Dear Student,

Welcome to the twinning program which leads to a Bachelor of Commerce from the University of Wollongong. The association between Shue Yan College and the Faculty of Commerce at the University of Wollongong has been in place since 1988. Since that time many students have graduated from our program we are very proud of the successes achieved by our students.

You are to be congratulated for your decision to enrol in this program. The education you will receive at both institutions is of a high quality. As you are already enrolled at Shue Yan College you will be aware of its reputation and the quality of the program you are undertaking there. However, you may not yet be fully aware of the University that you will enter when you have completed your studies at Shue Yan College.

In 2001 the University of Wollongong celebrated our 50th anniversary year. Whilst we have had many successes over the years, some of our most recent ones should be of interest to you. In the June, 2000 issue of *Asiaweek Magazine*, we were listed as one of Australia’s top ten universities. The *Good Universities Guide*’s University of the Year Award, which is the most prestigious in Australian higher education, was awarded to us for 2000-2001 for preparing our graduates for the e-World. We were also awarded Australia’s University of the Year for 1999-2000 for our outstanding research and development partnerships. No other Australian University in Australia has ever won these awards back-to-back.

In addition, *The Good Universities Guide*2002 and 2003 also awarded us the highest star rating of all Australian Universities (27 out of a possible 30) based on the overall educational experience we provide our students and for our graduate outcomes. This means that our students ranked our teaching of an extremely high quality and that they considered their degree program to be relevant to their career and academic goals. This quality and relevance of our degree program is highly recognised by employers. Our graduates have the highest employment rate of all the Commerce programs in Australian Universities, indicating the confidence of the business world in the relevance and quality of our degree program.

We look forward to welcoming you to our Australian Campus when you complete your studies at Shue Yan College. Within this booklet you will find answers to many of the questions you may have about the program you are enrolled in or questions about the University of Wollongong.

Yours sincerely,

Professor Don Lewis
Associate Dean (Education)
Faculty of Commerce
FREQUENTLY ASKED QUESTIONS

Q  How do I get enrolled in a Bachelor of Commerce at the University of Wollongong?

A  By enrolling in the twinning program between Shue Yan College and the University of Wollongong you will be accepted into the Bachelor of Commerce at the completion of your studies at Shue Yan College. You will still have to fill out an application form but this is to allow the University of Wollongong's administration to give you a student number and record your credits from Shue Yan College.

Q  Are there any special requirements before I enter into the degree program at the University of Wollongong?

A  Yes. Because all our classes are conducted in English it is important that you have a good grasp of English in order for you to perform your best in all of your subjects. You will have to take an IELTS test and pass it at the level required for university studies. If your English is under this score you will need to take some English language classes prior to commencing your Bachelor of Commerce studies at Wollongong.

Q  What happens if I fail one or two subjects at Shue Yan College?

A  Some of the subjects you are undertaking at Shue Yan College may not be required within your degree, for example LAW100, LAW210, are not compulsory subjects within most Commerce Major. If you do not get credit for one of these subjects and it is not required within your degree program then it may be possible for you to undertake another subject at the University of Wollongong in its place. If it is a compulsory subject then you will have to pass that subject at the University of Wollongong.

Q  Which Major in the Bachelor of Commerce would maximise the use of the credits I will gain at Shue Yan College?

A  The minimum number of credit points needed to gain a Bachelor of Commerce is 144. As you can see from the table of Majors, single Majors require only 48 credit points. Hence any single Major would maximise the use of your Shue Yan credits.

Q  How long should I expect to study in Australia?

A  A normal study load is 24 credit points a session. You could expect to complete your Bachelor of Commerce at Wollongong in two years if you are doing a single major or some double majors.

Q  Is there any way I can fast-track my study program?

A  Some Majors offer some subjects during Summer Session. If this is the case, it may be possible for you to fast-track your study program and complete your degree in less than two years. Another way is to complete elective subjects during Summer Session. Elective subjects are other subjects that are required to bring your total credit points up to a minimum of 144 credit points. These
elective subjects are chosen by you. You should note that a normal load during Summer Session is 12 credit points, and not the usual 24 credit points which is the normal load for Autumn and Spring sessions.

Q *Are there any special degree rules I should keep in mind when planning my study program?*

A Yes, there are several. The first one has already been mentioned, that is, it required a minimum of 144 credit points in order to obtain a Bachelor of Commerce. If your chosen Bachelor of Commerce Majors require more than 144 credit points then you must complete all of the subjects in order to graduate.

Another rule is that you cannot count any more than 72 credit points at 100 level towards your degree, so you must choose any elective subjects very carefully.

You should also note that you cannot count any more than 1/6th of the credit points required for your degree at the level of Pass Conceeded (PC) or Pass Restricted (PR). These are the lowest bands of passes falling between 45-49%. If you obtain either a PC or PR in a 300 level subject that is required for your Major, you must re-take that subject irrespective of whether you are under the 1/6th of credit points at that level or not. This is because you need to show clear passes in any major to the University, in order to uphold superior standards and in order to show your future employers who will want to ensure that you have a high level of specialist knowledge.

You should also keep in mind the system of prerequisites when planning your study program. Prerequisites are subjects that you have to pass before you can undertake study in subsequent subjects. In order to assist you to complete your degree as quickly as possible a study program will be designed for you by one of the academics when you enroll. If it is not possible for you to complete your degree in the minimum time because of prerequisite subject requirements, you may need to speak to the Head of the School that administers your Major to seek advice and perhaps to request a waiver of prerequisite.

Q *Can I work and study at the same time in Australia?*

A The visa that will be issued to you is a student visa. The Australian Government expects you to devote your time here to your university studies. Once you are in Australia you can apply for a limited work visa but you are still expected to enroll in at least 18 credit points a session.
ADVANCED STANDING FROM SHUE YAN COLLEGE INTO THE BACHELOR OF COMMERCE AT THE UNIVERSITY OF WOLLONGONG

SHUE YAN A LEVEL 1 YEAR

For all Majors

<table>
<thead>
<tr>
<th>Shue Yan Subject Number</th>
<th>University of Wollongong Subject Number</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT101D-2D</td>
<td>ACCY100 &amp; ACCY102</td>
<td>12</td>
</tr>
<tr>
<td>ECON101-2</td>
<td>ECON101 &amp; ECON111</td>
<td>12</td>
</tr>
<tr>
<td>BUSS 103-4</td>
<td>COMM121</td>
<td>6</td>
</tr>
<tr>
<td>LAW100+110G or LAW110</td>
<td>LAW100</td>
<td>6</td>
</tr>
<tr>
<td>LAW131-2</td>
<td>LAW210</td>
<td>6</td>
</tr>
<tr>
<td>BUSS233 or 234</td>
<td>MARK101</td>
<td>6</td>
</tr>
<tr>
<td>EDP101</td>
<td>BUSS110</td>
<td>6</td>
</tr>
<tr>
<td>BUSS211-2</td>
<td>MGMT110</td>
<td>6</td>
</tr>
</tbody>
</table>

NOTE: For students who wish to join either of the Australian Professional Accounting bodies after graduation only 48 credit points will be recognised for advanced standing.

SHUE YAN A LEVEL 2 YEAR PROGRAM

For all Majors

<table>
<thead>
<tr>
<th>Shue Yan Subject Number</th>
<th>University of Wollongong Subject Number</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT101D-2D + 203-4</td>
<td>ACCY100 &amp; ACCY102</td>
<td>12</td>
</tr>
<tr>
<td>ECON101-2 + 213-4</td>
<td>ECON101 &amp; ECON111</td>
<td>12</td>
</tr>
<tr>
<td>BUSS 103-4 + 221-2</td>
<td>COMM121</td>
<td>6</td>
</tr>
<tr>
<td>LAW100+110G or LAW110 + 141 (2 out of 3)</td>
<td>LAW100</td>
<td>6</td>
</tr>
<tr>
<td>LAW131-2</td>
<td>LAW210</td>
<td>6</td>
</tr>
<tr>
<td>BUSS233 or 234</td>
<td>MARK101</td>
<td>6</td>
</tr>
<tr>
<td>EDP101</td>
<td>BUSS110</td>
<td>6</td>
</tr>
<tr>
<td>BUSS211-2</td>
<td>MGMT110</td>
<td>6</td>
</tr>
</tbody>
</table>

NOTE: For students who wish to join either of the Australian Professional Accounting bodies after graduation only 48 credit points will be recognised for advanced standing.

In either case, you will need to pass these Shue Yan College subjects at a grade of D or better in order to get advanced standing for a subject at the University of Wollongong.
MAJORS AND MINORS

Each major in the Bachelor of Commerce requires 48 credit points and each minor requires 24 credit points as specified in the relevant schedules. The following rules apply:

1. Students must complete at least one major but may complete two if they wish. A single subject may count towards two different majors. However, such double counting can apply to only one, 6 credit point subject. Thus completing a second major will require completion of an additional 42 to 48 specified credit points. Where two or more subjects are common to two majors, the relevant Head of School will designate a replacement subject(s).

2. Students may complete one or two of the designated minors but the completion of a minor is not a degree requirement. A minor cannot be completed in the same discipline as the major; for example an Accountancy Major with an Accountancy Minor. A single subject may not count towards a major and minor or towards two minors; double counting is not permitted when completing a minor. Thus completing each minor will require an additional 24 specified credit points. Where one (or more) subject(s) is common to a major and a minor or to two different minors, the relevant Head of School will designate a replacement subject(s).

<table>
<thead>
<tr>
<th>Distribution of Credit Points</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Example</th>
<th>Single Major</th>
<th>Major &amp; Minor</th>
<th>Two Majors</th>
<th>Major &amp; Minors</th>
<th>Two Minors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core</td>
<td>48*</td>
<td>48*</td>
<td>48*</td>
<td>48*</td>
<td></td>
</tr>
<tr>
<td>Integrating Subject</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>Major or Majors</td>
<td>48</td>
<td>48</td>
<td>96</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>Minor of Minors</td>
<td>24</td>
<td>24</td>
<td></td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>Electives</td>
<td>42</td>
<td>18</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Credit Points</td>
<td>144</td>
<td>144</td>
<td>150**</td>
<td>150</td>
<td></td>
</tr>
</tbody>
</table>

*Shue Yan students will be given advanced standing for the core 48 credit points plus specified credit for LAW100 and LAW210 which may be used as electives. Students majoring in Business Law require LAW100 and LAW210 as compulsory subjects in that major.
The exception would be if students who wish to major in Accountancy or Applied Finance as the Accounting Professional Bodies will only recognise 48 credit points of advanced standing.

