Chinese at school in Australia and obtained HSC 2/3-unit 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 Unit 6

*8cp; 6hpw; prerequisite: Chinese Unit 5*

Chinese 6 is the fourth subject for students who have obtained HSC 2/3-unit 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 Unit 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 Unit 8**

*8cp; 4hpw; prerequisite: Chinese Unit 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 sociocultural contexts in order to master the use of 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 Unit 9**

*8cp; 4hpw; prerequisite: Chinese Unit 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 in order to master the use of Chinese for different purposes, and are provided with opportunities to maintain speaking and listening skills through discussion of the texts.

**Chinese Unit 10**

*8cp; 4hpw; prerequisite: Chinese Unit 9 or equivalent*

This unit aims at further developing in students a high level of communicative competence in reading and writing to meet students' needs in social and professional interactions. Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range of diverse texts from modern Chinese literature, history,

language and culture in order to master the use of written Chinese for different purposes, and are provided with further opportunities to maintain speaking and listening skills through discussion of the texts.

**971411, 972411, 973411, 974411****French Language and Culture subjects****French Unit 1**

*8cp; 1st semester, 6hpw; prerequisite: nil*

French 1 is the first in a series of four units designed to provide students who have no prior knowledge of the French language with basic survival skills in language and culture and the ability to undertake In-country Study in France.

By the end of the unit, students would be expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. In particular, students gain an awareness of the background of French-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways to express new meanings.

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.

**French Unit 2**

*8cp; 2nd semester, 6hpw; prerequisite: French Unit 1 or equivalent*

French 2 is the second in a series of four units designed to provide students who have no prior knowledge of the French language with basic survival skills in language and culture and the ability to undertake In-country Study in France.

By the end of the unit, students would be expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing and be able to satisfy immediate communication needs and minimum courtesy requirements required in basic social interaction. Students will also develop an understanding of the sociocultural contexts in which the language is used and develop further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### French Unit 3

*8cp; 1st semester, 6hpw; prerequisite: French Unit 2, HSC French, or equivalent*

French 3 is the third in a series of four units for students with no prior knowledge of the French language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit French, or its equivalent. It provides students with basic survival skills in French language and culture, and the ability to undertake In-country Study in France.

By the end of the unit, students would be expected to have achieved communicative competence in speaking, listening, reading and writing skills 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 unit, students develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### French Unit 4

*8cp; 2nd semester, 6hpw; prerequisite: French Unit 3 or equivalent*

French 4 is the fourth in a series of four units for students with no prior knowledge of the French language, or the second in a series of four units for students who have successfully completed French 3, HSC 2/3-unit French, or its equivalent; and equips these students with basic survival skills in French language and culture and the ability to undertake In-country Study in France.

By the end of the unit, students would be expected to have begun to develop the communication skills required to satisfy limited routine social or work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express opinions, dis-

cuss education, entertainment and travel, and develop the language skills and background knowledge required to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### French Unit 5

*8cp; 1st semester, 6hpw; prerequisite: French Unit 4 or equivalent*

French 5 is the third in a series of four units designed to provide students who have successfully completed French 4, HSC 2/3-unit French, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in France.

By the end of the unit, students would be expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in speaking, listening, reading and writing skills. They would also be expected to have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in French and to compare lifestyles, university life and education and practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

### French Unit 6

*8cp; 2nd semester, 6hpw; prerequisite: French Unit 5 or equivalent*

French 6 is the fourth in a series of four units designed to provide students who have successfully completed French 5, or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in France.

By the end of the unit, students would be expected to have achieved the communicative competence required for 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 needs and limited work needs. Language development



focuses on topics such as economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

#### **French Unit 7**

*8cp; 1st semester, 4hpw; prerequisite: French Unit 6*

French 7 is designed to provide students who have successfully completed French 6, or its equivalent with the ability to consolidate and extend their knowledge of French in preparation for a period of In-country Study in France.

By the end of the unit, students are expected to be able to communicate confidently in French in a wide variety of everyday situations, and to have comprehension skills which enable them to read a wide variety of authentic materials in French. Students are expected to extend their knowledge of present-day French society and culture and to have acquired the vocabulary and linguistic structures necessary to participate in formal and informal conversations with considerable accuracy.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use French to respond to authentic texts and to discuss set topics. Students are required to read extensively in preparation for classroom presentations and discussions.

#### **French Unit 8**

*8cp; 2nd semester, 4hpw; prerequisite: French Unit 7*

French 8 is designed to provide students who have successfully completed French 7, or its equivalent with the ability to consolidate and extend their knowledge of French in preparation for a period of In-country Study in France.

By the end of the unit, students are expected to demonstrate the linguistic skills and cultural awareness required to engage appropriately in a range of formal and informal discussions in social, professional and educational contexts.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use

French to discuss set topics and to respond to authentic texts, television programs and films. Students are required to read extensively in preparation for classroom presentations and discussions.

### **971421, 972421, 973421, 974421**

#### **German Language and Culture subjects**

##### **German Unit 1**

*8cp; 1st semester, 6hpw; prerequisite: nil*

German 1 is the first in a series of four units designed to provide students who have no prior knowledge of the German language with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students would be expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. Students gain, in particular, an awareness of the background of German-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways of expressing new meanings.

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.

##### **German Unit 2**

*8cp; 2nd semester, 6hpw; prerequisite: German Unit 1 or equivalent*

German 2 is the second in a series of four units designed to provide students with no prior knowledge of the German language with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students would be expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing and be able to satisfy immediate communication needs and minimum courtesy requirements required in basic social interaction. Students will also develop an understanding of the sociocultural contexts in which the language is used and further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers may be used to facilitate learning.

### **German Unit 3**

*8cp; 1st semester, 6hpw; prerequisite: German Unit 2, HSC German, or equivalent*

German 3 is the third in a series of four units for students with no prior knowledge of the German language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit German, or its equivalent. It provides students with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students would be expected to have achieved the communicative competence in speaking, listening, reading and writing skills 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 unit, students also develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### **German Unit 4**

*8cp; 2nd semester, 6hpw; prerequisite: German Unit 3 or equivalent*

German 4 is the fourth in a series of four units for students with no prior knowledge of the German language, or the second in a series of four units for students who have successfully completed German 3, HSC 2/3-unit German, or its equivalent. It provides them with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students would be expected to have begun to develop the communication skills required to satisfy limited routine social and work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express

opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### **German Unit 5**

*8cp; 1st semester, 6hpw; prerequisite: German Unit 4 or equivalent*

German 5 is the third in a series of four units designed to provide students who have successfully completed German 4, HSC 2/3-unit German, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Germany.

By the end of the unit, students would be expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in speaking, listening, reading and writing skills. They would have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in German when comparing lifestyles, university life and education and to practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

### **German Unit 6**

*8cp; 2nd semester, 6hpw; prerequisite: German Unit 5 or equivalent*

German 6 is the fourth in a series of four units designed to provide students who have successfully completed German 5, or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in Germany.

By the end of the unit, students would be expected to have achieved the communicative competence required to speak the language with reasonable accuracy, and to be able to participate readily 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 needs and limited work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, and literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

### **German Unit 7**

*4cp; 1st semester, 4hpw; prerequisite: German Unit 6*

German 7 is designed to provide students who have successfully completed German 6, or its equivalent with the ability to consolidate and extend their knowledge of the German language in preparation for a period of In-country Study in Germany.

By the end of the unit, students are expected to be able to communicate confidently and with a high level of accuracy in German in a wide range of formal and informal conversations, and to have comprehension skills which enable them to read a wide variety of authentic materials in German. They are expected to be able to read and write for academic and general purposes with sufficient accuracy to meet a wide range of social and academic needs.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use German to respond to authentic texts and to discuss set topics. Students are required to read extensively in preparation for classroom presentations and discussions.

### **German Unit 8**

*4cp; 2nd semester, 4hpw; prerequisite: German Unit 7*

German 8 is designed to provide students who have successfully completed German 7, or its equivalent with the ability to consolidate and extend their knowledge of German in preparation for a period of In-country Study in Germany.

By the end of the unit, students are expected to have achieved a high level of proficiency and speak the language with a high level of accuracy. They will be able to participate in a

wide range of formal, informal and academic conversations on topics such as the economy, gender roles, social life, politics and current issues. They will also learn about academic writing and will develop academic skills such as note taking and essay writing in German. They will be expected to read and write academic and general texts with a high degree of accuracy to meet a wide range of social and academic needs.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use German to discuss set topics and to respond to authentic texts, television programs and films. Students are required to read extensively in preparation for classroom presentations and discussions.

## **971311, 972311, 973311, 974311**

### **Indonesian Language and Culture**

Indonesian is offered to UTS students through arrangements with other universities. Students are placed in classes appropriate to their level of competence. The aim of the Indonesian language program is to give students a good working knowledge of modern written and spoken Indonesian and to enable them to express themselves in the language correctly and with reasonable clarity.

## **971431, 972431, 973431, 974431**

### **Italian Language and Culture subjects**

#### **Italian Unit 1**

*8cp; 1st semester, 6hpw; prerequisite: nil*

Italian 1 is the first in a series of four units designed to provide students who have no prior knowledge of the Italian language with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students would be expected to have achieved 'minimum creative proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. In particular, students gain an awareness of the background of Italian-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways of expressing new meanings.

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.

### **Italian Unit 2**

*8cp; 2nd semester, 6hpw; prerequisite: Italian Unit 1 or equivalent*

Italian 2 is the second in a series of four units designed to provide students who have no prior knowledge of the Italian language with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students would be expected to have achieved 'basic transactional proficiency' in speaking, listening, reading and writing, and be able to satisfy immediate communication needs and minimum courtesy requirements for basic social interaction. Students will also develop an understanding of the sociocultural contexts in which the language is used and further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### **Italian Unit 3**

*8cp; 1st semester, 6hpw; prerequisite: Italian Unit 2, HSC Italian, or equivalent*

Italian 3 is the third in a series of four units for students with no prior knowledge of the Italian language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit Italian, or its equivalent. It provides them with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students would be expected to have achieved the communicative competence in speaking, listening, reading and writing skills 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 unit, students also develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### **Italian Unit 4**

*8cp; 2nd semester, 6hpw; prerequisite: Italian Unit 3 or equivalent*

Italian 4 is the fourth in a series of four units for students with no prior knowledge of Italian language, or the second in a series of four units for students who have successfully completed Italian 3, HSC 2/3-unit Italian, or its equivalent. It provides them with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students would be expected to have begun to develop the communication skills required to satisfy limited routine social and work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required e.g. to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers will be used to facilitate learning.

