



FACULTY OF BUSINESS

REVISED BACHELOR OF BUSINESS

TRANSITION GUIDELINES

September 1995

**Transition Guidelines apply to students enrolled in the
Bachelor of Business degree before Autumn Semester, 1996**



CONTENTS

	PAGE
Introduction - the Revised Bachelor of Business Degree	1
Structure of the Revised Degree	1
Transition to the Revised Degree	4
Transition Guidelines	4
Eligibility for Graduation	5
Further Information	5
Appendix 1. Subject Equivalence Tables	7
Appendix 2. Examples of Credit point Calculations for Transition Students	19
Appendix 3. Submajors	22

Introduction - the Revised Bachelor of Business Degree

A revised Bachelor of Business degree will be introduced in Autumn semester, 1996.

The structure of the revised degree is based on recommendations made by a Faculty Development Review. Since then Faculty staff and industry advisers have worked hard to develop the new curriculum, which was formally approved by Academic Board on September 6th, 1995. A similar range of subjects and credit points (144) will be retained in the revised program, however there will be greater flexibility, including a smaller core and a wider choice of majors and submajors than previously. The recognised **quality and vocational relevance** of the Pre '96 Degree will be maintained.

The revised program will prepare students for a career in accounting, banking, economics, finance, international business, management, marketing, tourism, or related professions. It seeks to provide students with the knowledge, competencies and values necessary for a fulfilling and effective career in these areas.

Foundation business studies are provided in the common core of the revised program and vocationally oriented studies are provided through a wide choice of majors. In addition, students have the opportunity to take a range of submajors and elective subjects from across the disciplinary areas of the University.

On completion of the degree, graduates will be expected to have well developed critical and analytical skills, be sufficiently flexible and adaptable to effectively cope with ongoing change, to understand professional business ethics, be able to function competently in the international business environment, and understand the role of business in the broad context of modern political, social and economic environments.

Structure of the Revised Degree

The structure of the revised degree comprises a common core, majors, submajors, and electives. This structure is shown in Figure 1.

The core contains twelve, four credit point subjects (48 credit points in total).

Majors comprise eight, six credit point subjects (48 credit points in total). The majors are in the areas of Accounting, Banking, Economics, Finance, International Business, Management, Marketing, and Tourism.