**May be reduced to 144 if a subject is common to both majors.
ACADEMIC PROGRAMS OFFERED WITHIN THE FACULTY OF COMMERCE AT THE UNIVERSITY OF WOLLONGONG

Majors
Accountancy
Applied Finance (Planning)
Business Information Systems
Business Law
Economics
Finance
Human Resource Management
International Business
Logistics
Management
Marketing

Minors
Accountancy
Business Information Systems
Business Law
Economics
Electronic Commerce
Finance
Human Resource Management
Industrial Relations
International Business
Logistics
Management
Marketing

Compulsory Core 48 credit points

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCY100</td>
<td>Accounting IA</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>ACCY102</td>
<td>Accounting IB</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS110</td>
<td>Introduction to Business Information Systems</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>COMM121</td>
<td>Quantitative Methods I</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>ECON101</td>
<td>Macroeconomic Essentials for Business</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>ECON111</td>
<td>Introductory Microeconomics</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>MARK101</td>
<td>Marketing Principles</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>MGMT110</td>
<td>Introduction to Management &amp; Employment Relations</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
</tbody>
</table>

Shue Yan Students are given advanced standing for these 8 subjects
<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM303</td>
<td>Development of Modern Business</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>COMM351</td>
<td>Business Ethics and Governance</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>COMM327</td>
<td>Business Innovation, Technology and Policy</td>
<td>6</td>
<td>Autumn/Spring</td>
</tr>
<tr>
<td>COMM328</td>
<td>Contemporary Issues in Commerce</td>
<td>6</td>
<td>Spring</td>
</tr>
</tbody>
</table>

### Compulsory Subjects Required to Complete a Major in the Bachelor of Commerce

#### Majors

**Accountancy**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCY201</td>
<td>Financial Accounting IIB</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>ACCY202</td>
<td>Financial Accounting IIA</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>ACCY211</td>
<td>Management Accounting II</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN221</td>
<td>Business Finance I</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>ACCY302</td>
<td>Financial Accounting III</td>
<td>12</td>
<td>Autumn</td>
</tr>
<tr>
<td>ACCY312</td>
<td>Management Accounting III</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>ACCY342</td>
<td>Advanced Auditing</td>
<td>6</td>
<td>Spring</td>
</tr>
</tbody>
</table>

Plus additional specified subjects (30 credit points) required for professional accreditation. LAW100, LAW210, ACCY231, LAW302 & LAW315

**Applied Finance (Planning)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCY228</td>
<td>Tax Planning</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>FIN221</td>
<td>Business Finance I</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN251</td>
<td>Introduction to Financial Planning</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN324</td>
<td>Financial Statement Analysis</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN327</td>
<td>Risk and Insurance</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>FIN328</td>
<td>Retirement and Estate Planning</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>FIN329</td>
<td>Real Estate Planning</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT215</td>
<td>Small Business Management</td>
<td>6</td>
<td>Autumn</td>
</tr>
</tbody>
</table>

Plus additional specified subjects (30 credit points) for professional accreditation. FIN223, FIN226, FIN323, LAW100 and LAW210

**Business Information Systems**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSS111</td>
<td>Business Programming I</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS212</td>
<td>Database Management Systems</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS311</td>
<td>Advanced Database Management Systems</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS318</td>
<td>Information Systems Project</td>
<td>6</td>
<td>Spring</td>
</tr>
</tbody>
</table>

Plus 24 credit points selected from

**Either:** System Analysis and Design Strand

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSS211</td>
<td>Requirements Determinations and System Analysis</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS218</td>
<td>Systems Design and Architecture</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS308</td>
<td>Computer Systems Management</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS316</td>
<td>Information Systems Development Methodologies</td>
<td>6</td>
<td>Spring</td>
</tr>
</tbody>
</table>

**Or** Information Systems Development Strand

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSS214</td>
<td>Business Programming II</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS215</td>
<td>Business Programming III</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS312</td>
<td>Distributed Information Systems</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS317</td>
<td>Business Programming IV</td>
<td>6</td>
<td>Spring</td>
</tr>
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</table>

Students require all subjects from both strands (72 credit points) for accreditation by the Australian Computer Society (ACS)

**Business Law**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>LAW100*</td>
<td>Law in Society*</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW210*</td>
<td>Contract Law*</td>
<td>6</td>
<td>Spring</td>
</tr>
</tbody>
</table>

Plus 36 credit points selected from:

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject Name</th>
<th>Credit</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>LAW302</td>
<td>Law of Business Organisations</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Credits</td>
<td>Semester</td>
</tr>
<tr>
<td>-------------</td>
<td>-----------------------------------------------------</td>
<td>---------</td>
<td>------------</td>
</tr>
<tr>
<td>LAW315</td>
<td>Taxation Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW316</td>
<td>Occupational Health and Safety Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW317</td>
<td>E-Commerce Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW321</td>
<td>Finance and Securities Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW330</td>
<td>Employment Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW331</td>
<td>Intellectual Property Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW332</td>
<td>Industrial Relations Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW333</td>
<td>Anti-Discrimination Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW348</td>
<td>Media Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW352</td>
<td>Advanced Taxation Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW360</td>
<td>Foreign Investment Law in the People’s Republic of China</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW364</td>
<td>Consumer Protection &amp; Business Regulation</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>ECON205</td>
<td>Macroeconomic Theory and Policy</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>ECON215</td>
<td>Microeconomic Theory and Policy</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>ECON222</td>
<td>Quantitative Methods II</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>ECON305</td>
<td>Economic Policy</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>ECON316</td>
<td>History of Economic Thought*</td>
<td>6</td>
<td>Autumn</td>
</tr>
</tbody>
</table>

Plus 18 credit points, 12 of which must be from 300 level Economics subjects and 6 from 200 or 300 level economics subjects

**FINANCE**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>ACCY202</td>
<td>Financial Accounting IIA</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN221</td>
<td>Business Finance I</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN223</td>
<td>Investments I</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>FIN322</td>
<td>Business Finance II</td>
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<td>Spring</td>
</tr>
<tr>
<td>FIN323</td>
<td>Investments II</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>FIN324</td>
<td>Financial Statement Analysis</td>
<td>6</td>
<td>Autumn</td>
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</table>

Plus at least one of the following

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Semester</th>
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</thead>
<tbody>
<tr>
<td>FIN226</td>
<td>Financial Institutions</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>FIN227</td>
<td>Finance in Small Business</td>
<td>6</td>
<td>Spring</td>
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Plus at least one of the following

<table>
<thead>
<tr>
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<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>FIN325</td>
<td>Banking Practice</td>
<td>6</td>
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<tr>
<td>FIN327</td>
<td>Risk and Insurance</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>FIN351</td>
<td>International Business Finance</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>FIN352</td>
<td>Critical Perspectives on Finance</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>ECON331</td>
<td>Financial Economics</td>
<td>6</td>
<td>Spring</td>
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**HUMAN RESOURCE MANAGEMENT**

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
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<th>Semester</th>
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<tbody>
<tr>
<td>MGMT201</td>
<td>Organisational Behaviour</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT205</td>
<td>Recruitment and Selection</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT206</td>
<td>Managing Human Resources</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT220</td>
<td>Organisational Analysis</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT311</td>
<td>Management of Change</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT314</td>
<td>Strategic Management</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT321</td>
<td>Management of Occupational Health and Safety</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT322</td>
<td>Training and Development</td>
<td>6</td>
<td>Autumn</td>
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**INTERNATIONAL BUSINESS**

<table>
<thead>
<tr>
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<th>Course Title</th>
<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>ECON216</td>
<td>International Trade Theory and Policy</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>ECON251</td>
<td>Industry &amp; Trade in South East Asia</td>
<td>6</td>
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<td>FIN241</td>
<td>International Financial Management</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT301</td>
<td>Managing Across Cultures</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT314</td>
<td>Strategic Management</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT341</td>
<td>International and Comparative Employment Relations</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MARK343</td>
<td>International Marketing</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT389</td>
<td>International Business Management</td>
<td>6</td>
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### LOGISTICS

<table>
<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>ECON230</td>
<td>Quantitative Analysis for Decision Making</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>ECON332</td>
<td>Managerial Economics and Operations Research</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT200</td>
<td>Managerial and Electronic Business</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT255</td>
<td>Inventory Management</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT309</td>
<td>Supply Change Management</td>
<td>6</td>
<td>Spring</td>
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<td>MGMT316</td>
<td>Operations Management</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT328</td>
<td>Transport Logistics Management</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT332</td>
<td>Enterprise and Innovation</td>
<td>6</td>
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### MANAGEMENT

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
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<tbody>
<tr>
<td>MGMT102</td>
<td>Business Communications</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT201</td>
<td>Organisational Behaviour</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT206</td>
<td>Managing Human Resources</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT220</td>
<td>Organisational Studies</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT311</td>
<td>Management of Change</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT314</td>
<td>Strategic Management</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT316</td>
<td>Operations Management</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT350</td>
<td>Quality Management</td>
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### MARKETING

<table>
<thead>
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<th>Subject</th>
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<tbody>
<tr>
<td>MARK217</td>
<td>Consumer Behaviour</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MARK239</td>
<td>Information for Marketing Decisions</td>
<td>6</td>
<td>Spring</td>
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<td>MARK270</td>
<td>Services Marketing</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MARK301</td>
<td>Marketing on the Internet</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MARK319</td>
<td>Applied Marketing Research</td>
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<td>MARK333</td>
<td>Advertising &amp; Promotions Strategy</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MARK343</td>
<td>International Marketing</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MARK344</td>
<td>Marketing Strategy</td>
<td>6</td>
<td>Spring</td>
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### MINORS

PLEASE NOTE: Students can only enrol in subjects for which the prerequisite has been met.