### **Italian Unit 5**

*8cp; 1st semester, 6hpw; prerequisite: Italian Unit 4 or equivalent*

Italian 5 is the third in a series of four units designed to provide students who have successfully completed Italian 4, HSC 2/3-unit Italian, or its equivalent, with the ability to consolidate and extend their knowledge of the Italian language and culture during a period of In-country Study in Italy.

By the end of the unit, students would be expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in speaking, listening, reading and writing skills. They would also be expected to have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in Italian while

comparing lifestyles, university life and education and practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

### **Italian Unit 6**

*8cp; 2nd semester, 6hpw; prerequisite: Italian Unit 5 or equivalent*

Italian 6 is the fourth in a series of four units designed to provide students who have successfully completed Italian 5, or its equivalent with the ability to consolidate and extend their knowledge of the Italian language and culture during a period of In-country Study in Italy.

By the end of the unit, students would be expected to have achieved the communicative competence required to speak the language with sufficient accuracy for 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 needs and limited work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers will be used to facilitate learning.

## **971211, 972211, 973211, 974211**

### **Japanese Language and Culture subjects**

#### **Japanese Unit 1**

*8cp; 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 who have no prior knowledge of Japanese with the basic language survival skills and sociocultural 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*. Sociocultural 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 Unit 2**

*8cp; 6hpw; prerequisite: Japanese Unit 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 unit, the student should be able to demonstrate the language and sociocultural 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. Sociocultural 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 Unit 3**

*8cp; 6hpw; prerequisite: Japanese Unit 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 the first in a series of four units for students who have successfully completed HSC-level Japanese. By the end of the unit, students are expected to have achieved 'survival proficiency' in the use of the language, 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 to a level where they can communicate in everyday situations, and are 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 Unit 4**

*8cp; 6hpw; prerequisite: Japanese Unit 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 HSC-level Japanese, or its equivalent, and aim to further develop Japanese

listening, speaking, reading and writing skills. By the end of the unit, 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 Unit 5

*8cp; 6hpw; prerequisite: Japanese Unit 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 unit, 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 of the 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 Unit 6

*8cp; 6hpw; prerequisite: Japanese Unit 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 of the 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*.

## 971331, 972331, 973331, 974331

### Malaysian Language and Culture

Malaysian is offered to UTS students through arrangements with other universities. Students are placed in classes appropriate to their level of competence. The aim of the Malaysian language program is to give students a good working knowledge of modern written and spoken Malaysian and to enable them to express themselves in the language correctly and with reasonable clarity.

## 971734, 972734, 973734, 974734

### Russian

Russian is offered to UTS students through an arrangement with other universities. 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 clarity.

## 971501, 972501, 973501, 974501

### Spanish Language and Culture subjects

#### Spanish Unit 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 the 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 required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural 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 they might express 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. Audio-visual equipment and computers will be used to facilitate learning.

#### Spanish Unit 2

*8cp; 2nd semester, 6hpw; prerequisite: Spanish Unit 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 the 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 sociocultural 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 students to interact and use the language in various social and cultural contexts. Audio-visual equipment and computers will be used to facilitate learning.

### **Spanish Unit 3**

*8cp; 1st semester, 6hpw; prerequisite: Spanish Unit 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 the 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 the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the unit, 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 unit, students also 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 students to interact and use the language in various social and cultural contexts. Audio-visual equipment and computers will be used to facilitate learning.

### **Spanish Unit 4**

*8cp; 2nd semester, 6hpw; prerequisite: Spanish Unit 3*

Spanish 4 is the fourth in a series of four units for students with no prior knowledge of the Spanish language, or the 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 the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the unit, 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 e.g. to find accommodation.

Spanish 4 consist of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audio-visual equipment and computers will be used to facilitate learning.

### **Spanish Unit 5**

*8cp; 1st semester, 6hpw; prerequisite: Spanish Unit 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 unit, students would be expected to have achieved communicative competence in speaking, listening, reading and writing, and 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 students to interact and use the language in various social and cultural contexts. There are discussions and debates on set topics. Audio-visual equipment and computers will be used to facilitate learning.



### Spanish Unit 6

*8cp; 2nd semester, 6hpw; prerequisite: Spanish Unit 5*

Spanish 6 is the fourth in a series of four units designed to provide students who have successfully completed Spanish 5 and HSC-level Spanish, or its equivalent with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the unit, students would be expected to be able to speak the language with sufficient accuracy, and to participate in limited formal and informal conversations on practical and social topics. Students would also be expected to be able to read and write with sufficient accuracy to meet a limited range of social and work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

Spanish 6 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. There are discussions and debates on set topics. Audio-visual equipment and computers will be used to facilitate learning.

### Spanish Unit 7

*8cp; 1st semester, 6hpw; prerequisite: Spanish Unit 6*

Spanish 7 is designed to provide students who have successfully completed Spanish 6, 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 unit students would be expected to be able to communicate confidently in Spanish within a wide range of everyday situations, and to have further improved their comprehension skills by reading a wide variety of authentic materials in Spanish. Students would also be expected to have extended their knowledge of today's world-wide Hispanic society and culture and to have acquired the vocabulary and structures necessary to be able to discuss and write about the cultural context of texts with considerable accuracy.

The approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use the language to respond to authentic texts and to discuss set topics. Students are required to read extensively during self-study periods in preparation for classroom presentation and discussion.

### Spanish Unit 8

*8cp; 2nd semester, 6hpw; prerequisite: Spanish Unit 7*

Spanish 8 is designed to provide students who have successfully completed Spanish 7, or its equivalent, with a higher level of communicative and cultural competence and 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 unit, students would be expected to have further developed the linguistic and cultural awareness skills required to engage appropriately in a range of formal and informal discussions at a social and professional level on topics such as employment, job applications, academic presentations and university life, social welfare, human rights, leisure and sport, the media, family roles and relationships, etiquette, and immediate concerns such as arranging accommodation and banking.

The approach provides students with opportunities to further develop their vocabulary, fluency and accuracy in speaking and writing as they use the language in response to authentic texts such as newspaper, and magazine articles and television programs in Spanish. Students are required to read extensively during self-study periods in preparation for classroom presentations, debates and discussions.

## 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.

## 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 and one that has resulted from the economic integration of Hong Kong, Taiwan and South China, and which is now expanding to include East China. Yet its constituent parts have developed separately in different and



often inimical political systems. As a result of all these factors, South China is likely to become a region of increasing importance, strategically and politically, as well as economically. This subject examines the development of Hong Kong, Taiwan and South China and their interaction. It is an introductory subject that requires no prior knowledge of the region or of any Chinese language.

### 976111

#### Contemporary China

*8cp; 2nd semester, 4hpw*

This subject examines the contours and dynamics of social, political and economic change in the People's Republic of China since the death of Mao Zedong and the start of the reform era. A central theme is the emerging relationship between state and society in a state socialist system in the process of change and reform. It is an introductory subject that requires no prior knowledge of the People's Republic of China or of any Chinese language.

### 976211

#### Contemporary Japan

*8cp; 2nd semester, 4hpw*

This subject provides an introduction to the 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, Thailand and Vietnam. The themes of modernity and identity will be examined at a political-economic level and also at an 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 the 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, 4hpw*

This subject 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 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 shifted towards economic growth, internationalisation, and pressures to improve the capacity and accountability of governments. The subject aims to provide 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 of Spanish.

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

*24cp; prerequisite: completion of relevant subjects appropriate to the student's International Studies major.*

In-country Study subjects are only available to students doing the Bachelor of Arts in International Studies.

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. The location is determined by the student's International Studies major.

In the International Studies Program, students focus on one of the following countries or majors: Argentina, Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand. The availability of the Russian major is currently being reviewed. There is also a Heritage Major that permits students with previous exposure to a language and culture to continue their study in countries such as Greece, Hong Kong, Korea, Poland, Taiwan and Vietnam.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This would need to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

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

*24cp; prerequisites: 977xxx In-country Study 1*

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. The location 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, Indonesia, Italy, Japan, Malaysia, Mexico, Russia, Spain and Thailand.

# 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
21128 International Business	21125 International Business Environment
	21125 Australian Business Environment
	35103 Work Organisation and Society
	21105 Introduction to Business
	21112 Management of Organisations
21129 Managing People and 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
21193 Introduction to Corporate Strategy	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
22107 Accounting for Business	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
22207 Accounting Transactions and Business Decisions	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	22408 Management Accounting 2 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

## 248 Subject equivalents for Bachelor of Business

Current subject		Equivalent subject offered previously	
22522	Assurance Services and Audit	22401	Auditing
		22506	Auditing 1
		22401	Auditing 1
		22143	Auditing and Internal Control 1
		31406	Auditing
22610	Accounting for Insolvency	22610	Termination Accounting
		22610	Termination Accounting and Executorship
24108	Marketing Foundations	24105	Marketing Principles
		24105	Principles of Marketing
		24201	Principles of Marketing
		21107	Principles of Marketing
		24301	Principles of Marketing
		36403	Marketing for Managers
24202	Consumer Behaviour	24202	Buyer Behaviour
		24302	Consumer Behaviour
		36605	Consumer Behaviour
24203	Quantitative Marketing Analysis	24203	Quantitative Analysis in Marketing
		24305	Quantitative Analysis in Marketing
24205	Business Marketing	24205	Business to Business Marketing
		24205	Sales Management
		24410	Industrial Marketing
24210	Advertising and Promotions Management	24210	Advertising Management
		24411	Advertising Management
		24508	Promotional Management
		24406	Promotional Management
		11604	Advertising and Media Management
24220	International Marketing	36505	International Marketing
		24507	International Marketing
		24407	International Marketing
24309	Introductory Marketing Research	24309	Fundamentals of Marketing Research
		24403	Marketing Research
		24403	Fundamentals of Marketing Research
		36504	Research for Marketing Problems
24331	Decision Models in Marketing	24331	Marketing Decision Models
		24512	Marketing Decision Models
24415	Marketing Planning and Strategy	24415	Marketing Strategy
		24506	Marketing Management/Strategy
		36612	Marketing Planning and Implementation
24430	Applications of Marketing Research	24430	Applied Marketing Research
		24503	Applied Marketing Research
25115	Economics for Business	25110	Microeconomics
		23105	Microeconomics
		23207	Microeconomics
		23207	Microeconomic Theory
		23102	Economics 2
		32201	Economics 2
		25209	Macroeconomics
		23106	Macroeconomics
		23101	Economics 1
		23204	Macroeconomics
		32301	Economics 3