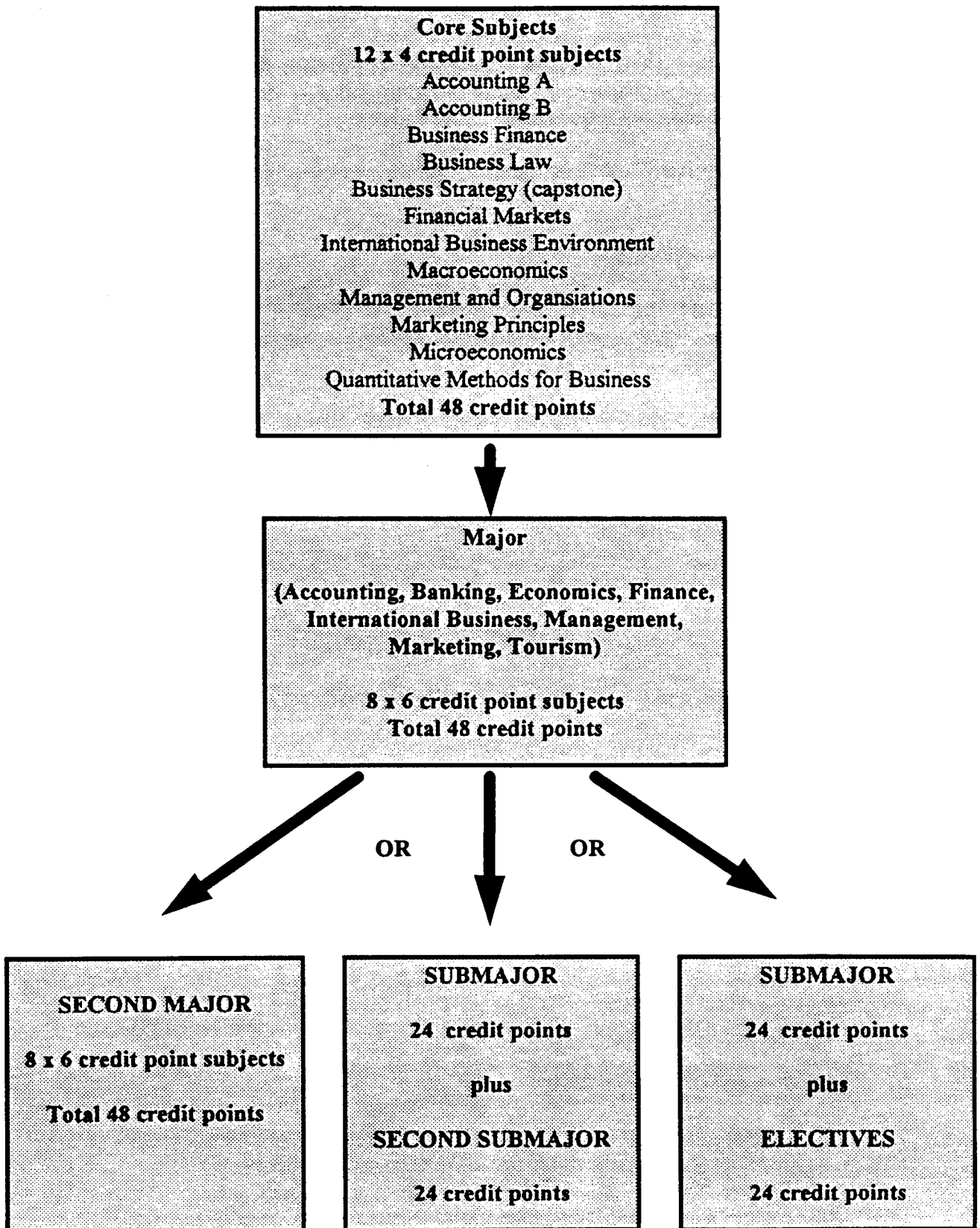
Submajors offered within the Faculty of Business comprise four, six credit point subjects (24 credit points in total). Where submajors are provided by other Faculties the number of subjects comprising a submajor may vary, however the total number of credit points will remain 24.

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

The total credit points required for completion of the degree is 144. The course may be completed by three years full time study, or six years part time.

Where there is an overlap between majors and submajors which enables students to meet the objectives of the relevant majors or submajors by taking less than the required credit points, students may substitute any subject offered by the Faculty of Business to make up the required credit points. Students will still be required to meet normal prerequisite conditions in choosing a substitute subject.

Figure 1 Revised Bachelor of Business Degree (144 credit points)



Transition to the Revised Degree

Approximately 2,000 current students will have the opportunity to complete the requirements of the Revised Degree, and in some cases the Pre '96 Degree, according to the Transition Guidelines outlined below. The Guidelines were approved by Faculty Board in September, 1995 to provide transition students with a range of opportunities to complete their program of studies and to meet the resource requirements of the Faculty.

Please read the Transition Guidelines carefully before planning your studies in 1996 and following years.

Some important points to note are:

- Only subjects forming part of the Revised Degree will be offered from the beginning of 1996 (4cp core, 6cp major). Pre '96 subjects will be offered for the last time during Summer School Jan - Feb, 1996.
- Transition students who have NOT commenced the study of a major at the end of Spring semester 1995 will be required to follow the Revised Degree Structure.
- Credit points relating to any subject remain those assigned at the time the subject was taken, regardless of deemed equivalences.

TRANSITION GUIDELINES

- Only subjects forming part of the Revised Degree will be offered from the beginning of 1996.
- Transition Students will be able to complete their degree under one of two transition Options:

Option A Complete the requirements of the Revised Degree Structure using a combination of completed Pre '96 subjects and new subjects in the Revised Degree.

OR

Option B Complete the requirements of the Pre '96 Degree Structure using a combination of completed Pre '96 subjects and new subjects in the Revised Degree

(See Figure 2 -Transition Options)

- Transition Students who have not commenced the study of a major as part of the Pre '96 Degree at the end of Spring semester, 1995 will be required to follow Option A.
- Equivalence tables have been developed between subjects in the Revised Degree and subjects in the Pre '96 Degree, for the core and all majors (see Appendix 1).

- Credit points relating to any subject will remain those assigned to the subject at the time it was completed, regardless of any deemed equivalence.