### ACCOUNTANCY

24 Credit Points selected from 200 and 300 level ACCY subjects:

### BUSINESS INFORMATION SYSTEMS

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>BUSS111</td>
<td>Business Programming I</td>
<td>6</td>
<td>Spring</td>
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**Plus for the strand in Analysis and Design**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>BUSS211</td>
<td>Requirements Determination and Systems Analysis</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS218</td>
<td>Systems Design and Architecture</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS316</td>
<td>Information Systems Development Methodologies</td>
<td>6</td>
<td>Spring</td>
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</table>

**OR for the strand in Data Management**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>BUSS212</td>
<td>Database Management Systems</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>BUSS308</td>
<td>Computer Systems Management</td>
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<td>Spring</td>
</tr>
<tr>
<td>BUSS311</td>
<td>Advanced Database Management Systems</td>
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<td>Autumn</td>
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</table>

**OR for the strand in Systems Development**

<table>
<thead>
<tr>
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<th>Subject</th>
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<th>Session</th>
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<tbody>
<tr>
<td>BUSS214</td>
<td>Business Programming II</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>BUSS215</td>
<td>Business Programming III</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>BUSS317</td>
<td>Business Programming IV</td>
<td>6</td>
<td>Spring</td>
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### BUSINESS LAW

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
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<tbody>
<tr>
<td>LAW100</td>
<td>Law in Society</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Credits</td>
<td>Semester</td>
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<tr>
<td>LAW210</td>
<td>Contract Law</td>
<td>6</td>
<td>Spring</td>
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<td><strong>Plus 12 credit points selected from:</strong></td>
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<tr>
<td>LAW302</td>
<td>Law of Business Organisations</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>LAW315</td>
<td>Taxation Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW316</td>
<td>Occupational Health and Safety Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW317</td>
<td>E-Commerce Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW321</td>
<td>Finance and Securities Law</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>LAW330</td>
<td>Employment Law</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>LAW331</td>
<td>Intellectual Property Law</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>LAW332</td>
<td>Industrial Relations Law</td>
<td>6</td>
<td>Spring</td>
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<td>LAW335</td>
<td>Anti-Discrimination Law</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>LAW348</td>
<td>Media Law</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>LAW352</td>
<td>Advanced Taxation Law</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>LAW360</td>
<td>Foreign Investment Law in the People’s Republic of China</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>LAW364</td>
<td>Consumer Protection &amp; Business Regulation</td>
<td>6</td>
<td>Autumn</td>
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**ECONOMICS**

Either

<table>
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<th>Course Title</th>
<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>ECON205</td>
<td>Macroeconomic Theory and Policy</td>
<td>6</td>
<td>Spring</td>
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Or

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>ECON215</td>
<td>Microeconomic Theory and Policy</td>
<td>6</td>
<td>Autumn</td>
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**Plus 18 credit points consisting of Two 300 level ECON subjects and one 200 or 300 level ECON subject**

**ELECTRONIC COMMERCE**

**24 Credit points selected from:**

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<tr>
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<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>ECON319</td>
<td>Electronic Commerce and Economics of Business</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>FIN 353</td>
<td>Global Electronic Finance</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MARK301</td>
<td>Marketing on the Internet</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT200</td>
<td>Management and Electronic Commerce</td>
<td>6</td>
<td>Spring</td>
</tr>
<tr>
<td>MGMT300</td>
<td>Innovation and E Commerce</td>
<td>6</td>
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**FINANCE**

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<tr>
<td>FIN221</td>
<td>Business Finance I</td>
<td>6</td>
<td>Autumn</td>
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**Plus 18 Credit Points selected from 200 & 300 level FIN subjects**

**HUMAN RESOURCE MANAGEMENT**

Any four (4) of the following

<table>
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<th>Credits</th>
<th>Semester</th>
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<tbody>
<tr>
<td>MGMT201</td>
<td>Organisational Behaviour</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT205</td>
<td>Recruitment and Selection</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT206</td>
<td>Managing Human Resources</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT220</td>
<td>Organisational Studies</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT311</td>
<td>Management of Change</td>
<td>6</td>
<td>Autumn/Spring</td>
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<tr>
<td>MGMT314</td>
<td>Strategic Management</td>
<td>6</td>
<td>Autumn</td>
</tr>
<tr>
<td>MGMT321</td>
<td>Occupational Health and Safety Management</td>
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<td>Spring</td>
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<tr>
<td>MGMT322</td>
<td>Training and Development</td>
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<td>Spring</td>
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**INDUSTRIAL RELATIONS**

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<td>COMM100</td>
<td>Employment Relations</td>
<td>6</td>
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<td>MGMT240</td>
<td>Industrial Relations B: Wage Determination</td>
<td>6</td>
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<td>MGMT342</td>
<td>Research Topics in Industrial Relations</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td>MGMT352</td>
<td>Negotiation, Advocacy &amp; Bargaining</td>
<td>6</td>
<td>Spring</td>
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**INTERNATIONAL BUSINESS**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>ECON216</td>
<td>International Trade Theory &amp; Policy</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>FIN241</td>
<td>International Financial Management</td>
<td>6</td>
<td>Autumn</td>
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<td>MGMT341</td>
<td>International &amp; Comparative Employment Relations</td>
<td>6</td>
<td>Autumn</td>
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<tr>
<td><strong>OR</strong></td>
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<tr>
<td>MARK343</td>
<td>International Marketing</td>
<td>6</td>
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</tr>
<tr>
<td>Course Code</td>
<td>Course Title</td>
<td>Credit Points</td>
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<td>MGMT255</td>
<td>Inventory Management</td>
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<td>MGMT309</td>
<td>Supply Chain Management</td>
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<td>Spring</td>
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<td>MGMT316</td>
<td>Operations Management</td>
<td>6</td>
<td>Spring</td>
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<tr>
<td>MGMT328</td>
<td>Transport Logistics Management</td>
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<td>Autumn</td>
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**LOGISTICS**

**MANAGEMENT**

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<th>Course Title</th>
<th>Credit Points</th>
<th>Semester</th>
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<tbody>
<tr>
<td>MGMT102</td>
<td>Business Communications</td>
<td>6</td>
<td>Autumn</td>
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*Plus 18 credit points selected from 200 or 300 level MGMT subjects*

**MARKETING**

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>24 Credit points selected from 200 and 300 level MARK subjects</td>
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</tr>
</tbody>
</table>
SCHOOL OF ACCOUNTING AND FINANCE
ACCOUNTING
SUBJECT DESCRIPTIONS

ACCY100  Accounting IA
Exclusions: ACCY190, ACCY101, ACCY108
Subject Description: Accounting IA is an introduction to the processes of accounting and financial management and is concerned with money, records of money, calculations of income and wealth; financial decision making; the information that can be provided by an accounting system as a basis for decision making and the techniques of processing such information.

ACCY102  Accounting IB
Pre-requisites: ACCY100 or ACCY108
Exclusions: ACCY190, ACCY101, ACCY109
Subject Description: Accounting IB builds on the understanding of accounting developed in Accounting IA. It examines financial measures of business activities and the systems that enable the measures to be recorded and then reported and communicated to the various stakeholders of entities such as owners (including partners and shareholders), providers of credit (lenders and creditors), management as well as other interested parties.

ACCY201  Financial Accounting IIB
Pre-requisites: ACCY202
Subject Description: External financial reporting applied to companies and groups of companies, including an introduction to accounting standards.

ACCY202  Financial Accounting IIA
Pre-requisites: ACCY101, ACCY190, or ACCY100 and ACCY102, or ACCY108 and ACCY109
Exclusions: ACCY292
Subject Description: Financial statements, including cash flow statements, for different types of entities including accounting by divisions or segments; an introduction to financial accounting theory and basic auditing concepts.

ACCY211  Management Accounting II
Pre-requisites: ACCY101, ACCY190 or ACCY100 and ACCY102, or ACCY108 and ACCY109
Exclusions: ACCY212
Subject Description: The design, production and use of accounting and other quantitative information in the planning and control of organisations, including management of the production function, decentralised organisations, derivation of cost relationships and statistical control of costs.

ACCY228  Tax Planning
Pre-requisites: ACCY221 or FIN221 and FIN251
Subject Description: The subject will provide an overview of the procedures and theory of planning for the optimum level of taxation for an individual and/or business at different stages in life. Optimal tax planning changes from the intense early years where income is rising and investments are made through to retirement where income is minimal and investments start to be realized.

ACCY231  Information Systems in Accounting
Pre-requisites: ACCY101, ACCY190, or ACCY100 and ACCY102, or ACCY108 and ACCY109
Subject Description: Management information systems, including data collection and processing, internal control and internal reporting. System design and computer applications.

ACCY302  Financial Accounting III
Pre-requisites: ACCY201
Subject Description: Advanced aspects of financial accounting and external reporting with particular reference to developments in accounting theory and professional standards, including critical evaluation and comparison of various financial accounting theories.

ACCY312  Management Accounting III
Pre-requisites: ACCY211
Subject Description: An advanced treatment of management accounting theory and its relationship to decision theory, including model building and use, cost prediction, pricing decisions, and the behavioural dimensions of management accounting.
ACCY332 Advanced Information Systems in Accounting  
**Pre-requisite:** ACCY231  
**Subject Description:** Advanced aspects of communication and information theory, system evaluation, design, implementation and management, accounting and associated computer applications.

ACCY335 Systems Analysis and Design in Accounting and Finance  
**Pre-requisite:** ACCY231  
**Subject Description:** Characteristics of well-designed systems. Concepts underlying systems analysis and design. Standard tools and techniques used in systems analysis and design. Specific problem areas in systems analysis and design as depicted in selected case studies. A supervised project in designing a small business system.

ACCY342 Advanced Auditing  
**Pre-requisites:** ACCY201 or ACCY202  
**Subject Description:** Advanced aspects of auditing, including auditing standards and responsibilities, problems of valuation and verification, organisation and application to various forms of accounting systems including computer systems, and investigations.

ACCY352 Critical Perspectives on Finance  
**Pre-requisites:** ACCY221 or FIN221 and 12 additional cp from Schedule C-9  
**Exclusion:** ACCY352  
**Subject Description:** This subject approaches finance unconstrained by the strict neo-classical economic assumptions. It examines the behavioural, social, critical, historical and philosophical aspects of finance. It approaches real world problems of finance in practice and theory. An interdisciplinary approach is adopted, drawing on concepts and work in those disciplines which directly bear on the behavioural and social environments.

ACCY353 Global Electronic Finance  
**Pre-requisites:** ACCY221 or FIN221  
**Exclusion:** ACCY353  
**Subject Description:** This subject will provide a hands-on practical training and development of some of the theoretical and professional issues of Internet based technologies that enable and support global electronic finance. The focus will be on the application of leading edge Internet-based (client server) technologies in the design and implementation processes of Electronic Trading applications. Some of the leading implementations of Electronic Trading Systems, such as: the Australian Stock Exchange (ASX) and the New York Stock Exchange (NYSE) will.

ACCY368 Insolvencies  
**Subject Description:** Accounting and legal aspects of corporate and non-corporate insolvencies including bankruptcies, liquidations, receiverships, alteration of capital, reconstruction, amalgamation and takeovers.