Current subject		Equivalent subject offered previously	
25210	Microeconomic Theory and Policy	25210	Microeconomic Policy
		23310	Microeconomic Policy
		21114	Economics 4
		23104	Economics 4
		23309	Advanced Microeconomics
25303	Industry Economics	23402	Industry Economics
25304	Asian–Australian Economic Relations	23417	Asian–Australian Economic Relations
25305	Labour Market Economics	23403	Theory and Application of Labour Economics
		32302	Labour Market Economics
25300	Fundamentals of Business Finance	25308	Financial Markets
		25308	Financial Institutions and Markets
		32402	Financial Institutions and Markets
		25541	Financial Institutions and Markets
25309	Macroeconomic Theory and Policy	25309	Macroeconomic Policy
		23308	Macroeconomic Policy
		23308	Advanced Macroeconomic Policy
		23103	Economics 3
25300	Fundamentals of Business Finance	25314	Business Finance
		25314	Business Finance 1
		21102	Finance 1
		25141	Financial Management 1
		31504	Corporate Finance
		25301	Financial Management
25315	International Economics	23406	International Economics
		32601	International Business Economics
25406	Quantitative Techniques for Finance and Economics	25302	Decision Support Systems
25409	Commercial Bank Management	25409	Commercial Banking and Finance
		25412	Commercial Banking and Finance
25410	Corporate Financial Analysis	25410	Corporate Financial Statement Analysis
25420	Applied Financial Management	25414	Business Finance 2
		25401	Financial Management and Policy
		22141	Financial Management
		25142	Financial Management 2
		31604	Advanced Corporate Finance
25421	International Financial Management	25531	International Finance
		31603	International Finance
		25515	International Finance
25503	Investment Analysis	25503	Investment Analysis and Portfolio Management
		25521	Investment Analysis and Portfolio Management
		31502	Security Analysis and Portfolio Management
25506	Capital Budgeting and Valuation	25506	Asset Pricing and Capital Market Studies
25522	Bank Lending Practice	25522	Bank Lending
		25601	Banking and Lending Practice
25606	Financial Time Series	25610	Financial Time Series
25620	Derivative Securities	25620	Advanced Financial Instruments
25621	Financing Decisions and Capital Market Theory	25621	Financing Decisions

## 250 Subject equivalents for Bachelor of Business

Current subject		Equivalent subject offered previously	
26122	Quantitative Methods for Business	26122	Business Statistics
		21241	Business Statistics
		21141	Business Statistics
		21120	Quantitative Methods
		33185	Statistics
		63185	Statistics
31504	Business Information Systems Design	37101	Quantitative Methods
		22115	Business Information Systems
		22220	Business Information Systems 1
		38101	Computing 1
70516	Equity and Trusts	79467	Law of Trusts
		79468	Equity and Trusts
79203	Business Law and Ethics	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
79366	Banking Law	79469	Banking Law
		34404	Banking Law
79411	Advanced Companies and Securities Law	22150	Company Law 2
		22510	Advanced Companies and Securities Law
79462	Taxation Law	22463	Taxation 1
		22231	Taxation
		22232	Taxation
		34401	Taxation Law
		22564	Taxation 2
		22233	Taxation 2
		79462	Revenue Law
79606	Advanced Taxation Law	79564	Taxation 2
		79606	Advanced Revenue Law
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 Law	79666	Advanced Income Tax Law
		79663	Advanced Income Tax
		22663	Advanced Income Tax
		79666	International Aspects of Australian Taxation
79667	GST and Other Indirect Taxes	79664	Indirect Taxes
		79667	Indirect Taxation

# ALPHABETICAL LIST OF SUBJECTS

Aboriginal Cultures and Philosophies	015110	Advanced Industrial Law	79711
Aboriginal Initiatives in Education:		Advanced Management Action	21826
Towards Community Control	015112	Advanced Marketing Management	24730
Aboriginal Social and Political History	015395	Advanced Marketing Strategy	24719
Accounting and Enterprise Resource		Advanced Mediation	77746
Planning	22759	Advanced Organisation Analysis and Design	21825
Accounting and Finance for the Arts	27759	Advanced Property Finance	17704
Accounting for Business	22107	Advanced Research Methodology –	
Accounting for Business Combinations	22320	Marketing	24907
Accounting for Business Combinations		Advanced Research Methods for Leisure	
(Honours)	223207	and Tourism	27941
Accounting for Insolvency	22610	Advanced Research Methods in	
Accounting for Managerial Decisions	22747	Management (Honours)	21908
Accounting for Overseas Transactions	22309	Advanced Taxation	79718
Accounting for Public, Leisure and		Advanced Taxation Law	79606
Community Organisations	22771	Advanced Theory in Financial Accounting	22902
Accounting for Small Business 1	22566	Advanced Theory in Management	
Accounting for Small Business 2	22567	Accounting	22903
Accounting for Superannuation	22312	Advanced Theory in Marketing	24901
Accounting for Valuation	22311	Advances in Information Technology	32701
Accounting Implications of Structures		Advertising and Promotions Management	24210
and Taxation	22313	Advertising Practice	59330
Accounting Information Systems	22605	Advertising Strategies	59333
Accounting Information Systems	22708	Analysing Current Issues in Australian	
Accounting Practices for Management	27787	Education	015009
Accounting Standards and Regulations	22420	Analysing Management Thinking	21365
Accounting Standards and Regulations		Analysis of Motor Control	27226
(Honours)	224207	Analysis of the Olympic Games	27764
Accounting Transactions and Business		Analytical Chemistry 1	65306
Decisions	22207	Analytical Procedures in Human Movement	27170
Accounting, Finance and Management	27751	Applications of Marketing Research	24430
Action Research Project	21831	Applied Economics	25222
Administrative Law	70617	Applied Financial Management	25420
Adult Communication Management and		Applied International Business	21532
Interpersonal Relations	013343	Applied International Marketing Research	24755
Adult Communication Management and		Applied Kinesiology	27171
Teamwork	013205	Applied Leisure Theory	27702
Adult Communicational Management		Applied Portfolio Management	25831
and Organisational Development	013344	Applied Research Methods	27707
Adult Communicational Management		Applied Sport Psychology	27172
and Organisational Frames	013206	Applied Studies A	27915
Adult Learning and Program Development	013333	Applied Studies B	27925
Adult Learning in Social Context	015007	Applied Studies C	27935
Adult Teaching and Learning	015002	Arts and Cultural Policy Seminar	27763
Adult Teaching Practices 1	015021	Arts and Entertainment Management	27115
Adult Teaching Practices 2	015189	Arts Audience Research Methods	27768
Advanced Assurance Services and Audit	22517	Arts Environment in Australia, The	27753
Advanced Auditing and Assurance Theory	22908	Arts Management Research Project	27754
Advanced Commercial Law	79659	Arts Organisations and Management	27755
Advanced Companies and Securities Law	79411	Asian Capital Markets	25815
Advanced Corporate Finance	25924	Asian–Australian Economic Relations	25304
Advanced Data Management	32204	Asian–Australian Economic Relations	25736
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Assurance in Electronic Business	22523	Company Law	79365
Assurance Services and Audit	22522	Comparative International Employment Relations	21775
Assurance Services and Audit (Honours)	225227	Comparative Social Change	50140
Auditing Project	22532	Competency Assessment in the Workplace	015162
Australian Corporate Environment	22157	Competitive International Marketing Strategy	24744
Australian Management	21755	Computational Finance	25816
Bank Lending Practice	25522	Computer Based Accounting	22515
Banking and Business Ethics	25814	Computer Based Information Systems for Managers	21749
Banking Law	79366	Computer Fundamentals	31509
Building Technology and Regulation	12511	Conducting Business Electronically	32532
Business Analysis	22753	Consumer Behaviour	24202
Business and the Changing Environment	28701	Contemporary Business Law	79708
Business and the Media	59635	Contemporary China	976111
Business Bankruptcy	79662	Contemporary Europe	976401
Business Consultative Project	28790	Contemporary International Marketing Issues	24517
Business Information Analysis	26133	Contemporary Issues in Enterprise Resource Planning	22797
Business Law and Ethics	79203	Contemporary Issues in Health Care	92775
Business Marketing	24205	Contemporary Issues in International Marketing	24743
Business Marketing Project	24555	Contemporary Issues in Land Economics	17705
Business Process Integration with ERP Systems	22782	Contemporary Issues in Management Accounting	22318
Business Process Management	21131	Contemporary Issues in Sport and Exercise	27159
Business Processes and IT Strategy	31736	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 to Business Electronic Marketing	247xx	Contemporary Telecommunications	32702
Business to Business Marketing	24707	Corporate Accounting	22754
Business Valuation and Analysis	22743	Corporate Finance	25765
Business, Government and Society	21210	Corporate Financial Analysis	25410
Buyer Behaviour	24710	Corporate Financial Analysis	25743
Capital Budgeting and Valuation	25506	Corporate Insolvency and Administration	79162
Capital Budgeting and Valuation (Honours)	25905	Corporate Law	70417
Capital Gains Tax (LS)	77838	Corporate Reporting: Professional and Conceptual Issues	22520
Capital Markets	25741	Corporate Reporting: Professional and Conceptual Issues (Honours)	225207
Capstone Project: Financial Strategy and Leadership	22677	Corporate Treasury Management	25763
Career and Portfolio Development	21856	Cost Management Systems	22321
Change Management	21827	Cost Management Systems (Honours)	223217
Channels of Distribution	24333	Credit Risk	25808
Chemical Safety and Legislation	65410	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 Finance	25744
Commerce on the Internet	32517	Current Issues in Financial Accounting	22751
Commercial Bank Management	25409	Current Issues in Health and Wellbeing	27227
Communicating with Publics	57023		
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Community Arts	27131		
Community Management Project 1	21186		
Community Management Project 2	21187		
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Database	32606	Financial Institution Management	25751
Database Design	31434	Financial Management	25742
Decision Models in Marketing	24331	Financial Market Stochastics	25712
Derivative Securities	25620	Financial Modelling and Forecasting	25705
Derivative Security Pricing	25709	Financial Negotiation Skills	25813
Derivative Security Pricing	25923	Financial Reporting and Analysis	22748
Design and Analysis of Experiments	35356	Financial Time Series	25606
Developing Financial Resources	21778	Financial Time Series	25710
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Dispute Resolution (S)	79771	Market Theory	25621
Dispute Resolution in Commerce	77761	Fixed Income Securities	25817
Distributed Databases and Client/Server		French Language and Culture	97x411
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E-Business Marketing	24737	Fundamentals of Business Finance	25300
Ecology and Sustainability	49122	Fundraising in International Markets	25812
Economic Evaluation	49003	Funds Development	21183
Economics for Business	25115	Gender and Sport	27168
Economics for Management	25706	German Language and Culture	97x421
Economics of Money and Finance	25416	Global Business Competitive Intelligence	21784
Ecotourism	27649	Global E-Business Marketing	247xx
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Electronic Business Principles	24307	Goods and Services Tax	77900
Electronic Business Project	24412	Government Accounting	22206
Electronic Information Systems Design	57002	Government and Community Sector	21184
Employment Conditions	21760	Government–Business Relations	25707
Employment Legislation	79752	Grassroots Organising for Global Change	21821
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Employment Relations Research Proposal	21752	Guiding and Interpretation Management	27773
Enabling E-Business Technologies	49228	Health and Performance Enhancement	
Energetics of Human Movement	27175	Strategies	27724
Enterprise Bargaining and Workplace		Health Care in Australia	92112
Relations	21430	Health Funding Policy and Resource	
Entrepreneurship and Innovation	21409	Management	21739
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Environmental Accounting	22765	Health Services Management	92114
Environmental Economics	17550	Heritage and Development	17120
Environmental Influences in Sport		Honours Thesis	27690
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Equity and Trusts	70516	Human Growth and Development	27228
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Event and Facility Management	27177	Human Resource Development Strategies	015141
Event and Facility Management	27717	Human Resource Management	21555
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Evidence Based Practice	92790	Human Resource Management Practices	21835
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Exercise Prescription	27222	In-country Study 1	977xxx
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Industry Economics	25822	Investment Analysis	25503
Industry-specific Project Process 1	17105	Investment Analysis (Honours)	25906
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Information Environments and Networks	57004	Issues in Aboriginal Education	015111
Information Processing Strategy	32208	Issues in Banking	25753
Information Systems	31414	Issues in Financial Statement Analysis	22319
Information Technology Law (LS)	77859	Italian Language and Culture	97x431
Infrastructure Planning	49095	Japanese Language and Culture	97x211
Innovation and Entrepreneurship	21854	Judgment and Decision Making	49001
Inorganic Chemistry 1 (Transition Metal Chemistry)	65411	Knowledge Management	32534
Insurance Compliance	25714	Knowledge Management	57007
Insurance Economic Issues	25715	Labour Market Economics	25305
Insurance Financial Management	25718	Law and Finance	79502
Insurance Portfolio Management	25716	Law and the Arts	27756
Insurance Risk Financing	25717	Law and the Digital Economy	79102
Integration Management	21855	Law and the Manager	79403
Interest Rate Derivatives	25806	Law for Leisure, Sport and Tourism	27628
International Accounting	22240	Law for Marketing Management	79211
International Accounting	22777	Law for Third Sector Managers	79404
International Aspects of Australian Taxation Law	79666	Law of Contract	70211
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International Business Law and Regulation	79603	Learning in Personal Development, Health and Physical Education	027001
International Capital Markets	25713	Legal Aspects of Contracts Administration	79703
International Commercial Dispute Resolution (S)	77783	Legal Issues for Community Managers	79794
International Economics	25315	Legal Issues in E-Commerce	77887
International Employment Relations	21306	Legal Process and History	70113
International Finance	25731	Legal Regulation of the Environment	77888
International Financial Management	25421	Legal Research	70105
International Health Management	21822	Leisure and Diversity	27326
International Management	21591	Leisure and Fitness Centre Operations	27316
International Management	21717	Leisure and Public Policy	27323
International Management Field Study	21595	Leisure and Sport in Social Context	27186
International Marketing	24220	Leisure and the Law	27771
International Marketing Country Study	24518	Leisure and Tourism Planning	27523
International Marketing Management	24738	Leisure and Tourism Planning	27711
International Marketing Management Project	24607	Leisure Concepts	27187
International Promotion and Advertising	24440	Leisure in Australia	27126
International Property Investment	16751	Leisure Industry	27701
International Taxation 1	79762	Leisure Management	27713
International Taxation 2	79707	Leisure Management Project 1	27321
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Internet Commerce	31749	Leisure Management Seminar	27760
Interpreting Management Information	21824	Leisure Policy	27944
Interpreting Strategic Thinking	21828	Leisure Services Management	27216
Introduction to Corporate Strategy	21193	Leisure Studies Project	27809
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Management Decisions and Control	22421	Master's Study Unit	27719
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Management Development Outdoors	27720	Mathematics 1	35101
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Management Planning and Control	22705	Measurement and Development of Physical Capacity	27152
Management Project	21058	Mechanics of Human Motion	27223
Management Project	21815	Media, Information and the Law	50128
Management Project Design	21814	Meeting Special Needs in the Secondary School	023002
Management Research Methods	21751	Mergers and Acquisitions	25807
Management Skills	21440	Microeconomic Theory and Policy	25210
Management Skills	21779	Monitoring Organisational Performance	21140
Managerial Accounting	22746	Motor Learning and Control	27331
Managerial Marketing	24734	Natural Area Management	27772
Managing Change in Adult Education and Training	013337	Negotiation	77745
Managing Community Organisations	21766	Network Optimisation	35344
Managing Electronic Business Processes	21121	Networked Enterprise Design	31950
Managing for Sustainability	21832	Networking Communities	32533
Managing Human Resources in Indigenous Organisations	21225	Networking Fundamentals	31516
Managing in an Era of International Market Orthodoxy	21819	New Product Management	24742
Managing in the Global Public Interest	21820	Nutrition for Health and Physical Activity	27105
Managing Information Technology in Engineering	49013	Objectbases	31921
Managing Intelligence for Global Business	21843	Olympic Games, The	27103
Managing People	21813	Operations Management	21741
Managing People and Organisations	21129	Operations Management Policy	21747
Managing Public Relations Campaigns	57024	Operations Research Modelling	35140
Managing Responsible Business	21842	Optimisation 1	35241
Managing the International Organisation	21531	Optimisation 2	35342
Managing the Supply Chain	21797	Organic Chemistry 1	65202
Managing Transportation for Tourism	27766	Organisation Analysis and Design	21718
Managing Volunteer Programs	21145	Organisational Behaviour	21719
Manufacturing Strategy	21836	Organisational Change and Adaption	21725
Manufacturing Systems Management	49318	Organisational Change and Communication	50130
Market Risk	25810	Organisational Learning: An Experiential Approach	015054
Marketing and International Trade Relations	24703	Organisational Structure and Change	21221
Marketing Communications	24736	Outdoor Education 1	27134
Marketing Creativity	24714	Outdoor Education 2	27135
Marketing Decision Analysis	24750	Pathophysiology 1	91520
Marketing Engineering Services	49602	Pathophysiology 2	91521
Marketing Entrepreneurship in Electronic Business	24717	People Management	21823
Marketing for the Arts	27752	Performance Studies 1: Motor Development (Gymnastics and Dance)	27149
Marketing Foundations	24108	Performance Studies 2: Preparation for Performance (Sport)	27249
Marketing Knowledge Creation and Management	247xx	Performance Studies 3: Skills Analysis (Track and Field and Swimming)	27349
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Marketing of Leisure Services	27306	Personal Financial Planning	25415
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Principles and Practices of Sports Coaching	27221	Research Design and Statistics for Human Movement	27155
Principles of Risk and Insurance	25350	Research Inquiry	015011
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Product and Process Design	21838	Research Methods in Accounting	22901
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Program Delivery and Evaluation	015034	Research Methods in Management (Honours)	21907
Program Development and Needs Analysis	015006	Research Methods in Marketing	24666
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Programming Fundamentals	31508	Research Project – Master in Land Economics	17706
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Public Communication Challenges	50239	Sales Management	24713
Public Communication Contexts	50214	Scenario Planning – New Technology Change Agents	24721
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Public Relations Principles	50159	Secondary School: Social Bases and Critical Issues, The	023003
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Qualitative Research Methods	24908	Service Operations Management	21745
Quality Control	35355	Services Marketing	24706
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Statistics 2	35252	Tourism, Recreation and Protected Area Management	98719
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Strategic Competitive Advantage in the Digital Age	21853	Tourism's Environmental Interactions	27327
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# BOARDS AND COMMITTEES