Eligibility for Graduation

Option A

- Transition students selecting Option A who have completed the requirements of the core, a major, and a submajor, and who have completed 144 credit points of study, may elect to graduate.
- Transition students selecting Option A who have completed the requirements of the core, a major, and a submajor, and who have completed 28 subjects of study¹, but less than 144 credit points, may elect to graduate.

Option B

- Transition students selecting Option B who have completed the requirements of the core and a major or combined major, and have completed 144 credit points of study, may elect to graduate.
- Transition students selecting Option B who have completed the requirements of the core and a major or combined major, and have completed 28 subjects of study, but less than 144 credit points, may elect to graduate.

Option C

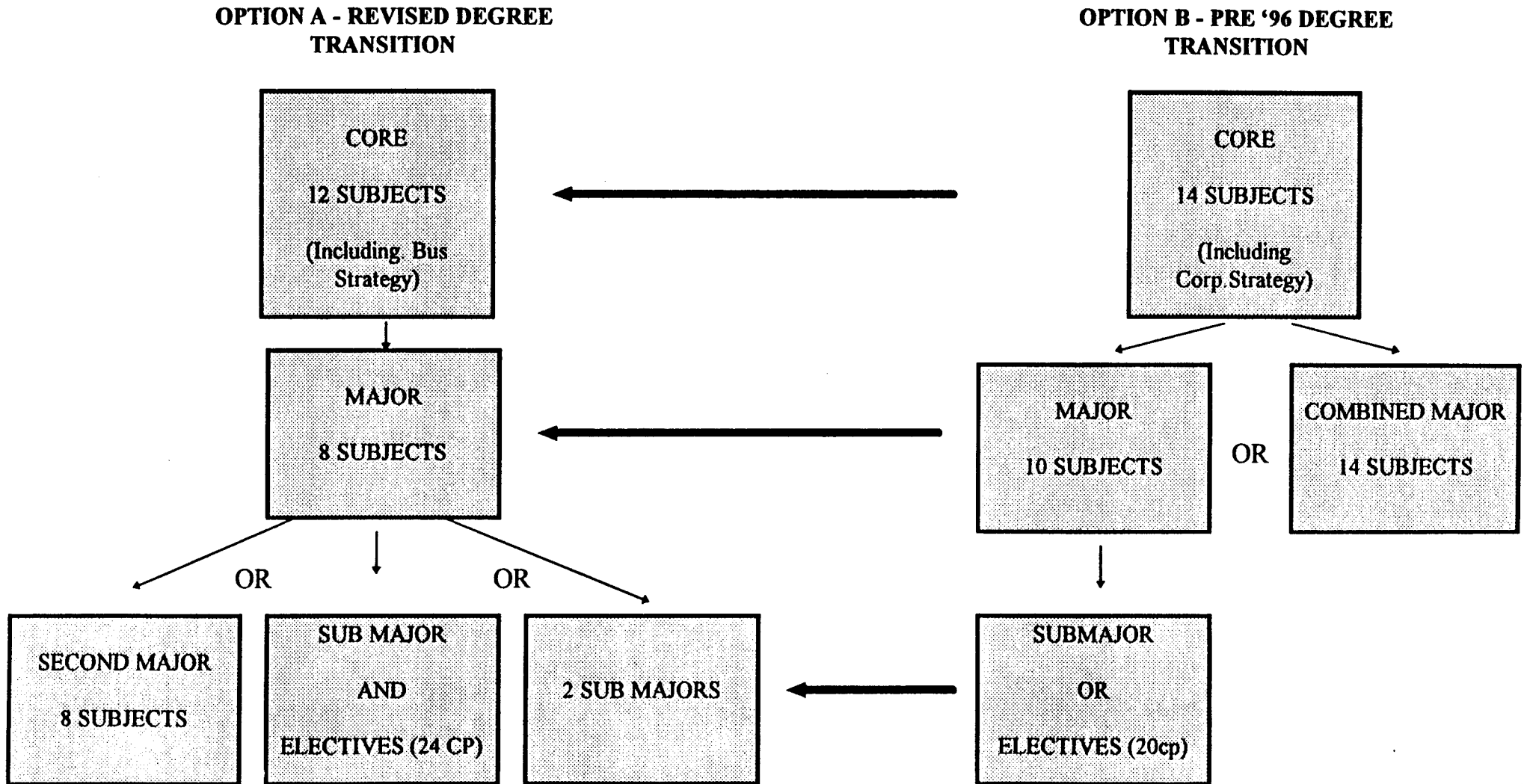
Transition Students who consider that they have met the requirements for graduation under relevant regulations applying at the time of first enrolment, and who have not met the requirements for graduation detailed in Option A or Option B, may apply in writing to the Associate Dean (Undergraduate Programs) for special consideration.