ACCY372 Topics in Accounting History  
**Pre-requisites:** ACCY201 or ACCY202  
**Subject Description:** Topics in the history and development of accounting thought.

ACCY380 Accounting For Information Technology  
**Pre-requisites:** IACT301, ITAC301  
**Exclusions:** ACCY901, ACCY101, ACCY190 or ACCY100 and ACCY102, or ACCY108 and ACCY109  
**Subject Description:** An introduction to accounting with special emphasis on the design, interpretation and utilisation of the major types of reports and analyses prepared by accountants for the decision making process.

FINANCE  
SUBJECT DESCRIPTIONS

FIN221 Business Finance I  
**Pre-requisites:** ACCY101, ACCY190, or ACCY100 and ACCY102, or ACCY108 and ACCY109  
**Exclusions:** ACCY221  
**Subject Description:** An introduction to financial markets and corporate valuation, and a critical examination of the theory and practice of corporate financial management, including the capital structure decision, the capital acquisition/disbursement decision, and the investment decision.
FIN223 Investment I
Pre-requisites: ACCY221 or FIN221
Exclusions: ACCY223
Subject Description: An introduction to modern portfolio theory and capital asset pricing. The first part of the course develops asset pricing and investment market behaviour models. It then examines the relevant empirical tests and applies the models to the problem of measuring risk, market efficiency and portfolio performance; followed by a study of investment management in the social and economic contexts. This part emphasises the role of capital asset markets, interest rates and bonds in financial management.

FIN226 Financial Institutions
Pre-requisites: ACCY221 or FIN221 and ECON111
Exclusions: ACCY226
Subject Description: This subject covers the history and development of financial institutions and their current role in financial markets and the economy. A distinction is made between financial intermediaries and financial agents. The subject is presented with an Australian/Asian focus. It emphasises an analysis of the interaction between financial institutions within the two regions.

FIN227 Finance in Small Business
Pre-requisites: ACCY221 OR FIN227
Exclusions: ACCY227
Subject Description: The focus of this subject is financial management in small firms in an environment of market imperfections which may adversely affect such organisations. Issues to be discussed include valuation, performance measurement, the 'finance gap' and franchising. The need to modify traditional finance theory when applied to small firms is emphasised.

FIN241 International Financial Management
Pre-requisites: ACCY101, ACCY190, or ACCY100 & ACCY102, or ACCY108 and ACCY109
Exclusions: ACCY221 or FIN221 and ACCY241
Subject Description: International Financial Management is designed to give students an appreciation of and expertise in the use of financial tools in an international context. The subject will cover the techniques of finance and will then relate them to international financial institutions and practices. Throughout the course students will learn to evaluate risk and expected return from international investment markets.

FIN251 Introduction to Financial Planning
Pre-requisites: ACCY101, ACCY190 OR ACCY100 and ACCY102, or ACCY108 and ACCY109
Subject Description: This subject introduces students to the role of the financial planner. The material covered includes an overview of the financial products available to clients, methods to assess clients needs and risk profiles. Financial planning in Australia is subject to particular codes of conduct. These industry standards are the regulatory environment that governs the operation of such advisory services are also presented.

FIN322 Business Finance II
Pre-requisites: ACCY221 or FIN221
Exclusions: ACCY322
Subject Description: Advanced aspects of financial management of corporate resource allocations with an emphasis on issues in financial planning and strategy. Topics will include the impact of increasing complexity in the business environment upon financial decisions, the development and use of financial planning models, the costs and benefits of mergers/takeovers and aspects of international financial management.

FIN323 Investments II
Pre-requisites: ACCY223 or FIN223
Exclusions: ACCY323
Subject Description: This subject examines selected issues in the modern theory of optimal investment decision-making, portfolio theory, capital and derivative markets. The course explores areas including market efficiency, models in valuing portfolios (CAPM, APT, and Factor models) and securities, bond analysis, portfolio management and performance evaluation. A special emphasis will be given to examining the properties of these derivative securities which are commonly encountered in practice.
FIN324  Financial Statement Analysis  
**Pre-requisites:** ACCY202 and ACCY221 or FIN221  
**Exclusions:** ACCY324  
**Subject Description:** This subject develops knowledge and skills in the principles and techniques of analysis of accounting information contained in financial statements. The emphasis is on practical application of these skills at an advanced level. Students will undertake a major project which will utilise and extend the skills and knowledge gained during the course. The subject will involve an exploration of the many and varied sources of information used in developing financial analyses of firms (companies and other entities).

FIN325  Banking Practice  
**Pre-requisites:** ACCY221 or FIN221  
**Exclusions:** ACCY325  
**Subject Description:** Banking Practice is a comprehensive subject in banking that integrates with both the finance and accounting Majors. It combines information on management practices and operations of banks. The subject involves in depth discussions and analysis of banking practices within the Australian and international framework.

FIN327  Risk and Insurance  
**Pre-requisites:** ACCY221 or FIN221  
**Exclusions:** ACCY327  
**Subject Description:** The subject deals with the concepts and technical analysis of risk, risk attitudes and insurance. The content covers protection against portfolio, financial and corporate risk that are part of various types of investment decisions. The analysis covers risk insurance in relation to share portfolio protection, hedging against currency exchange rate movements and loan interest movements.

FIN328  Retirement and Estate Planning  
**Pre-requisites:** ACCY221 or FIN221 and FIN251  
**Subject Description:** The subject will provide an overview of the procedures and theory of retirement and estate planning. It will discuss the goals and objectives of retirement planning with a view to maximization of the benefits accruing to the retiree. The subject will also provide a comprehensive overview of superannuation and the implications of superannuation strategies.

FIN329  Real Estate Planning  
**Pre-requisite:** ACCY221 or FIN221 and FIN251  
**Subject Description:** Real Estate planning focuses on the criteria involved in property planning. The subject entails comprehensive discussions on issues such as the financial (underwriting) of residential, commercial and income properties, proposed projects, real estate capital markets and securities, legal aspects of real estate planning, the various types of mortgage available, residential financial analysis, the various types of risks involved and the disposition and renovation of real estate.

FIN351  International Business Finance  
**Pre-requisites:** ACCY221 or FIN221  
**Exclusion:** ACCY351  
**Subject Description:** This subject analyses financial markets in the international sphere, concentrating on the Australian/Asian regions. The subject explores the concepts and relationships linking international financial markets within the region and the operation of Australian firms in those markets. An introduction to international finance markets theory covers such issues as de-regulation of Australian banking and the Eurofinance market, the pricing of foreign exchange, the international financing decision, foreign exchange and interest rate risk management.

FIN359  Selected Issues in Finance  
**Pre-requisites:** ACCY221 or FIN221  
**Exclusion:** ACCY359  
**Subject Description:** The subject will examine selected topics in the areas of finance and/or investments. Subjects examined will be topical issues and problem areas in the disciplines and will change from year to year.
SCHOOL OF ECONOMICS AND INFORMATION SYSTEMS
BUSINESS INFORMATION SYSTEMS
SUBJECT DESCRIPTIONS

BUSS102 Computer Systems I
Subject Description: As an introduction to the fundamentals of computers, this unit studies the principle of operation and the functional components of a modern computer system. It provides a framework to examine the interrelation between hardware and systems and application software, and the current trends in computer technology.

BUSS110 Introduction to Business Information Systems
Co-requisites: Not to count with CSCI101.
Subject Description: This subject examines the roles of information systems in a modern organisation. Topics covered include: computer hardware, systems software and networks, operating systems/productivity tools, standard business systems, file/data management, processes and modelling techniques used in computer systems development, information systems for management and decision support, security and privacy issues. The practical component includes using the internet, word processing, spreadsheets and database systems.

BUSS111 Business Programming I
Co-requisites: Not to count with CSCI111
Subject Description: As an introduction to the fundamentals of programming, this subject aims to develop an understanding of the basic principles of programming, fundamental concepts of data types and simple data structures, as well as to develop skills in the design or well structured solution algorithms to a range of simple classical business computing problems.

BUSS201 User-Centred Business Programming
Pre-requisites: BUSS111 or CSCI111
Subject Description: The broad aim of this subject is to provide students with an in-depth knowledge of user-centred application design using various visual programming concepts and techniques. The subject will provide students with the opportunity to understand and use the principles of user-centered design and computer-user interface design with visual programming tools and techniques and to understand and use the techniques of Joint Application Development and Rapid Application Development for visual program design. Students will learn to program visually utilising appropriate techniques in a commonly available visual programming environment.

BUSS211 Requirements Determination and System Analysis
Pre-requisites: 6 credit points of BUSS100 or CSCI100 level subjects
Subject Description: This subject aims to introduce the student to the techniques and technologies of structured systems analysis and design. It examines the complementary roles of systems analysts, clients and users in traditional Systems Development Life Cycle and Object Oriented development methods. Process and Object Methods and models are introduced and interface design examined. Program design is placed in the context of systems analysis. The student will make use of a Computer Aided Software Engineering (CASE) tool to document solutions to typical problems.

BUSS212 Database Management Systems
Pre-requisites: 6 credit points of BUSS100-level or CSCI100-level subjects
Subject Description: The subject aims to introduce students to the theory and practice of designning, implementing and using Advanced Database Management Systems. It examines conceptual data modelling using Entity-Relationship Diagrams, introduces the relational data model and discusses techniques for mapping conceptual data models into database design and the refinement of such designs using normalization theory. Students will acquire skills in relational database querying, using both formal and implemented query languages and will be introduced to the principles of query processing and optimization as well as database file structures. While the subject concentrates on the relational data model, a brief introduction to the object-oriented and object-relational models will also be provided. Students will receive hands-on experience using commercial tools. a data oriented view of information systems development.

BUSS213 Multimedia in Organisations
Subject Description: This subject introduces students to a range of theoretical knowledge/ideas and practical skills associated with the planning, implementation, delivery and management of a small multimedia project. The subject aims to prepare students for involvement in such projects within organisations where the use of multimedia for a wide range of appropriate software, using theoretical ideas to justify choices of representation within a context that involves some constraints. Students will also gain practical experience in project management in a team-based environment.
BUSS214 Business Programming II
Pre-requisites: BUSS111 or CSCI111
Subject Description: This subject introduces the student to the design, construction, coding, testing and documentation of commercial computer programs. Particular emphasis will be placed on techniques of problem solving, structured programming and modular design. Topics covered include: pseudocode; structure charts; design criteria including coupling and cohesion; language syntax; compiling and linking; data elements and structures; sequential files; screen design and program testing.