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## FACULTY BOARD IN BUSINESS

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Associate Professor G W Ticehurst

*Associate Dean, Research and Development*

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*Head, School of Accounting*

Professor Z P Matolcsy

*Head, School of Finance and Economics*

Associate Professor C Terry

*Head, School of Leisure, Sport and Tourism*

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*Head, School of Management*

Professor T Clarke

*Head, School of Marketing*

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Mr J Cooper, Faculty of Law

Dr B Howarth, Faculty of Mathematical and  
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*Graduate School of Business*

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*Head, School of Marketing*

Professor K Miller

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*Administrative Staff Representative*

Mr R Lal



# STAFF LIST

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## **Dean's Unit**

### *Office Manager*

S Johnston

### *Executive Assistant to the Dean*

Vacant

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A Whiston

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W Hogan, BA (Auck), PhD (ANU), DSc (Hons) (N'cle)

D H Lance, BEc (Syd), HonDUniv (UTS)

### *Director of Studies (Kuala Lumpur)*

P Meyer, MA, MEd (Syd), Cert ATESOL (ACL)

### *Executive Director Faculty Administration*

T Seabrook, BA (UNSW), MA (Syd), MEd (Admin) (Hons) (UNSW)

### *Executive Services Officer*

B Andrews, GradDipEmpRels, MBA (UTS)

### *Marketing Manager*

B Hanson, BA (Monash), MBus (Mktg) (RMIT)

### *Public Relations Officer*

P Della-Vedova, BEd (Art) (SCAE), DipArt (Ed) (NAS)

### *Marketing Project Officer*

Vacant

## *Finance and Resources Manager*

D Jocson, BBus (UTS), CPA, CISA

## *Management Information and Intelligence Analyst*

A Nolan

## *Facilities Manager*

P Sztelma, BCA (W'gong)

## *Facilities Coordinator*

J Rodgers, BBus (Hospitality) (LaT)

## *Facilities Assistants*

K Deeming

H Li

## **Student Liaison Unit**

### *Student Liaison Manager*

W Paterson, BA (Hons) (Syd), MEd (Admin) (UNSW)

## **Haymarket Student Office**

### *Senior Administrative Officer*

M Kirchner, BA (Syd)

### *Student Liaison Officer*

Vacant

### *Course Promotions Officer*

S Anderson

### *Student Advisers*

A Davis, BBus (UTS)

C Costantini, BCom (UWS)

## **Kuring-gai Student Office**

### *Senior Administrative Officer*

K Larsen, BA (UNSW)

### *Faculty Graduation Officer*

E Whitehead

### *Faculty Timetable Officer*

A Davidson, AdvCertTrg&Dev (TAFE)

### *Student Advisers*

J Millins, BA (N'cle)

Vacant

## **International Student Office**

### *International Student Officer*

S Watson, BA (Flin)

### *International Student Adviser*

B Frolchenko, BCA (W'gong)

## **Graduate School of Business Student Office**

### *Senior Administrative Officer*

J Hudson, BA (MIHE), GradCertMgt(CQU), PhD (Syd)

*Graduate Student Advisers*

L Liggieri, BA (Syd)  
 R Lum, BBA (CQU)  
 S Rowley  
 T Sujanto, AssDip (Asia-Pacific Marketing)  
 (TAFE)

**Business Computing Services Unit***Manager*

R Lal, GradDip Applied Computing (USP)