Further Information

Further information concerning Transition Procedures can be obtained from the Student Liaison Unit located in the Faculty of Business Offices on Markets and Kuring-gai campuses.

¹ This refers to those subjects approved as part of the Pre '96 Degree or the Revised Degree

FIGURE 2 TRANSITION OPTIONS*



* Transition options will be completed using a combination of Pre '96 subjects and New subjects

APPENDIX ONE

SUBJECT EQUIVALENCE TABLES

REVISED BACHELOR OF BUSINESS
SUBJECT EQUIVALENCE TABLES

Table of Contents

Core Subjects	9
Accounting Major	10
Banking Major	11
Economics Major	12
Finance Major	13
Finance and Economics Major	14
International Business Major	15
Management Major	16
Marketing Major	17
Tourism Major	18

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

CORE SUBJECTS

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	21125 Australian Business Environment	21125 International Business Environment	4
5	21130 Organisational Behaviour	21130 Management and Organisations	4
5	22105 Accounting A	22105 Accounting A	4
5	22115 Business Information Systems	22226 <i>Business Information Systems Design</i>	6
5	25110 Microeconomics	25110 Microeconomics	4
5	24105 Principles of Marketing	24105 Marketing Principles	4
5	79101 Law for Business	79658 Business Law	4
5	26122 Business Statistics	26122 Quantitative Methods for Business	4
5	22205 Accounting B	22205 Accounting B	4
5	25209 Macroeconomics	25209 Macroeconomics	4
5	21215 Mgt. and Communication Skills	21440 <i>Management Skills</i>	6
5	25308 Financial Institutions and Markets	25308 Financial Markets	4
5	25314 Business Finance 1	25314 Business Finance	4
9	21609 Corporate Strategy	21609 Business Strategy	4

Note: Subjects in italics do not form part of the core

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

ACCOUNTING MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	22320 Financial Accounting 1	22320 Accounting for Business Combinations	6
5	22420 Financial Accounting 2	22420 Accounting Standards and Regulations	6
5	22520 Financial Accounting 3	22520 Corp. Reporting: Prof. & Conc. Issues	6
5	22522 Auditing	22522 Auditing	6
5	79365 Company Law	79365 Company Law	6
5	79462 Revenue Law	79462 Revenue Law	6
5	79267 Commercial Law	<i>79659 Advanced Commercial Law</i>	6
5	22321 Management Accounting 1	22321 Cost Management Systems	6
5	22421 Management Accounting 2	22421 Managerial Decisions and Control	6
5	22521 Management Accounting 3	<i>22318 Contemporary Issues in Mgt. Acctg.</i>	6

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

BANKING MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	79366 Banking Law	79366 Banking Law	6
5	25406 Quant. Techniques for Fin. & Econ.	25406 Quant. Techniques for Fin. & Econ.	6
5	25409 Commercial Banking and Finance	25409 Commercial Bank Management	6
5	25410 Corp. Financial Statement Analysis	25410 Corporate Financial Analysis	6
5	25416 Economics of Money and Finance	25416 Economics of Money and Finance	6
5	25503 Invest. Analysis & Portfolio Mgt.	25503 Investment Analysis	6
5	25522 Bank Lending	25522 Bank Lending and Practice	6
5	25620 Advanced Financial Instruments	25620 Derivative Securities	6
5	25420 Applied Financial Management	<i>25420 Applied Financial Management</i>	6
5	25422 International Banking	<i>25421 International Financial Management</i>	6