BUSS215 Business Programming III
Pre-requisites: BUSS214
Subject Description: This is the second subject in commercial business programming which introduces the student to advanced programming techniques and requires the student to produce usable programming solutions to realistic business problems. Topics covered include advanced data file processing using sequential, indexed sequential and relative files, hash addressing, BTree indexing, sorting, merging, interactive processing, control break processing, character manipulation, subprograms, advanced report generation, embedded SQL, robustness and useability.

BUSS218 System Design and Architecture
Pre-requisites: BUSS211
Subject Description: This subject extends system analysis and introduces the student to the techniques and technologies of structured systems design in the post-analysis stages of the Systems Development Life Cycle. It examines the complementary roles of systems analysts, designers, clients and users in traditional Systems Development Life Cycle and Object Oriented development methods. Process and Object methods and models are extended to cover systems design and implementation. Program design is placed in the context of systems design. The student will make use of a computer aided software engineering (CASE) tool to document design solutions to typical problems.

BUSS308 Computer Systems Management
Pre-requisites: 6 credit points of BUSS300 level or CSCI300 level subjects
Subject Description: Students will be introduced to the issues involved in the successful management of a medium sized computer installation in an organisation. Topics covered will include the role of strategic information systems planning; hardware/software specification; tendering procedures; system evaluation and selection; benchmarking; project management (including the management of people); operational management; quality control; system performance monitoring and testing and systems maintenance.

BUSS311 Advanced Database Management Systems
Pre-requisites: BUSS212
Subject Description: This subject provides an overview of the relational data model and relational Advanced Database Management Systems followed by comprehensive coverage of some of the advanced topics related to data and database administration, CASE tools, post-relational database systems and recent developments in the areas of online analytical processing, data mining and the World Wide Web (WWW). Discussion of these relatively recent and advanced topics is expected to equip the student to meet the challenges in database management and advanced applications development in contemporary organisations. Students will be presented with opportunities to do hands-on work with appropriate commercial tools.

BUSS312 Distributed Information Systems
Pre-requisites: 6cp of BUSS200-level subjects.
Subject Description: This subject examines distributed infor-mation systems and data communications technology and their support of organisational objectives, the design of networked computer systems, the selection of appropriate hardware and software platforms and the current and future trends in data communications.

BUSS315 Knowledge-Based Information Systems
Co-requisites: 6 cps at 300-level
Subject Description: This subject provides an introduction to the general nature of Knowledge-Based Systems (KBS), appropriate application environments, knowledge acquisition and representation for developing KBS, constraining programming, intelligent agents, web applications, managerial issues in designing KBS, and general methodologies for KBS development. Students will also learn an application of a rule-based Expert System Shell and gain an understanding of the role knowledge-based systems play in business management.
BUSS316 Information Systems Protoyping  
Pre-requisites: BUSS214 and BUSS311  
Subject Description: This subject provides an understanding of the evolutionary systems development and modification process. It enables students to evaluate and choose appropriate systems development methodologies and techniques. It emphasises the factors for effective communication with users and team members and all those associated with development and maintenance of the system. It introduces and describes evolutionary systems development methodologies, and addresses the issues involved in project planning, documentation, management and monitoring of evolutionary development.

BUSS317 Business Programming IV  
Pre-requisites: BUSS214  
Subject Description: This subject examines the principles, techniques and methodologies for the design of business software systems using visual programming tools and the object-oriented approach. This subject describes the concepts of inheritance, encapsulation, construction, access control and overloading. Students will be provided with both the framework and the building blocks with which they can define and implement objects of their own and use them in conjunction with a visual programming system.

BUSS318 Information Systems Project  
Pre-requisites: BUSS214 and BUSS311  
Subject Description: This subject examines in detail the principles/techniques of project design and management and the factors to be considered such that a system can be planned, designed, implemented and managed successfully. Topics will include project management, cost benefit analysis, hardware and software acquisition and systems implementation and maintenance. Students will be expected to utilise these techniques to analyse, design and plan for the implementation and maintenance of systems in a commercial environment. There is a requirement to undertake a group project.

BUSS391 Special Topic in Information Systems  
Pre-requisites: BUSS211 and BUSS212  
Co-requisites: 12 cp at BUSS300 level  
Subject Description: In this subject students will undertake a study of research methods or other topic of current interest in Information Systems. Its purpose is to give final year BComm(BIS) students an opportunity to explore in depth, a current and advanced topic in Business Information Systems.

ECONOMICS  
SUBJECT DESCRIPTIONS

COMM121 Quantitative Methods I  
Subject Description: An introduction to quantitative techniques and their application to business economics. Emphasis will be on statistics and topics will include descriptive statistics, probability, sampling, confidence intervals and hypothesis testing, elementary correlation and regression analysis and the use of computer programs for estimation and analysis.

COMM327 Business Innovation, Technology and Policy  
Subject Description: This integrating subject provides conceptual frameworks in which to think systematically about business innovation, technology and related policy issues. The purpose is to gain a better understanding of the role of innovation-related issues in the context of a creative society such as mechanics of a creative economy, collateral effects of innovative activities, commercialization of innovations, the importance of price competition and competition through innovation, technological competition, the difference between ideas and human capital, the use of innovation-based classifications of economic sectors, the importance of innovation policies, etc. The subject incorporates elements from a variety of disciplines, including economics, management and marketing.

ECON101 Macroeconomic Essentials for Business  
Exclusions: not to count with ECON191 or ECON190  
Subject Description: Macroeconomics develops a student's knowledge of economic theory and the capacity to apply this knowledge to a range of important domestic and international issues. These issues could include taxation reform in Australia, national debt, trade and investment, economic development and growth.

ECON111 Introductory Microeconomics  
Subject Description: An introduction to microeconomics and its application to contemporary social and economic problems. Elementary economic theory and the necessary institutional framework will be developed.
ECON205 Macroeconomic Theory and Policy  
**Subject Description:** This unit analyses the major factors which determine the behaviour of the macroeconomy including policy prescriptions. The effects of money and interest, consumption and investment behaviour, monetary and fiscal stabilisation policies and the balance of payments on aggregate demand are studied. Aggregate supply factors in the form of wages and prices, inflation and unemployment and other macroeconomic controversies are then considered.

ECON208 Gender, Work and the Family  
**Subject Description:** This subject analyses the roles women and men play in the workforce and within the family. Topics will include: analysis of factors affecting recent trends in female and male labour force participation; gender differences in occupational patterns and earnings; the economics of discrimination; the role of the family in providing education, health care and other goods and services for its members; and the economic determinants of marriage and fertility.

ECON215 Microeconomic Theory and Policy  
**Subject Description:** The subject provides further development of topics covered in introductory micro-economics, as well as more advanced topics. Topics that are developed further are demand and supply analysis; consumer choice; theory of the firm; cost functions; market behaviour under alternative market conditions; factor markets, and externalities. New topics not covered in the introductory course include general equilibrium theory and choice under conditions of uncertainty.

ECON216 International Trade Theory & Policy  
**Pre-requisites:** ECON111  
**Subject Description:** This subject is an introduction to international trade theory and international trade policy. It will examine the theory, policies, practices and institutions of relevance to a country's trade with other nations. Special attention will be given to Australia in the international economy.

ECON221 Econometrics  
**Pre-requisites:** ECON121 or STAT131 or STAT231  
**Subject Description:** Students learn to use data to solve real-world problems by estimating economic parameters (such as elasticities, marginal values etc). Students acquire expertise in applying econometric methods, including regression analysis and its extensions, to various types of data. Students learn how to use econometrics to test economic theory, analyse economic behaviour and assist in policy formation. The subject is application orientated and practical work is performed using Windows-based statistical software.

ECON222 Quantitative Methods II  
**Subject Description:** An introduction to mathematical techniques emphasising their application to business and economics. Topics will include algebraic functions, linear models and matrix algebra, index numbers, mathematics of finance, differential calculus, constrained optimisation and integral calculus.

ECON230 Quantitative Analysis For Decision Making  
**Co-requisites:** ECON121  
**Subject Description:** The role of quantitative analysis in the decision-making process. Problem-solving techniques will be studied with emphasis on their practical application. Topics may include: linear programming; integer programming; goal programming; network analysis; systems simulation; decision theory; and inventory and queuing models.  
**Additional Information:** Not to count with ECON228

ECON231 Business Statistics and Forecasting  
**Pre-requisites:** ECON121 or a Statistics subject accepted by the Head of Department  
**Subject Description:** This subject introduces students to the applications of multi-variate statistical analysis to problems in business and economics. These techniques will include multiple regression, discriminant analysis, factor analysis and cluster analysis. The subject also deals with the application of forecasting techniques, including smoothing methods, time series decomposition, and the Box Jenkins approach to problems. The emphasis will be on the use of various relevant computer packages.  
**Additional Information:** Not to count with MARK239

ECON251 Industry and Trade in East Asia  
**Subject Description:** This subject studies the growth of the major economies in East Asia. It examines Japan, Korea, China, Taiwan & Hong Kong and their history of industrialisation in the post-war period, industrial structure, macroeconomic trends and policies. It examines trade patterns and trade policy, and strategic trade theories and policies. Comparisons of growth paths and the role of government will be
made. Trade and investment flows in the Asia-Pacific region are analysed and implications for Australia
and the Asia-Pacific Region are emphasised.

ECON301 Monetary Economics
Subject Description: This subject develops the analysis of macroeconomic policy and public finance
begun in the second year. It aims to analyse the working and institutions of the Australian monetary and
financial system and markets, and monetary/regulatory policy in the economy. Attention is given to the
determination of the money supply and its impact on interest rates, the price level, and the exchange
rate.

ECON302 Transition Economics
Subject Description: Emphasis will be placed upon transition issues arising for: the formerly centrally
planned economies of Europe and Asia as they have moved towards market oriented economies;
developed market economies in Europe as existing and prospective members of the European Union
move towards a more advanced stage of trade, investment, and financial integration; developing market
economies in East Asia as they attempt to achieve a higher level of economic development.

ECON303 Economic Development Issues
Subject Description: Nation states have attempted to accelerate the rate and influence the pattern of
economic growth and development with mixed results. Consequences of economic development have
been enormous. Economic Development issues addressed are: relationship between economic growth
and development; market and the state; savings, investments and technical change; infrastructure and
public goods as well as the role of agriculture; industrialisation; international trade and economic co-
operation, and population and human resource development.