*Administrative Assistant*

Vacant

*Systems Administrators*

N Amalin, CNA  
 P Hung, MCSE, CNA

*Computer Support/Desktop Officers*

D Choo, CNA  
 M Fung Mak, DipEng (Hong Kong)  
 R Lozada, DipIT (TAFE)  
 D Mirkutumov, BSc (Georgia)  
 A Wood, Cert 5 (Computer Maintenance)  
 M Zahariadis, Cert 5 (Computer  
 Maintenance)  
*Help Desk Officer*  
 B Cowan, BA (SCU)

**Australian Centre for Event  
Management***Director*

J Allen, BA (UNSW) PostGradDipArt (CAI)

**Centre for Australian Community  
Organisations and Management***Professor and Director*

M J Lyons, BA (Hons) (UNSW), PhD (ANU)

**Cooperative Research Centre for  
Sustainable Tourism***Director*

T Griffin, BA (Geog), GradDipUrbStud  
 (Macq), GradDipTourismMan (KCAE)

**Project Development***Director*

Vacant

*Office Manager*

M Yeung, BA (Syd)

**Work Based Learning***Manager*

N Shipley, BA (Bus) (Nott Trent), MBus  
 (Mktg) (UTS)

*Operations Coordinator*

M Chaperon, GradDipTraining (SCU)

*Academic Coordinator*

J Gustavs, BA, DipEd, MEd (Syd), MEd  
 (W,gong)

*Academic Services Coordinator*

I Antony

**Graduate School of Business***Head of School*

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

*Executive Officer*

J Tomkinson

*Special Projects Officer*

A Blair

*Offshore Program Coordinator*

P Donougher, BAgSc (Massey)

**Course Directors***Accounting*

G Pazmandy, BBus (NSWIT), MBus (UTS),  
 CPA

*Arts Management*

C Burton, BA (Syd), GradDipLib,  
 GradDipGalMgt, MA Admin (UNSW)

*Business Administration – MBA*

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

*Business Operations Management*

F Soliman, BE (Syd), MEngSc, PhD (UNSW),  
 MIEAust, MACS, AIArBA, AFCHSE, MSSA,  
 MASOR, AIMM, MRAIPA

*Community Management*

K Dovey, BSc (UCT), BA (Hons) (Natal), MA  
 (Oregon), PhD (UTS)

*E-Business Management*

Head, Graduate School of Business

*Employment Relations*

K Spooner, BCom, MCom (Hons) (UNSW)

*Finance*

R Trayler, BBus (NSWIT), MAppFin (Macq)

*Health Management*

J Johnston, BA, MLitt, MPubPol (UNE),  
 AFAIM

*Insurance*

H Morris, MAdmin (KCAE), MAIRM

*International Marketing*

R Fletcher, MA (Syd), MCom (UNSW), PhD  
 (UTS), MAIEx

*Leisure Management*

P Jonson, BA (Hons), LLB (Syd),  
 GradDipLeisureStudies (KCAE)

*Management*

M Abraham, BEng, MEngSc, MBA (UNSW)

*Marketing*

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW), PhD (Macq)

*Sport Management*

S Quick, BAppSc (VUT), BEd (Monash), MA (WOnt), PhD (Ohio State)

*Tourism Management*

J Small, BA (Hons) (UNSW), MSc (EnvPsych) (Sur), GradDipUrbanStudies (Macq), GradDipTourismM (UTS)

**Teaching Faculty***Distinguished Professor*

D Dunphy, BA (Cant), MEd (Syd), PhD (Harvard)

*Professors of Accounting*

P Booth, BEc (Syd), GradDipEd (Syd Teach Coll), MEc (UNE), PhD (Griff), FCPA

Z Matolcsy, BA (Macq), PhD (UNSW), FCPA, CA, ASIA

D Stokes, BCom (Hons), MCom (N'cle), PhD (UNSW), ACA, FCPA

S Taylor, BCom (Hons) (UNSW), MEc (Hons) (Macq), PhD (UNSW), CA

*Professors of Finance*

C Chiarella, BSc (Hons), MSc (Syd), MCom (Hons), PhD (UNSW)

A Hall, BEc (Hons) (Adel), MEc (ANU), PhD (Lond)

P Kofman, MEc, PhD (Erasmus, Rotterdam)

*Professor of Quantitative Finance*

E Platen, MMath, PhD (Dresden), Habilitation (AcadSc Berlin)

*Professor of Leisure, Sport and Tourism*

R Lynch, DipPhysEd (W'gong TC), BEd (Hons), MEd (UWA), PhD (Ill)

*Professors of Management*

T Clarke, BSocSc (Birm), MA, PhD (Warw)

S Clegg, BSc (Hons) (Aston), PhD (Brad)

M Lyons, BA (Hons) (UNSW), PhD (ANU)

S Mukhi, BE, MBA, PhD (UNSW), MIEAust, FAIM

I Palmer, BA (Hons) (ANU), PhD (Monash)

*Professor of Marketing*

K Miller, BCom (UNSW), MBA, PhD (Ohio State), MMRSA, FAMI

*Associate Professors*

N Barrett, BCom, MCom, PhD (UNSW), MAIEx, MMRSA

R Bird, MEc (Monash), Emeritus Prof (ANU), FCPA

J Collins, BEc (Hons), MEc (Syd), PhD (W'gong)

M Freeman, BA (Ec), MEc (Macq)

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

R Kane, BSc (Union College), MSc (Penn State), GradDipEd (WAIT), CMAHRI

J Onyx, MA (Well), PhD (Macq)

P O'Sullivan, BCom (UNSW), CPhil (UCLA), CPA, MACS

G Partington, BSc (Hons) (Wales), MEc (Hons) (Macq)

L Perry, MCom, DipEd, PhD (UNSW)

G Pratt, DipTech, BBus (NSWIT), DipEd (Syd Teach Coll), MEc, MIntS (Syd), PhD

(Nebraska), AFAIM, FAIPA, MIMDA

G Sheather, BArch (UNSW), MSc (Israel), M Ekistics (Greece), MIIE, AFAIM, MRAPI, MRAIA, ANZAM

C Terry, BCom (UNSW), MEc (Syd),

MAppFin (Macq), DPA (NYU)

W Ticehurst, BSc (UNSW), DipEd, MEd (Syd), MSc, PhD (Macq)

*Senior Lecturers*

M Abraham, BEng, MEngSc, MBA (UNSW)

N Barnwell, BCom (UNSW), MBA (NSWIT), AMIMarE

H Bendall, BA (Hons), PhD (UNSW)

W Bui, MCom (UWA)

G Callender, BBus (NSWIT), DipEd (Syd Teach Coll), MCom (UNSW), CPA, AFAIM, FAIPMM

A Chew, BA (Hons) (Sheff), MSc (LSE), PhD (UNSW), FCA (England & Wales)

J Culvenor, BBus (BCAE), MAcc (UNE), CPA

D Davis, BSc (Hons) (Aston), MSc (Brad), MIEAust, CEng, MIMechE, MBIM

K Dovey, BSc (UCT), BA (Hons) (Natal), MA (Oregon), PhD (UTS)

N El-Hassan, BEc (Hons) (Syd)

B Farrell, MBA (Syd), DipLaw (BAB), DipEd (Syd Teach Coll), PhD (UTS), FCPA

R Fletcher, MA (Syd), MCom (UNSW), PhD (UTS), MAIEx

A Griffin, BA (Geog), GradDipUrbStud (Macq), GradDipTourismMan (KCAE)

B Hayllar, TeachCert (N'cle), BA (UNE), MA (RecEd) (Iowa)

J Johnston, BA, MLitt, MPubPol (UNE), AFAIM

P Jonson, BA (Hons), LLB (Syd),

GradDipLeisureStudies (KCAE)

S Lim, BBus (NSWIT), MEc (Macq), PhD (UTS), CPA

R McGuiggan, BSc (Hons) (Syd), MCom (UNSW), PhD (Macq)

A Murphy, BAppSc (Human Movement) (Hons), PhD (SCU)

M Peat, BEc, MEc (Hons) (Syd)

B Perrott, BCom, MBA, PhD (UNSW)

T Rura-Polley, BA (Psych) (Giessen), MS (Mgmt), PhD (UW – Madison)  
 S Quick, BAppSc (VUT), BEd (Monash), MA (WOnt), PhD (Ohio State)  
 T Rura-Polley, BA (Psych) (Giessen), MS (Mgmt), PhD (UW-Madison)  
 M Schueler, MEc (Syd), GradDipOR (NSWIT), CPA  
 A Simos, BCom (Hons) (UNSW), MEc (Syd), DipSIA  
 F Soliman, BE (Syd), MEngSc, PhD (UNSW), MIEAust, MACS, AIArbA, AFCHSE, MSSA, MASOR, AIMM, MRAIPA  
 W Spinks, DipPhysEd (W'gong TC), BEd (UWA), MA (Ed) (Macq), PhD (Syd), MAAESS  
 K Spooner, BCom, MCom (Hons) (UNSW)  
 L Stear, BEc (Syd), GradDipEd (Syd Teach Coll)  
 M Stevenson, BA (UNE), MCom (Hons), MStat, PhD (UNSW)  
 T Taylor, BA (Rec) (Atlanta), MUrbPlan (Macq)  
 S Thosar, BCom (Bombay), MBA (Jamshedpur), PhD (Bloomington)  
 K Toohey, DipPE (Syd Teach Coll), MA (CSULB), PhD (Penn State)  
 S Topples, DipTech (Comm), BBus (NSWIT), MCom (Hons) (UNSW), FCPA  
 R Traylor, BBus (NSWIT), MAppFin (Macq)  
 S Wearing, Ord 4 Cert, BTP, MTP (UNSW), PhD (CSU)  
 P Wilson, BA (Hons) (UNSW), PhD (W'gong)  
 L Young, BCom, MCom, PhD (UNSW)

*Lecturers*

V T Alaganar, BSc (Hons), MBA, PhD (Wisconsin), CPA  
 R Bower, BEd (PE) (KCAE), MSc (Syd)  
 A Bridges, MEc (UNE), MA (Macq), FCPA, AFAIM  
 D Brown, MBus (UTS)  
 D Bubna-Litic, BPsych (UWA), MCom (Hons) (UNSW), MAPS  
 C Burton, BA (Syd), GradDipLib, GradDipGalMgt, MA Admin (UNSW)  
 K Chan, MCom (Hons) (UNSW)  
 K Chan, MCom (Hons) (UNSW), ASA  
 R Connor, BA (Q'ld), LittB (UNE), MSc (Econ) (Lond), CMAHRI  
 J Cornish, MEc (Hons), MEd (Syd)  
 J Coulton, BEc (Hons), LLB (Syd), GradDipLT (UTS)  
 J Crawford, BSc (Hons), MEngSc (Syd), PhD (UNSW), MAPS  
 C Currie, BEc (Hons) (Syd), MCom (Hons) (UNSW), PhD (Syd)