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

ECONOMICS MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	25210 Microeconomic Policy	25210 Microeconomic Theory and Policy	6
5	25303 Industry Economics	25303 Industry Economics	6
5	25309 Macroeconomic Policy	25309 Macroeconomic Theory and Policy	6
5	25315 International Economics	25315 International Economics	6
5	25406 Quant. Techniques for Fin. & Econ.	25406 Quant. Techniques for Fin. & Econ.	6
5	25416 Economics of Money and Finance	25416 Economics of Money and Finance	6
5	25304 Asian/Australian Economic Relations	25304 Asian/Australian Economic Relations	6
5	25305 Labour Market Economics	25305 Labour Market Economics	6
5	25409 Commercial Banking and Finance	<i>25409 Commercial Bank Management</i>	6
5	25202 Business Forecasting	<i>Subject nominated by Head of School</i>	6

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

FINANCE MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	25406 Quant. Techniques for Fin. & Econ.	25406 Quant. Techniques for Fin. & Econ.	6
5	25410 Corp. Financial Statement and Analysis	25410 Corporate Financial Analysis	6
5	25421 International Financial Management	25421 International Financial Management	6
5	25503 Invest. Analysis and Portfolio Mgt.	25503 Investment Analysis	6
5	25621 Financing Decisions	25621 Fin. Decisions and Capital Market Thy.	6
5	25502 Current Issues in Finance	<i>Subject nominated by Head of School</i>	6
5	25506 Asset Pricing and Capital Market Stud.	25506 Capital Budgeting and Valuation	6
5	25605 Real Asset Inv. and Management	<i>Subject nominated by Head of School</i>	6
	Plus two of the following:		
5	25620 Advanced Financial Instruments	25620 Derivative Securities	6
5	25420 Applied Financial Instruments	25420 Applied Financial Management	6
5	25202 Business Forecasting	<i>Subject nominated by Head of School</i>	6
	Or:		
5	25606 Financial Time Series Analysis	<i>Subject nominated by Head of School</i>	6
5	25607 Securities Market Regulation	<i>Subject nominated by Head of School</i>	6
	Or:		
5	79366 Banking Law	<i>79366 Banking Law</i>	6
	Or:		
5	79462 Revenue Law	<i>79462 Revenue Law</i>	6

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

FINANCE AND ECONOMICS MAJOR
(NOT OFFERED IN REVISED DEGREE)

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	25202 Business Forecasting	<i>Subject nominated by Head of School</i>	6
	Or:		
5	25606 Financial Time Series Analysis	<i>Subject nominated by Head of School</i>	6
5	25210 Microeconomic Policy	<i>25210 Microeconomic Theory and Policy</i>	6
5	25309 Macroeconomic Policy	<i>25309 Macroeconomic Theory and Policy</i>	6
5	25406 Quant. Techniques for Fin. & Econ.	<i>25406 Quant. Techniques for Fin. & Econ.</i>	6
5	25421 International Financial Management	<i>25421 International Financial Management</i>	6
5	25420 Applied Financial Management	<i>25420 Applied Financial Management</i>	6
5	25416 Economics of Money and Finance	<i>25416 Economics of Money and Finance</i>	6
5	25503 Invest. Analysis and Portfolio Mgt.	<i>25503 Invest. Analysis and Portfolio Mgt.</i>	6
5	25620 Advanced Financial Instruments	<i>25620 Derivative Securities</i>	6
	Plus 1 of the following:		
5	25303 Industry Economics	<i>25303 Industry Economics</i>	6
5	25304 Asian/Australian Economic Relations	<i>25304 Asian/Australian Economic Relations</i>	6
5	25307 Public Finance	-	
5	25315 International Economics	<i>25315 International Economics</i>	6
5	25330 Applied Business Economics	-	

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

INTERNATIONAL BUSINESS MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	21591 International Management	21591 International Management	6
5	22240 International Accounting	22240 International Accounting	6
5	24220 International Marketing	24220 International Marketing	6
5	25421 International Financial Management	25421 International Financial Management	6
5	50520 Asian & Pacific Politics	<i>50520 Asian & Pacific Politics</i>	6
		Plus 3 of the following:	
5	24517 Contemporary Issues in Int. Marketing	24517 Contemporary Issues in Int. Marketing	6
5	25304 Asian/Australian Economic Relations	25304 Asian/Australian Economic Relations	6
5	25315 International Economics	25315 International Economics	6
5	79603 Int. Business Law and Regulation	79603 Int. Business Law and Regulation	6
5	-	21593 International Business and Government	6
5	<i>24607 International Marketing Mgt. Project</i>	24607 International Marketing Mgt. Project	6
5	<i>22309 Accounting. for Overseas Transactions</i>	22309 Accounting. for Overseas Transactions	6
5	<i>21306 Employment Relations</i>	21306 International Employment Relations	6
	-	21530 Global Strategy	6
	-	21531 Managing the Int. Organisation	6
6	<i>16751 International Real Estate</i>	16751 International Real Estate	6
		Or:	
5	Elective Subject with international focus	Elective Subject with international focus	6
		Plus capstone subject:	
	-	21532 Applied International Business	6
5	<i>24518 International Marketing Country Study</i>	24518 International Marketing Country Study	12
	-	21595 International Management Field Study	6