ECON305 Economic Policy
Subject Description: This subject examines the justification for, and the role of, government policy in a
market economy. Emphasis will be placed on the Australian government and economy with
international comparisons. The issues and topics discussed will include: the economic rationale for
government intervention in a market economy; the size of the government sector and its sources of
funds; the fiscal relationships between federal, state and local governments; the trade off between
economic efficiency and social equity; the economic and social consequences of alternative taxation
policies; and the government role in promoting effective market competition.

ECON307 International Monetary Economics
Subject Description: This subject is a study of monetary aspects of international economics. It
comprises two parts. In Part A we examine theoretical approaches to the balance of payment and
exchange-rate determination. In Part B we analyse selected issues in international monetary economics
of topical interest.

ECON308 Labour Economics
Subject Description: A study of the labour market and the factors influencing the supply and demand
for labour will be the basis for the subject. Wages theory will be discussed as well as Australian
practice. The effects of changes in technology on the workforce will be discussed as well as ways of
accommodating such changes.

ECON309 Environmental Economics
Pre-requisites: ECON111
Subject Description: This subject will provide a comprehensive analysis of environmental issues using
both the traditional theory of economic externalities and the newer analysis of ecologically sustainable
development. Both approaches will be used to initially evaluate environmental policy in Australia and
developing countries. In addition, a component of the course will deal with issues specific to the
Illawarra/South Coast Region.

ECON310 Cost Benefit Analysis
Pre-requisites: ECON215
Subject Description: The main objective is to develop theoretical foundations and applied skills in
financial, economic, and social evaluation of large public and private sector projects involving priced
and non-priced inputs and outputs. Examples from infrastructure, education, health, and conservation
projects are used to illustrate the underlying theoretical foundations of cost-benefit analysis and related
issues of microeconomics efficiency. Topics covered include: welfare foundations of cost-benefit
analysis, the derivation of analytical criteria for investment appraisal; the identification of benefits and
costs; shadow prices for imperfect product and factor markets; unpriced goods and services;
measurement of externalities; and the incorporation of risk and uncertainty.
ECON311 Natural Resource Economics  
**Pre-requisites:** ECON111  
**Subject Description:** The main objective of the subject is to develop skills in the economic analysis of natural resource problems. The course consists of two broad sections, namely: the generalisation of theoretical frameworks for the utilisation of natural resources; and the application of these theoretical frameworks to the management of specific natural resources and to the formulation of appropriate policies. The topics covered include: optimisation frameworks for renewable and non-renewable resources; models for optimal resource use over time; energy resources; mineral resources; water resources; forestry resources; natural environments; and issues concerning pollution.

ECON312 Industrial Organisation  
**Pre-requisites:** ECON111  
**Subject Description:** A study of factors affecting production and productivity, with particular regard for industrial organisation in Australia. The emphasis will be on the industry, the economic sector, and the regional and national organisation of industry, as they affect decisions on prices, employment, investment, innovation, output and income distribution.

ECON318 Economics of Health Care - A  
**Subject Description:** A survey of economic aspects of the Australian health-care system. Topics covered will include the supply and demand for health services, health-care delivery systems, health insurance, program evaluation and medical decision-making. Government policies influencing all aspects of health care will be analysed and evaluated.  
**Additional Information:** Not to Count with ECON317

ECON319 Electronic Commerce and the Economics of Information  
**Subject Description:** This subject analyses the impact of electronic commerce on the markets for consumer goods and services and factors of production. Reasons for the dramatic increase in the use of electronic commerce and its effects on consumers, business firms and the wider community will be explored. Special attention will be given to the implications for small and medium-sized firms and the impact of electronic commerce on the globalisation of markets. The subject analyses electronic commerce in the context of the economics of information, technology and transaction costs and investigates the role and value of information in decision making.

ECON322 Mathematical Economics  
**Pre-requisites:** ECON122 or MATH141 or MATH187 or equivalent  
**Subject Description:** This subject is a study of mathematical aspects of microeconomics and macroeconomics. The topics include consumer demand theory, compensated demand functions, production theory, cost functions, market demand and supply functions, models or market structure and macroeconomics of open economy. Mathematical techniques include linear algebra, optimisation, differential and integral calculus. Particular attention will be given to economic policy analysis using mathematical models.

ECON327 Advanced Econometrics  
**Pre-requisites:** ECON221 or ECON231 or MARK239  
**Subject Description:** This subject introduces the student to three areas widely used in applied microeconomics and applied macroeconomics: (1) limited dependent and qualitative variables in econometric models and the use of panel data in modelling economic behaviour;

ECON331 Financial Economics  
**Pre-requisites:** ECON121 and ECON215  
**Subject Description:** This subject deals with investment in production capacity, portfolio analysis, debt accumulation, insolvency and liquidation. Optimal control methods are used for analysing the efficient trajectories of capital investment and borrowing. Portfolio choice and producers’ choices of activity sets are analysed within a mean-variance expected utility maximisation framework incorporating the concepts of risk aversion, costs of risk bearing and diversification.

ECON333 Conflict and Co-Operation  
**Pre-requisites:** HSC 3U Maths or equivalent or permission from Head of Discipline  
**Subject Description:** The subject will introduce students to the study of game theory as a tool for analysing a wide range of situations, particularly in the social sciences. The subject will focus on the application of basic game-theoretic concepts to analyse these situations, and will cover both noncooperative and cooperative games. The latter will include the examination of issues in communitarian economics (such as the economics of organisations like the WTO, the IMF, World Bank, and other NGOs). Students will participate in simple game-playing exercises designed to reinforce and further their understanding of the concepts.
ECON334  Global Economics
Pre-requisites: ECON101 and ECON111
Subject Description: This subject introduces students to major contemporary global economic issues such as global economic growth and percapita income; the external debt crisis; integrated international capital-markets; European monetary unification and its potential; free-trade negotiations and the formation of free-trade zones; the transition of centrally planned economies to market economies; and the economic implications of global environmental and resource degradation and the need for international co-ordination and co-operation.
SCHOOL OF MANAGEMENT, MARKETING AND EMPLOYMENT RELATIONS
MANAGEMENT
SUBJECT DESCRIPTIONS

COMM100 Employment Relations
Subject Description: This subject examines the issues and approaches to work and employment in the modern economic and business environments. Topics covered include links between human resource management, and the wider environment and work organisation at the enterprise and workplace; the effect of social, political and economic pressures on the methods and styles of employers, their managers and non-managerial employees; the impact of business lobbies and employee organisations (including trade unions).

COMM303 Development of Modern Business
Prerequisite: MGMT110
Subject Description: The subject traces the evolution of modern business enterprises, particularly in the twentieth century. Emphasis is placed on a comparison of the dynamics of capitalist corporate development in Australia, the United States, Japan and the United Kingdom. Major topics include the effects of external institutional and technological environments on corporate change; changing forms of firm organisation; the role of corporations in an evolving international economy; developing corporate strategy; inter-organisational relationships; and the role of corporations in modern society.

COMM328 Contemporary Issues in Commerce
Subject Description: The aim of this integrating subject is to look at a contemporary issue in the business world from a multi-disciplinary perspective. The specific issue explored may vary from year to year. The subject encourages students who have majored in a variety of majors to analyse an issue of relevance to the modern business environment.

COMM351 Business Ethics and Governance
Subject Description: An examination of the central issues in business ethics and governance, covering topics such as stakeholder model of corporate governance, the concept of social responsibility, individual and corporate values, models for making ethical decisions, ethics for the employee, the customer, the environment, the community, the government and the multinational context. Student-centred discussion through and experiential activities will play a major role in class activities. Semester is arranged to take students through a reflective, unlearning process.

MGMT102 Business Communications
Subject Description: The subject addresses, in turn, learning styles and learning processes; informal networks; ways of finding information in an organisation; diffusion of innovative ideas and practices; the context for communication formed by culture, sense of identity, and community membership; status, power, and persuasion strategies; culture and gender differences; communication between technical and nontechnical people; framing criticism and interpreting stories to promote learning in the organisation; facilitating teamwork and meetings; and integrating aspects of formal and informal communication to obtain a job or make a project work.

MGMT110 Introduction to Management and Employment Relations
Subject Description: The subject examines a range of topics relevant to managers including: teams, leadership, decision making, motivation, strategy, business ethics and interorganisational relations (eg networks and strategic alliances). A number of themes are addressed throughout the subject such as diversity (gender and cross-cultural influences), power and control, and organisational learning. Organisational learning is seen as one of the key challenges facing managers in the next millennium.

MGMT142 Industrial Relations A
Subject Description: The employment relationship is studied in terms of the influence of social, economic, political and legal environment and the power resources of the actors and others who seek to influence employment. The organisation and policies of the major participants in the system are analysed in both historical and contemporary settings.
Additional Information: Not to count with ECON142, ECON242 or MGMT242

MGMT200 Management and Electronic Business
Pre-requisites: Must have competed a minimum of 48 credit points of subjects from the Commerce, Information Technology or Engineering schedules.
Subject Description: This subject identifies key management issues arising from the use of e-commerce in organisations and across organisations and in different industry sectors. It critically examines how e-commerce will impact across areas such as information and knowledge management, decision making, teamwork, communication, including the building of trust based relations across a
complex array of organisational contexts. The subject will examine the different types of relationships, both internally and externally to the organisation, emerging from the e-commerce revolution. It will consider the 'new economy thesis' as it relates to e-commerce, and the managerial choices and strategies arising from such developments.

MGMT201 Organisational Behaviour
Subject Description: The subject examines aspects of the Behavioural Sciences which are relevant to an understanding of human behaviour in work organisations. These will include: topics relevant to the understanding of the behaviour of individuals within work settings; topics relevant to the understanding of large organisations in their totality and studies of the behaviour of individuals and groups within complex organisations combining insights from conflict, co-operation, competition, power, leadership and organisational culture and change.

MGMT204 Government Regulation and International Business
Subject Description: The development of regulation: from national to international; reducing regulatory barriers to international and interjurisdictional trade: making and explaining regulation; regulating the structure and organisations of the firm. Regulation, the firm and business transactions in comparative perspective. Managers and employees: roles, relationships and regulations. Consumers, business and regulation. Regulating industry. Regulating standards and performance. Regulating Finance and Capital. Regulating agriculture; Regulating Pharmaceuticals. Regulatory reform.