K Daniel, BBusStud (Hospitality) (FIT), MCom (UNSW), PhD (UTS)  
 S Darcy, BA (Leisure Studies) (KCAE), MEnvPlan (Macq)  
 R Degabriele, BCom (Hons), MCom (UNSW)  
 S Denize, BCom (Hons), MCom (Otago)  
 P Docherty, MEc (Hons), PhD (Syd)  
 J Dodd, BA (Hons) (Leisure Studies) (UTS)  
 C Ellis, BCom (Hons), PhD (UWS)  
 A Errington, BA (Syd), MBA, GradCertHed (UNSW)  
 J Faria, BA, MSc (Brasilia), PhD (Kent)  
 R Fishman, BA, MCom (UNSW), AIMM, MAITD  
 L Freeman, MAME (Lanc)  
 F Giacobbe, MBus (UTS)  
 H Gillam, BA, DipEd (Q'ld), BBus (NSWIT), MBus (UTS), CPA  
 R Gordon, GradDipEd (UTS), MBA (Macq), ANZAM  
 J Green, DipTeach (SCOVAG), BEd (Melb), MA (Macq)  
 S Gudergan, MBAEc (RWTH Aachen)  
 L Hall, DipTeach (Salisbury CAE), GradDip (Rec) (SACAE), MArtTh (Hons) (UNSW)  
 D Harricks, BSc (Agr) (Syd), MBA (UNSW)  
 R Harris, AssDipTravel & Tourism (STC), DipTeach (N'cle), BA (Geog) (Macq), GradDipMktg (CSturt), MBus (Mktg) (UTS), AFAITT  
 K Heffernan, BBus (Hons), GradCertHed (UTS), AAIM  
 A Hermens, MBA (Macq), FAIM, AFAMI  
 A Hingorani, BPharm (Bom), MBA (Syr), PhD (Drexel)  
 T Hutcheson, BEc (Hons) (Syd), MCom (Hons) (UNSW)  
 L Ievleva, BA (Hons) (Carl), MSc (Ott), PhD (Florida State), MAPS, Certified Consultant AAASP  
 C Innes, BA (Hons) (UNSW), MBus (Empl Rels) (UTS)  
 R Jenkins, BSc (Tech) (UNSW)  
 B Jonmundsson, DipTechMgt (NSWIT), GradDipFinMgt (UNE), MBus (Mktg), MBus (Thesis) (UTS)  
 R Kanth, BA (Loyola), MA, PhD (NYU)  
 G Lowe, BSc, MCom (UNSW), DipEd (Syd Teach Coll), CPA  
 I McDonnell, GradDipTourismM, MA (Tourism), MHed (UNSW)  
 A Morris, MEd, BSocWk (Hons) (Syd), DipTeach, GradDipEdStudies (CCES)  
 H Morris, MAdmin (KCAE), MAIRM  
 L Moysa, BBus (NSWIT), MCom (UNSW), FCPA

W O'Connor, BA (Hons) (UNSW), MEd (Hons) (ANU), GradDipComp (Macq)  
 S Owen, BSc (Hons) (Leicester), MSc, PhD (Brunel)  
 H Pattinson, BCom, MCom (UNSW), AAMI  
 G Pazmandy, BBus (NSWIT), MBus (UTS), CPA  
 S Pearce, AssDipAdultEd (Aboriginal), BEd (Adult Ed), MEd (Adult Ed) (UTS)  
 K Pearson, BE (Hons) (UNSW), MBA (NSWIT)  
 J Petty, BCom (Hons) (UNSW), MBus (UTS), FCPA, AADM  
 M Poe, GradDipAccFin (NSWIT), BBus (Macq), CPA, ACIS  
 F Portelli, MCom (UNSW), FCPA, FCA  
 K Preiss, BA (Psych), GradDip (Psych) (Flin), MCom, PhD (Melb)  
 R Ravinder, AssDipTravel & Tourism (STC), BSc (Phys), MA (Pol&PubAdmin) (Madras), PGDipMan (Calcutta), MCom (Marketing) (UNSW)  
 A Ross-Smith, BA (UNSW), MA, PhD (Macq)  
 E Schlogl, DipVw, PhD (Bonn), MBFS  
 J Small, BA (Hons) (UNSW), MSc (EnvPsych) (Sur), GradDipUrbanStudies (Macq), GradDipTourismM (UTS)  
 G Ta, BA (Sing), MEd (Syd)  
 G Taberner, BA (UNE), MA (Syd), MA (Macq), FRMIA, MACE  
 S Teo, BEc, GradDipBus (AccInfsys) (Monash), GradDipJapanese (Prof) (SUT), MBA IntBus (Monash), AAIBF (Snr), MIIA (Aus), AFAHRI  
 S Tibbles, BSc, MBA (UNSW)  
 J Tyler, MCom (UNSW), ACA  
 J Vescio, BEd (PhysEd), BA (Psych) (Amst), MEd (Syd)  
 K Wang, BA, MA (PUC), PhD (W'gong)  
 P Wang, BSc (Harbin), MBA (UIBE), PhD (Arkansas)  
 E Watts, BA, BEd, MEdAdmin, DipFinMgt (UNE), MCom (UNSW), FCPA, FCIS, FAIM  
 P Wells, MCom (Auck), ASA, ACA (NZ)  
 B Wieder, BBus MBus PhD (WU Vienna)

### **Master of Business Administration (Mandarin International)**

*Director*

Vacant

*Senior Student and Academic Services Officer*

M Lin, BA (Tamkang), MCom (UNSW)

*Student and Academic Services Officer*

M Zhou, BMathFin (UTS)

*Project Coordinator*

D Perera, BA (UTS)

### **Executive Development**

*Director*

E Waldstein, BSc, GMQ (UNSW)

*Manager*

M Nunan, CertMarketing (UTS), Direct Marketing Cert (ADMA)

*Program Managers*

J Adams, CertTourism (Inbound), CertTourism (TourDirecting) (TAFE)

J Stevenson

Vacant

*Database Manager*

R Henry

*Administration Assistant*

J Pereira, BEcon (Lisbon)

### **School of Accounting**

*Professor of Accounting and Head of School*

Z Matolcsy, BA (Macq), PhD (UNSW), FCPA, CA, ASIA

*Professors of Accounting*

P Booth, BEc (Syd), GradDipEd (Syd Teach Coll), MEd (UNE), PhD (Griff), FCPA

D Stokes, BCom (Hons), MCom (N'cle), PhD (UNSW), ACA, FCPA

S Taylor, BCom (Hons) (UNSW), MEd (Hons) (Macq), PhD (UNSW), CA

*Associate Professor*

P O'Sullivan, BCom (UNSW), CPhil (UCLA), CPA, MACS

*Senior Lecturers*

A Chew, BA (Hons) (Sheff), MSc (LSE), PhD (UNSW), FCA (England & Wales)

J Culvenor, BBus (BCAE), MAcc (UNE), CPA

B Farrell, MBA (Syd), DipLaw (BAB), DipEd (Syd Teach Coll), PhD (UTS), FCPA

S Lim, BBus (NSWIT), MEd (Macq), PhD (UTS), CPA

M Schueler, MEd (Syd), GradDipOR (NSWIT), CPA

S Topple, DipTech (Comm), BBus (NSWIT), MCom (Hons) (UNSW), FCPA

*Lecturers*

A Bridges, MEd (UNE), MA (Macq), FCPA, AFAIM

D Brown, MBus (UTS)

K Chan, MCom (Hons) (UNSW), ASA

J Coulton, BEc (Hons), LLB (Syd), GradDipLT (UTS)

F Giacobbe, MBus (UTS)

H Gillam, BA, DipEd (Q'ld), BBus (NSWIT), MBus (UTS), CPA

G Lowe, BSc, MCom (UNSW), DipEd (Syd Teach Coll), CPA

L Moysa, BBus (NSWIT), MCom (UNSW), FCPA

G Pazmandy, BBus (NSWIT), MBus (UTS), CPA

J Petty, BCom (Hons) (UNSW), MBus (UTS), FCPA, AADM

F Portelli, MCom (UNSW), FCPA, FCA

J Tyler, MCom (UNSW), ACA

E Watts, BA, BEd, MEdAdmin, DipFinMgt (UNE), MCom (UNSW), FCPA, FCIS, FAIM

P Wells, MCom (Auck), ASA, ACA (NZ)

B Wieder, BBus, MBus, PhD (WU Vienna)

#### *Associate Lecturer*

A Ferguson, BCom (UNSW), BBus (Hons) (UTS)

#### **Administrative support**

##### *School Administrator*

J Dousha

##### *Administrative and Secretarial Assistants*

P Fernandez

E Khuu, BSc (Lincoln), MSc (Hons) (Cant)

W Southwell

#### **Office of Cooperative Education**

##### *Director*

A Sietsma, BCom (UNSW), MEc (Syd), FCPA

##### *Administrative Officer*

G Prosser, BCom, LLB (UNSW), MEd (UTS)

#### **School of Finance and Economics**

##### *Associate Professor and Head of School*

C Terry, BCom (UNSW), MEc (Syd),

MAppFin (Macq), DPA (NYU)

##### *Professors of Finance*

C Chiarella, BSc (Hons), MSc (Syd), MCom (Hons), PhD (UNSW)

A Hall, BEc (Hons) (Adel), MEc (ANU), PhD (Lond)

P Kofman, MEc, PhD (Erasmus, Rotterdam)

##### *Professor of Quantitative Finance*

E Platen, MMath, PhD (Dresden),

Habilitation (AcadSc Berlin)

##### *Associate Professors*

R Bird, MEc (Monash), Emeritus Prof (ANU), FCPA

J Collins, BEc (Hons), MEc (Syd), PhD (W'gong)

M Freeman, BA (Ec), MEc (Macq)

B Hunt, BEc, MAgSc (Adel), PhD (ANU)

G Partington, BSc (Hons) (Wales), MEc (Hons) (Macq)

L Perry, MCom, DipEd, PhD (UNSW)

##### *Senior Lecturers*

H Bendall, BA (Hons), PhD (UNSW)

W Bui, MCom (UWA)

N El-Hassan, BEc (Hons) (Syd)

M Peat, BEc, MEc (Hons) (Syd)

A Simos, BCom (Hons) (UNSW), MEc (Syd), DipSIA

M Stevenson, BA (UNE), MCom (Hons), MStat, PhD (UNSW)

S Thosar, BCom (Bombay), MBA

(Jamshedpur), PhD (Bloomington)

R Trayler, BBus (NSWIT), MAppFin (Macq)

P Wilson, BA (Hons) (UNSW), PhD (W'gong)