Note: Subjects in italics do not form part of the major

**REVISED BACHELOR OF BUSINESS
SUBJECT EQUIVALENCE TABLE**

MANAGEMENT MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	21131 Operations Management	21131 Business Process Management	6
5	21210 Business and Government	21210 Business, Government and Society	6
5	21221 Organisational Design and Change	21221 Organisational Structure and Change	6
5	21306 Employment Relations	21306 International Employment Relations	6
5	21630 Managing Strategic Change	21630 Managing the Strategy Process	6
5	<i>21215 Mgt. and Communication Skills</i>	21440 Management Skills	6
5	21321 Org. Diagnosis and Evaluation	21365 Analysing Management Thinking	6
5	<i>21591 International Management</i>	21591 International Management	6
	Plus one of following concentrations:		
	Business Management concentration		
5	79403 Law and the Manager	<i>79403 Law and the Manager</i>	6
5	21591 International Management	<i>21591 International Management</i>	6
5	24220 International Marketing	<i>24220 International Marketing</i>	6
5	21409 Entrepreneurship and Innovation	<i>21409 Entrepreneurship and Innovation</i>	6
24	Communication Studies concentration	<i>Communication sub-major</i>	24
	Human Resource Management concentration		
5	21430 Advanced Industrial Relations	<i>21430 Ent. Bargaining and Work. Reins.</i>	6
5	21407 Strategic Human Resource Mgt.	<i>21407 Strategic Human Resource Mgt.</i>	6
5	79270 Industrial and Labour Law	<i>79270 Industrial and Labour Law</i>	6
5	21408 Employment Relations Skills	<i>Subject nominated by Head of School</i>	6
24	Information Management concentration	<i>Inf. in Business sub-major</i>	24
20	Leisure Management concentration	<i>Leisure Management sub-major</i>	24
	Operations Management concentration		
5	21343 Quantitative Management	<i>Subject nominated by Head of School</i>	6
5	21311 Mgt. of Service Organisations	<i>21311 Strategic Supply Chain Management</i>	6
5	21410 Quality Management	<i>21410 Quality Management</i>	6
5	21430 Advanced Industrial Relations	<i>21430 Ent. Bargaining and Work. Reins.</i>	6
20	Sports Management concentration	<i>Sports Management sub-major</i>	24
20	Tourism Management concentration	<i>Tourism Management sub-major</i>	24
20	Trg. and Staff Development concentration	<i>Human Resource Dev. sub-major</i>	24

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

MARKETING MAJOR

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	24202 Buyer Behaviour	24202 Consumer Behaviour	6
5	24205 Business to Business Marketing	24205 Business Marketing	6
5	24210 Advertising Management	24210 Advertising and Promotions Mgt.	6
5	24415 Marketing Strategy	24415 Marketing Planning and Strategy	6
5	24220 International Marketing	24220 International Marketing	6
5	24309 Fundamentals of Marketing Research	24309 Introductory Marketing Research	6
5	24331 Marketing Decision Models	24331 Decision Models in Marketing	6
5	24330 Applied Marketing Research	24330 Applications of Marketing Research	6
5	24203 Quantitative Analysis in Marketing	<i>24203 Quantitative Analysis in Marketing</i>	6
5	79211 Law for Marketing Management	<i>79211 Law for Marketing Management</i>	6

Note: Subjects in italics do not form part of the major

REVISED BACHELOR OF BUSINESS

SUBJECT EQUIVALENCE TABLE

TOURISM MAJOR (NOT OFFERED IN PRE '96 DEGREE)