MGMT205 Recruitment & Selection
Prerequisite: MGMT206
Subject Description: This subject examines the environment and process of recruitment and selection. Recruitment strategies are described and assessed from the perspective of the organisation and the individual. In particular, a range of personnel selection techniques are examined in relation to issues of reliability, validity, fairness, and applicability. Also a range of practical skills in designing personnel selection techniques are developed.

MGMT206 Managing Human Resources
Prerequisites: MGMT110
Subject Description: The Subject is concerned with the concepts, techniques and activities involved in managing the flow of people through work organisations. The subject focuses on facilitating the acquisition and development of staff, positively influencing their job performance, and monitoring and managing the processes of staff retention and turnover. Consideration is given to the institutional aspects of the external environment in which human resource management is located. Topics include: recruitment and selection, performance appraisal, job analysis and design, training and development, employee compensation, staff turnover, HRM and the law, industrial relations, EEO/AA, and international HRM.

MGMT215 Small Business Management
Pre-requisites: ACCY101 or ACCY100 & ACCY102
Subject Description: The Small to Medium Enterprise (SME) is becoming increasingly important to the Australian economy. Working in, starting and operating a SME will probably become a reality for many students in the future. Hence, this subject has a practical focus by giving students an opportunity to develop an awareness and understanding of the key factors involved in successfully starting, operating and growing a SME. An investigation of the major growth area of Franchising is included.

MGMT218 Competitive Analysis
Pre-requisites: ECON111 plus 12 cp from Commerce Schedule
Subject Description: This subject develops models and techniques for measuring and understanding the complexity of competition. Case studies and empirical analysis are used to show how firms can analyse its industry, understand its competitors and its own position, and how this might influence its business strategy. Topics include: Structural analysis of industries; Competitive strategies/framework for analysis; Development of generic strategies; Strategy towards buyers/suppliers; Strategy in different industrial environments; Strategic decisions/competitor analysis; Strategy in a multinational competitive environment.

MGMT220 Organisation Studies
Pre-requisites: MGMT101 or MGMT110 or PSYC351
Subject Description: This subject examines the structural characteristics of organisations in their environments and the different perspectives from which structures and environments can be understood to affect organisations members and organisational performance. Topics include: Organisational Design-Modern and future forms; Organisational Structure; Organisational Strategy and Size; Technology and Environment-Organisation, Technology and Control; Organisation, Technology and
Design; Modern Organisation-Bureaucracy; Managing Culture and Subculture-Organisational Conflict-Power and Politics; Evolution, Growth and Decline.

**MGMT240 Industrial Relations B: Wage Determination**

**Subject Description:** The objective of the subject is to examine some of the factors which influence wage determination in Australia. Special emphasis is placed on the development of the arbitration system and contemporary social and economic factors influencing wage determination.

**Additional Information:** Not to count with ECON140 or MGMT140

**MGMT243 Work and Employment Relations**

**Subject Description:** This subject will reflect the widening perceptions of industrial relations by introducing students to the field of Employment Relations by which is meant the study of how the conflictual relationship between employers and employees, the development of human resource policies and the influence of law all interact to shape relations between management and labour.

**Additional Information:** Not to count with ECON243

**MGMT255 Inventory Management**

**Pre-requisite:** 12 credit points at 100 level

**Subject Description:** This subject focuses on models and techniques that operations managers use to diagnose and evaluate operational performance, and make short-term and long-term decisions. Introduces, through lectures, computer exercises, and case discussions, various descriptive and decision-support models for inventory management, construction and analysis of mathematical models used in the design and analysis of inventory systems, as well as, deterministic and stochastic demands and lead times and optimally of (s, S) policies for multiproduct and multi-echelon systems are also covered.

**MGMT300 Innovation and Electronic Commerce**

**Subject Description:** This subject will provide training and development on some of the theoretical and professional issues involved in using the Internet for product and process innovation. The focus will be on the strategic implications for electronic commerce as a source of competitive advantage. The application will concentrate on the use of the Internet as a strategic marketing tool but will also examine it as a source of information which may be exploited for both product and process innovation. The subject content will have an international focus by exploring the use of the Internet as a source of competitive advantage within the international business context.

**Additional Information:** Not to count with COMM300

**MGMT301 Managing Across Cultures**

**Subject Description:** This subject examines how to manage effectively across cultures in international business. It seeks to integrate theory with practical application through an interactive teaching delivery achieved through active class participation, role-plays and simulated business situations. The subject will focus on the challenges presented by culture in international business and how to manage them. On successful completion of this subject, students will have an appreciation and knowledge of managing across cultural boundaries in international business.

**MGMT302 Business In Europe**

**Subject Description:** The business environment in Europe; Europe in the world; European markets: problems and prospects; The development and importance of the EU; Eastern Europe and the enlargement of the EU: opportunities and constraints. The EU, the manager and the firm: entering EU markets; competition policy in Europe: implications for the firm and the manager; the common agricultural policy: implications for the firm and the manager; human resource issues in the European context; corporate strategy in the European context.

**MGMT305 Business in Asia**

**Subject Description:** This subject aims to provide students with the knowledge and skills to either work in Asia and/or work with Asians in an international business context. It provides an understanding of Asian markets, Asian firms, and Asian business cultures and logics. It examines ways Western managers and firms may adopt a strategic approach to operating in Asia, in terms of competing for customers and resources, and in cooperating through joint ventures and other business alliances. Its main theoretical framework is to identify the firm's strategic objectives, competitive positioning, investment decisions, and organizational processes to achieve success in Asia.

**MGMT306 Business in Australia**

**Subject Description:** This subject provides students with an introduction to conducting business in Australia. It examines the nature of business in Australia at the government, industry, firm and individual levels. It explores the political, legal, economic, and socio-cultural aspects of business in Australia. It also examines the strategy and operations of several leading local and overseas firms
operating in Australia. It aims to provide students with an interesting and practical understanding of Australian business and is also a good introduction to the realities of business.

MGMT308 Introduction to Management For Professionals A
**Subject Description:** This subject gives an introduction to the environment of the business enterprise and key managerial concepts and techniques. Topics to be introduced include: the environment and the business enterprise, managerial decision-making, planning finance and costs, markets and marketing, technology management; competitive strategy; operations management and project management.

**Additional Information:** This subject is not available to Commerce students. Students from Faculties other than Science require approval from the subject co-ordinator.

MGMT309 Supply Change Management
**Prerequisites:** 12 credit points at 100 level

**Subject Description:** This subject provides an overview of key logistics and supply chain management concepts. Emphasis is given to such areas as systems analysis, trade-off analysis, inventory management, transportation management, warehousing and storage, third-party logistics providers, and general theoretical underpinning of supply chain.

MGMT310 Introduction to Management For Professionals B
**Subject Description:** Same course content as MGMT308, but with additional coursework, case studies and assignments.

**Additional Information:** This subject is not available to Commerce Students

MGMT311 Management of Change
**Pre-requisites:** MGMT101 or MGMT110 or PSYC351

**Subject Description:** This subject identifies sources of change, barriers to change and effective ways of overcoming these. Managing change and forces for change; initiating change. Implementing change and overcoming resistance. Communication, participation, negotiation and support/sponsorship.

MGMT314 Strategic Management
**Pre-requisites:** MGMT101 or MGMT110 or PSYC351 plus MARK213 or MGMT218 or MGMT220

**Subject Description:** The subject deals with policy formulation and planning functions in the business enterprise. Topics include: Business mission; Customer and competitor analysis; Industry analysis; Environmental analysis; Strategy and organisation; Alternative business strategies. Stress will be laid on the process by which opportunities and threats to the business enterprise are recognised and evaluated, and on the strategies required to meet these.

MGMT316 Operations Management
**Pre-requisites:** ECON121 and ECON111

**Subject Description:** A study of the different types of production and operations and their implications for management - including an overview of capacity, facility and layout planning, problems of job design and work measurement, production scheduling, inventory and quality control and management of the conversion process in a time of change.

MGMT321 Occupational Health and Safety Management
**Pre-requisites:** MGMT398 or PSYC351

**Subject Description:** This subject provides students with an understanding of key concepts and their application in the management of occupational health, safety and rehabilitation. Topics include: nature of occupational injury and disease, technical and motivational controls, role of specialists, impact of the legal-political context, benefit-cost analysis, risk assessment, emergency and disaster management, mobilisation of networks, design of accident investigation, hazard assessment and reporting systems and impact of work organisation.

MGMT322 Training and Development
**Pre-requisites:** MGMT398 or PSYC351

**Subject Description:** This subject provides students with an understanding of key concepts and practical approaches to the development of people in organisations. Topics include: theories and models of learning; job analysis; identification of training needs; training delivery forms and their selection; skills development and training; multi-skilling and flexibility; management development; succession planning; national and international frameworks of training; competence-based approaches; organisational learning and the learning organisation; organisational development; evaluation of training and development.
MGMT328 Transport Logistics
Pre-requisites: 12 credit points at 100 level
Subject Description:

MGMT332 Enterprise and Innovation
Pre-requisites: ACCY101 or ACCY100 & ACCY102 plus MARK213 or MARK101
Subject Description: True Entrepreneurship and Innovation are key to the future economic development of Australia. The innovation and entrepreneurial processes are important for Small to Medium Enterprises (SMEs) and large organisations. Students will learn how to differentiate between a good idea and a real business opportunity. A key part of this subject is the development of a realistic written business plan for an innovative business opportunity and its presentation via an action learning process utilising teams.

MGMT341 International and Comparative Employment Relations
Subject Description: This subject integrates the traditional industrial relations and human resource management approaches, to focus on the 'global shifts' in industry that are transforming employment relations structures and practices in many countries. It reviews the debates linking these with national competitiveness.
Additional Information: Not to count with ECON340 or COMM341

MGMT348 Employers and Industrial Relations
Subject Description: The objective of this subject is to develop an understanding of the pressures and constraints on employers/managers, and the way these influence strategies in the control and administration of the employment relationship. This requires a critical analysis of various theories and styles, as well as practical exercises and evaluation of current trends. The influence of product, labour and financial markets on the strategies and choices will be examined.
Additional Information: Not to count with ECON348

MGMT350 Total Quality Management
Pre-requisites: MGMT101 or MGMT110 plus ECON121 plus 12 cp from Commerce Schedule
Subject Description: This subject includes topics covering Total Quality Management practices, TQM as a part of Corporate Strategy, Quality Circles, Statistical tools and controls for TQM, TQ in service and manufacturing environments; applications, implementation and auditing of TQM.