##### *Lecturers*

V T Alaganar, BSc (Hons), MBA, PhD (Wisconsin), CPA

K Chan, MCom (Hons) (UNSW)

C Currie, BEc (Hons) (Syd), MCom (Hons) (UNSW), PhD (Syd)

R Degabriele, BCom (Hons), MCom (Hons) (UNSW)

P Docherty, MEc (Hons), PhD (Syd)

C Ellis, BCom (Hons), PhD (UWS)

J Faria, BA, MSc (Brasilia), PhD (Kent)

T Hutcheson, BEc (Hons) (Syd), MCom (Hons) (UNSW)

R Kanth, BA (Loyola), MA, PhD (NYU)

H Morris, MAdmin (KCAE), MAIRM

W O'Connor, BA (Hons) (UNSW), MEc

(Hons) (ANU), GradDipComp (Macq)

S Owen, BSc (Hons) (Leicester), MSc, PhD (Brunel)

K Pearson, BE (Hons) (UNSW), MBA (NSWIT)

M Poe, GradDipAccFin (NSWIT), BBus (Macq), CPA, ACIS

E Schlogl, DipVw, PhD (Bonn), MBFS

G Ta, BA (Sing), MEc (Syd)

##### *Associate Lecturers*

C Bajada, BEc (Hons) (Macq)

D Cotton, BBus (KCAE), BBus (Hons) (UTS)

S Walker, BSc (Maths), MAppSc (UTS)

#### **Administrative support**

##### *School Administrator*

C Fawcett

##### *Administrative and Secretarial Assistants*

J Buckley, BA (UNSW)

L Dias

D Ford, BAppSc (SAust)

R Hungerford, BAppSc Geology (Hons) (UTS)

A Kellick

K Mathews, BMusEd (Syd)

P Zhu, BSc, MSc (Fudan, China), PhD Phil (ANU)

## School of Leisure, Sport and Tourism

### *Senior Lecturer and Head of School*

B Hayllar, TeachCert (N'cle), BA (UNE), MA (RecEd) (Iowa)

### *Professor of Leisure, Sport and Tourism*

R Lynch, DipPhysEd (W'gong TC), BEd (Hons), MEd (UWA), PhD (Ill)

### *Senior Lecturers*

A Griffin, BA (Geog), GradDipUrbStud (Macq), GradDipTourismMan (KCAE)

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 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

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A Podzuns

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[www.uts.edu.au](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  
Corner Quay Street and Ultimo Road,  
Haymarket, Sydney

#### Blackfriars

- Corner Blackfriars and Buckland Streets,  
Chippendale
- Blackfriars Childrens Centre  
Buckland Street, Chippendale

#### Smail Street

- 3 Smail Street, Ultimo

#### Quay Street

- 10 Quay Street, Haymarket, Sydney
- Prince Centre  
8 Quay Street, Haymarket, Sydney

#### 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, Chippendale

#### Australian Technology Park

- Corner Garden, Cornwallis and  
Boundary Streets  
Eveleigh NSW 1430

#### Kuring-gai campus

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

#### St Leonards campus

- Dunbar Building  
Corner 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

#### Yarrowood conference and research centre

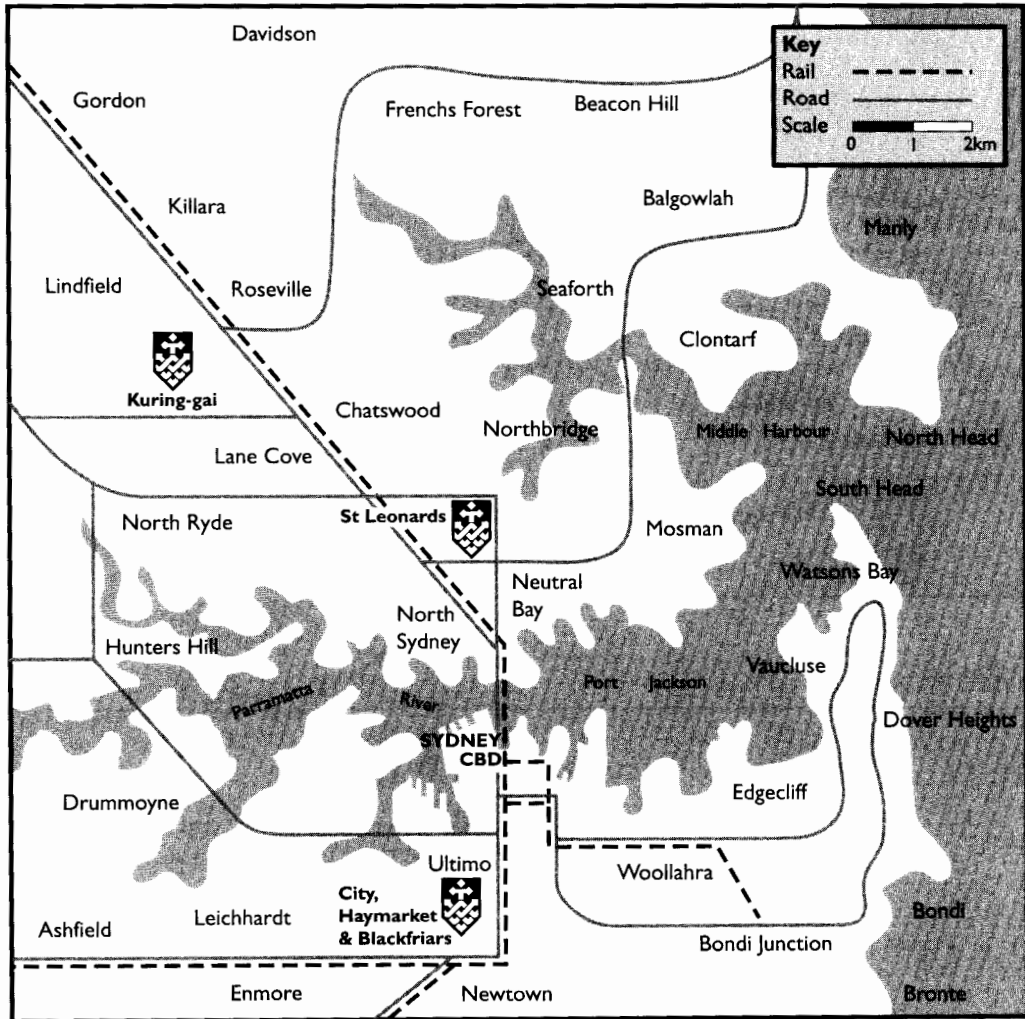
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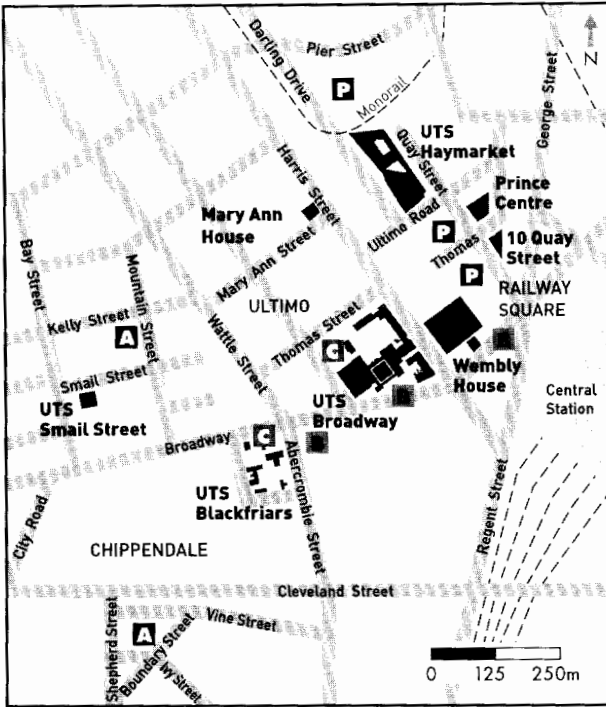
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# MAPS

## Sydney regional map



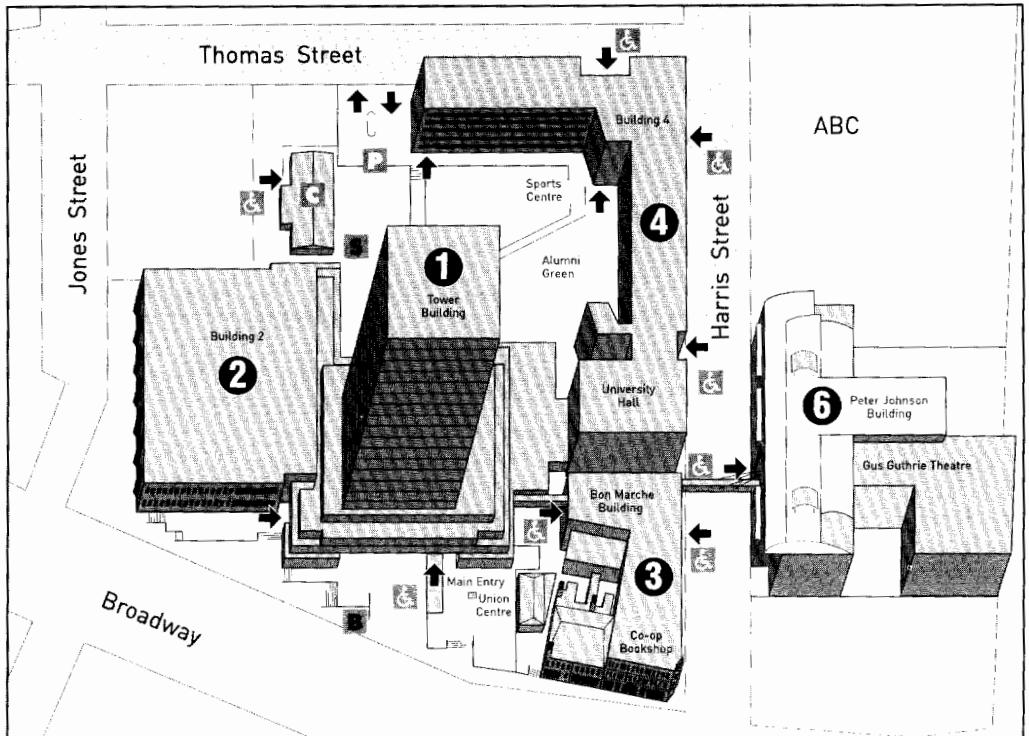
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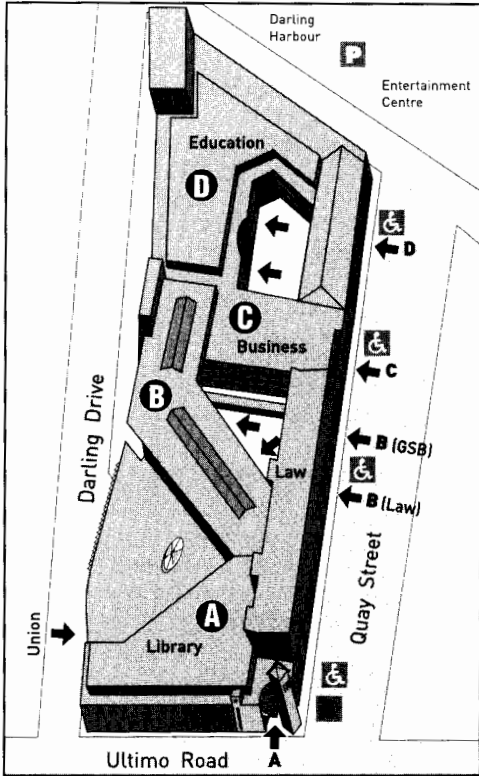
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- ♿ Disabled access
- 🚏 Main bus stop
- 🚐 UTS shuttle bus
- P Parking
- ① Building numbers
- G Child care