CP	PRE-1996 SUBJECTS	NEW SUBJECTS	CP
5	<i>27128 Tourism Systems</i>	27128 Introduction to Tourism Systems	6
5	<i>27648 The Tourism Industry</i>	27648 Tourism Industry	6
5	<i>27327 Tourism's Environmental Interactions</i>	27327 Tourism's Environmental Interactions	6
5	<i>27632 Tourist Behaviour</i>	27632 Introduction to Tourist Behaviour	6
5	<i>27631 Tourism Management</i>	27631 Tourism Services Management	6
5	<i>27523 Leisure and Tourism Planning</i>	27523 Leisure and Tourism Planning	6
5	<i>27642 Tourism Services Marketing</i>	27642 Tourism Services Marketing	6
	-	21555 Human Resource Management	6

Note: Subjects in italics do not form part of the major

APPENDIX TWO

EXAMPLES OF CREDIT POINT CALCULATIONS
FOR TRANSITION STUDENTS

Example 1 (Option A or B chosen)

27 Subjects completed Pre '96 Degree	(135)
1996 Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (28 subjects)</u>	<u>139</u>

Example 2a (Option B chosen).

13 core subjects and one major subject completed Pre '96 Degree	(70)
1996+ Complete 13 Equiv. Subjects Pre '96 Combined Major (needs total of 14 subjects for Pre '96 Combined major)	(78)
1996+ Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (28 subjects)</u>	<u>152</u>

This student could have also chosen Option A

Example 2b.(Option A chosen).

13 core subjects and one major subject completed Pre '96 Degree	(70)
Chooses Option A	
1996+ Complete 7 Subjects for Revised Major	(42)
1996+ Complete 4 Subjects for Revised Submajor	(24)
1996+ Complete one elective	(6)
1996+ Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (27 subjects)</u>	<u>146</u>

Example 3.(Option A)

13 core subjects completed Pre '96 Degree (must take Option A)	(65)
1996+ Complete 8 Subjects for Revised Major	(48)
1996+ Complete 4 Subjects for Revised Submajor	(24)
1996+ Complete one elective	(6)
1996+ Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (27 subjects)</u>	<u>147</u>

Example 4a.(Option A).

13 core subjects completed Pre '96 Degree	(65)
7 Major Subjects completed Pre '96 Degree Chooses Option A	(35)
1996+ Completes 1 Subject for Revised Major (needs total of 8 subjects for Revised major)	(6)
1996+ Complete 4 Subjects for a Revised Submajor	(24)
1996+ Completes 2 electives	(12)
1996+ Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (28 subjects)</u>	<u>146</u>

This student could have also chosen Option B

Example 4b.(Option B).

13 core subjects completed Pre '96 Degree	(65)
7 Major Subjects completed Pre '96 Degree Chooses Option B	(35)
1996+ Completes 3 Subjects for Pre '96 Major (needs total of 10 subjects for Pre '96 major)	(18)
1996+ Complete 4 Subjects for a Revised Submajor	(24)
1996+ Complete Business Strategy Revised Degree	(4)
<u>Total Credit Points (28 subjects)</u>	<u>146</u>

APPENDIX THREE

SUBMAJORS IN REVISED DEGREE (24CP)

(NOTE: AVAILABILITY OF SUBMAJORS WILL DEPEND ON
DEMAND AND CAMPUS)

SUBMAJORS

Faculty of Business

School of Accounting

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

School of Finance and Economics

Banking
Economics
Finance
Insurance

School of Management

Employment Relations
International Management
Management Practice
Small and Medium Enterprise Management
Strategic Management

School of Marketing

Advanced Advertising
Advanced Marketing Research
Business to Business Marketing
Information Management in Marketing
International Marketing
Introductory Advertising
Introductory Marketing

School of Leisure and Tourism Studies

Leisure Management
Sports Management
Tourism Management

Faculty of Design, Architecture and Building

Land Economics

Faculty of Education

Human Resource Development

Faculty of Humanities and Social Sciences

Communication
Information in Business
Women and Business

Faculty of Law and Legal Practice

Business Law
Insolvency Law
Taxation Law

Faculty of Mathematical and Computing Sciences

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

Faculty of Nursing

Health Services Management

Faculty of Science

Chemistry
Health Science

Institute of International Studies

International Studies
Specialist Country Studies

Cross Faculty Submajors

Aboriginal Studies