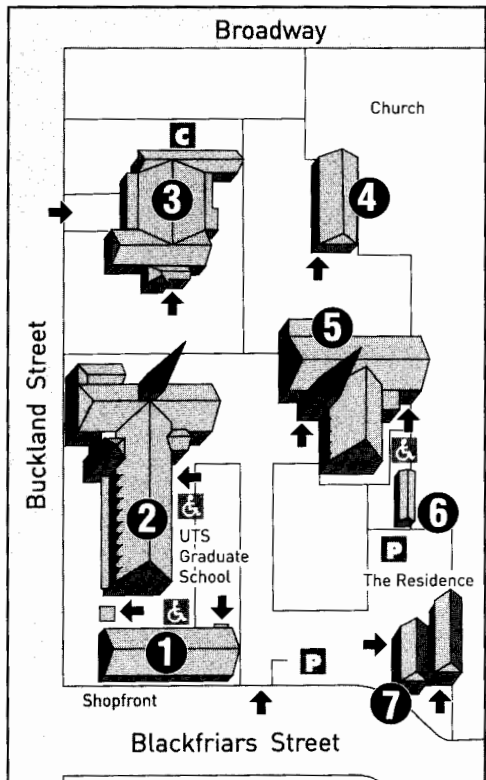
### Broadway



Haymarket



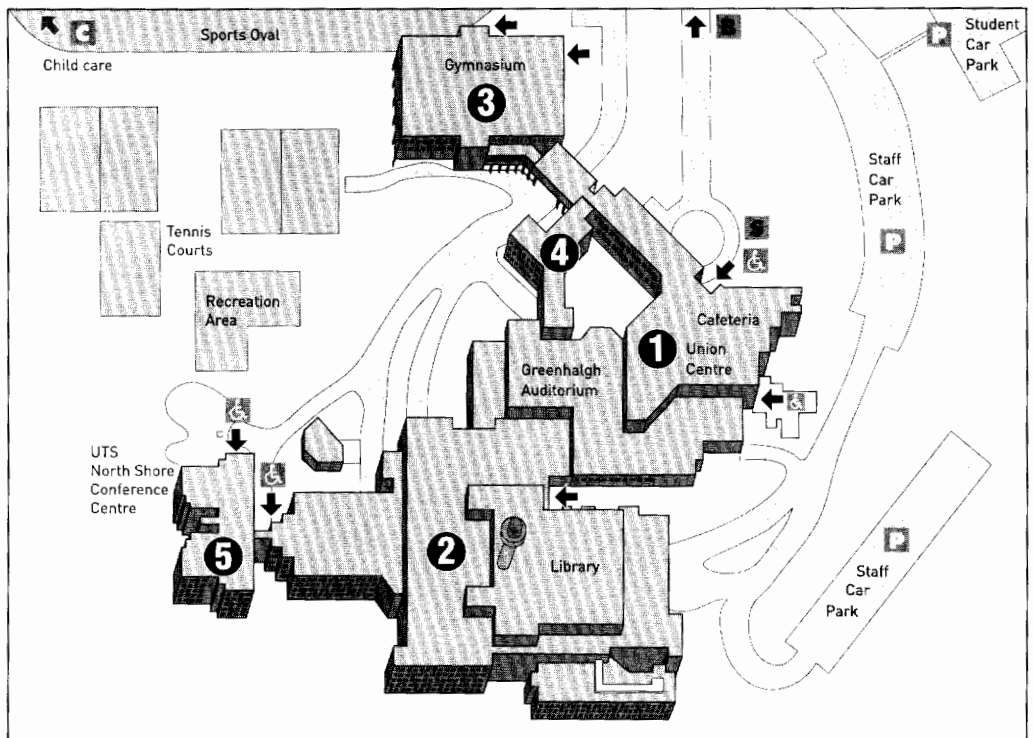
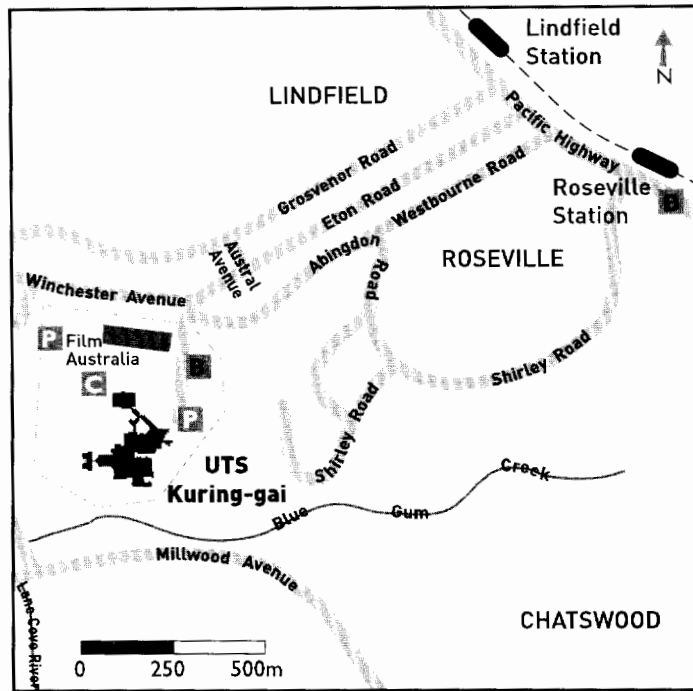
Blackfriars



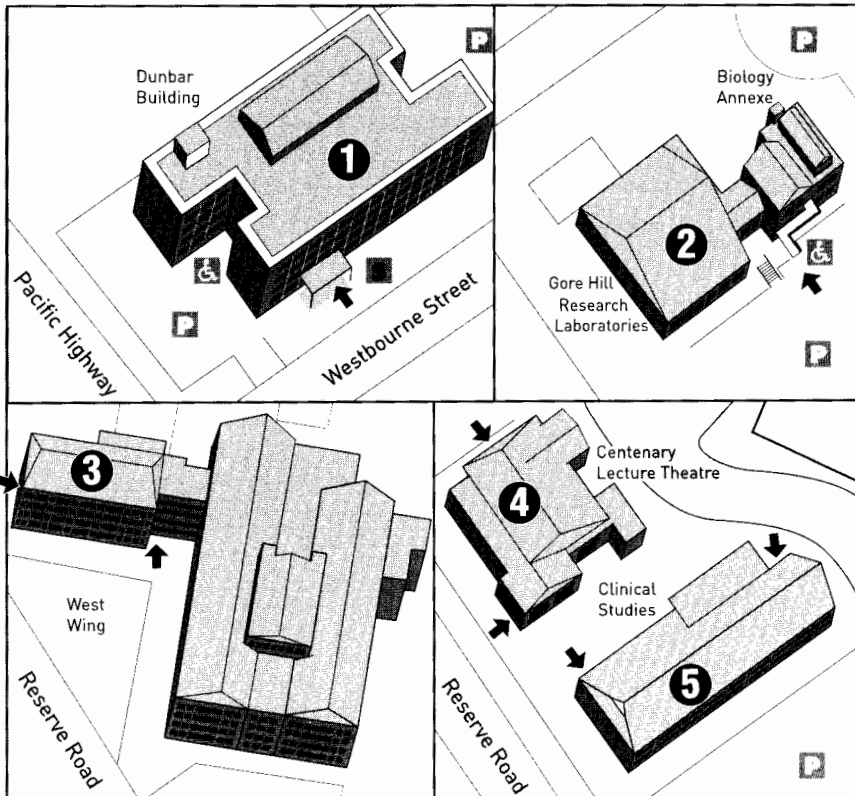
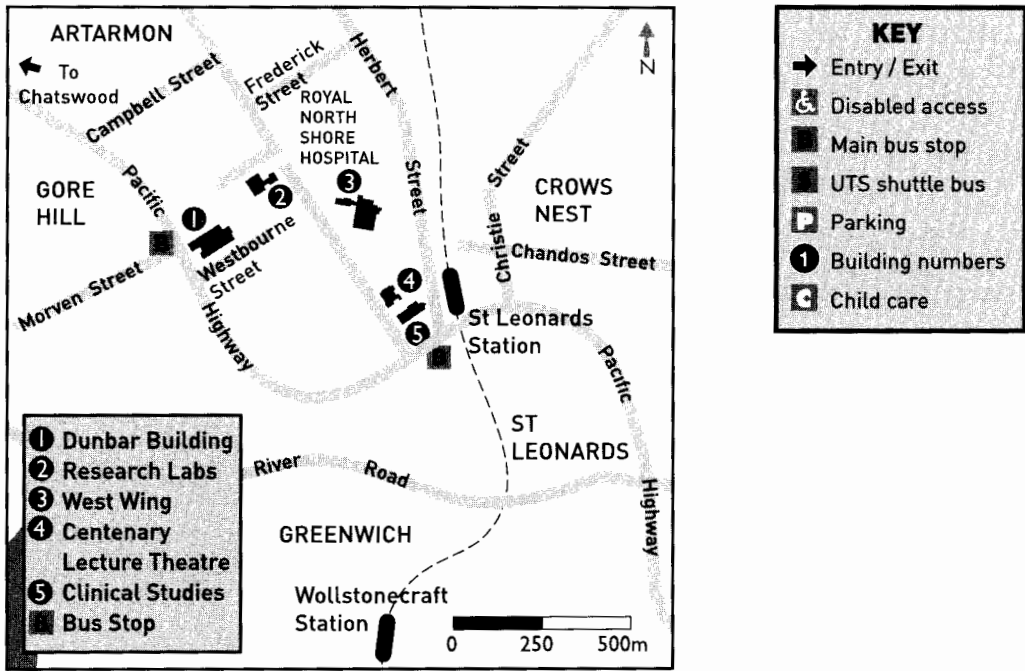
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### Kuring-gai campus



### St Leonards campus





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