MGMT351 Business Ethics
Pre-requisites: 72 cp
Subject Description: An examination of the central issues in business ethics, covering topics such as the concept of social responsibility, individual and corporate values, models for making ethical decisions, ethics for the employee, the customer, the environment, the community, the government and the multinational context. Class consists primarily of student-centred discussion and experiential activities. Semester is arranged to take students through a reflective, unlearning process.

MGMT352 Negotiation, Advocacy & Bargaining
Subject Description: Introduces students to theories, concepts and techniques for developing and evaluating strategies and tactics for advocacy before industrial tribunals and negotiation at the workplace. Students will be assisted to develop a range of practical skills and familiarity with procedures through case studies and role playing, as well as a conceptual framework in which to analyse the role of different advocacy and negotiating strategies.
Additional Information: Not to count with ECON352

MGMT389 International Business Management
Pre-requisites: MGMT110 AND MARK213, MARK101 OR MGMT218
Subject Description: This subject deals with the international business environment and the key issues involved in operating in international and global markets. The international and global business environment, entry modes, global strategies, functional strategies and the management and control of international/global operations are covered. On completion of this subject, students will have an understanding of international business and be able to apply key concepts in analysing and developing international business strategies.

MGMT391 Work Experience and Report
Pre-requisites: MGMT398 and MGMT218
Subject Description: By arrangement with the Head of the Department and an organisation, full-time students may be placed in a suitable position for one session. The purpose is to obtain practical experience in a field of employment related to an area of management. Specific objectives relating to
this period of work experience will be established beforehand with a supervisor, and at the end of the period a report is to be submitted by the student.

MGMT392  Case Study
Pre-requisites: MGT398 and MGT218
Subject Description: A study of a management problem arising from the experience of an organisation. Enrolment is subject to the approval of the subject coordinator.

MGMT393 Special Topic A
Pre-requisites: 12 cp from 100-/200-level MGMT subjects
Subject Description: Enrolment is subject to the approval of the subject coordinator. Selected issues in general management and in the various functional areas of management.

MGMT394 Special Topic B
Pre-requisites: As above
Subject Description: Enrolment is subject to the approval of the subject coordinator. Selected issues in management with emphasis in the area of organisation theory.

MGMT398  Human Resource Management
Pre-requisites: MGMT101 or MGMT110
Subject Description: This subject is concerned with concepts, techniques and activities involved in the managing the flow of human resources through organisations. Emphasis is placed on understanding the techniques of contemporary HRM that can be applied in organisations to facilitate the acquisition and development of staff, to influence positively their job performance, and to manage the processes of staff turnover and retention. The theoretical foundations and practical application of these techniques is emphasised.

MARKETING
SUBJECT DESCRIPTIONS

MARK101 Marketing Principles
Subject Description: The subject will include the following: concepts and tools for analysing marketing strategies; evaluating the marketplace for opportunities; analysing the marketing environment; researching and selecting target markets; determining the consumer's needs; evaluating the marketing mix in terms of price, product, place and promotion. Aspects of international marketing, services marketing and social responsibility will also be taught.

MARK217  Consumer Behaviour
Pre-requisites : MARK 101 or MARK213 or MARK293
Subject Description: The study of consumer behaviour seeks to answer questions about the motives of consumers with regard to the purchase of products and services. The subject draws heavily from the disciplines of psychology and sociology. Thus, this subject will examine the major psychological and sociological concepts which are used to obtain a better understanding of consumer behaviour.

MARK239  Information for Marketing Decisions
Pre-requisites: ECON121 - may be waived for non-Commerce students
Exclusions: Not to count with ECON231
Subject Description: This subject is taught in conjunction with ECON231, and is designed to introduce students to statistical tools that are relevant to solving a wide range of applied marketing problems. Contents include: Introduction to marketing models; factor analysis for product positioning; topics from discriminant and conjoint analysis; chi-square distribution and contingency table analysis; analysis of variance; multiple regression for sales and market forecasting models; non-parametric tests; various types of sampling plans used in market research. The prerequisite may be waived for non-Commerce students.

MARK240  Marketing & Consumer Behaviour in East and South-East Asia
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: Perhaps the most spectacular development and growth recently in international business is the shift in the world economy's focus to East and South-East Asia (ESEA). Given the importance of international marketing within this geographical region, the purpose of this subject is to present various concepts and tools for analysing marketing and consumer behaviour strategies in ESEA. Specifically, the focus of this subject will be on various ESEA countries or strategic locations, considering eight influencing factors on marketing and consumer behaviour: Geographical forces; infrastructure development; the political system; the economic system; the social/cultural system; the education system; consumption patterns; and, the macro marketing mix.
MARK270  Services Marketing  
**Pre-requisites:** MARK101 or MARK213 or MARK293  
**Subject Description:** This course is designed to provide an in-depth analysis of the problems facing services marketing managers. Through lectures, class discussion, readings and case analysis, students will develop insights concerning the unique characteristics of marketing in the services sector. Each week students will be required to present their solutions to the questions handed out at the end of the previous lecture. These questions will be based on readings from the required text and articles from leading services marketing journals.

MARK301  Marketing on the Internet  
**Pre-requisites:** MARK101 or MARK213 or MARK293  
**Subject Description:** This subject will include the following: general overview of the internet, nature of the internet, hypertext, markup language, transfer protocol, resource locators, sales over the internet, public relations over the internet, advertising over the internet, world wide web and demographics, value-added websites, performance indicators of marketing effort, security and legal issues, development of home pages.

MARK317  Business to Business Marketing  
**Pre-requisites:** MARK101 or MARK213 or MARK293  
**Subject Description:** This subject covers issues particular to the situation where one business markets a product or service to another business (rather than to an individual consumer). The objectives are to educate students regarding the major theoretical concepts and processes involved in business to business marketing, and the application of these concepts to real life situations through the use of case studies and ‘real life’ examples.

MARK319  Applied Marketing Research  
**Pre-requisites:** MARK213 or MARK101 or MARK293 plus MARK239  
**Subject Description:** Applied Marketing Research is a formalised means of gathering information on which to base marketing decisions. It is an aid to rational decision making under conditions of uncertainty. This course embraces the scope and methodology of applied Applied Marketing Research. It commences with translating a management problem into a research-oriented problem, research objectives and hypotheses. Various types of research designs are then examined followed by data collection methods, sample design, data analysis and interpretation of the findings.

MARK333  Advertising and Promotions Strategy  
**Pre-requisites:** MARK213 or MARK293 or MARK101  
**Subject Description:** Marketing Communications focuses on the key elements of the marketing communications mix P Promotion, Advertising, Publicity, Personal Selling. The course will examine the various communication channels used by marketers and consumers, across the marketer controlled and non-marketer controlled dimensions.

MARK343  International Marketing  
**Pre-requisites:** MARK101 or MARK213 or MARK293  
**Subject Description:** The principal aim of the subject is to analyse the global marketing environment and develop appropriate international marketing strategies. The content will include: socio-economic, legal, political, financial and cultural factors affecting international marketing operations; analysing the profiles of selected regional markets and strategic options for entry and expansion in those markets; international Applied Marketing Research methods and data analysis techniques; international marketing mix decisions; and contemporary issues in multinational marketing.

MARK344  Marketing Strategy  
**Pre-requisites:** MARK101 or MARK213 or MARK293 plus 3 marketing subjects from Commerce Schedule C-8  
**Subject Description:** This is the ‘capstone’ unit in the marketing major. As such it is designed to integrate skills and knowledge in a number of other business disciplines. It will draw heavily on the areas of not only marketing theory and market research methods but also economics, finance, managerial accounting and management theory. It is designed to develop analytical skills and diagnostic ability for the proposal, implementation and control of alternative marketing strategies and plans.

MARK356  New Product Marketing  
**Pre-requisites:** MARK101 or MARK213 or MARK293  
**Subject Description:** New Product Marketing covers issues related to the development and marketing of new products. Topics include: the role of new products in the success of organisations the new product development process marketing mix issues concerned with new products organisation and
management of new product development processes diffusion of new products new service development functions of product managers

MARK359 Sales Management
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: The subject addresses both personal selling and sales management, from an international perspective. The first part of the subject addresses the personal selling process: prospecting, planning, handling objections and closing the sale will all be given equal coverage. The next part deals with managing the salesforce, delving into the characteristics of leadership and supervision. The last part addresses hiring and training the salesforce, along with sales forecasting.

MARK393 Special Topic in Marketing
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: Selected issues in marketing. Enrolment is subject to approval of the Head of the Department of Marketing

MARK394 Special Topic in Marketing B
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: A selected issue in marketing, involving an individual case analysis or business project. Enrolment is subject to the approval of the Head of Department. The subject is taken only under special circumstances as a substitute for an approved subject under the Marketing major or double major schedule.

MARK395 Tourism Marketing
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: This subject introduces, discusses and analyses issues unique to the marketing of tourism products. The focus of this subject is the application of marketing principles and theory in the development of strategic marketing plans for tourism products. The application of strategic tourism marketing planning to the destination, accommodation and tour operator sectors of the tourism industry at the regional, national and international level are analysed. In addition, the subject identifies and discusses contemporary issues in tourism marketing including the impact of e-commerce, database marketing and environmental based tourism.

MARK397 Retail Marketing Management
Pre-requisites: MARK101 or MARK213 or MARK293
Subject Description: This subject investigates the nature and importance of retailing in marketing channels. It involves a study of the functions of buying, stock control, pricing, style merchandising, advertising and personnel. Furthermore, it emphasises the importance of store location, store layout, departmentalisation and management control in retailing.

BUSINESS LAW
SUBJECT DESCRIPTIONS

LAW100 Law in Society
Subject Description: Effective participation in the business world, and in society in general, requires some understanding of the law and of legal processes. Law in Society aims to provide the knowledge and skills to achieve these goals. The subject introduces students to the various stages of setting up and operating a small business and the areas of law most relevant to each stage. The consideration of the law focuses on its practical implications for achieving business objectives and preventing legal problems arising.

LAW210 Contract Law
Pre-requisites: LAW100
Subject Description: A study of the common law governing contractual relationships together with an outline of relevant statutory modifications, including an introduction to the sale of goods and consumer law. The subject allows the student to have an understanding that contract law is the basis of commercial law and is thus essential for persons wishing to engage in business. Indeed the formation of contracts is an integral part of the conduct of any business enterprise and an ability to interpret and understand such contracts will enable the person involved in the business to make informed decisions and be aware of alternatives.
LAW302 Law of Business Organisation  
Pre-requisites: LAW210  
Subject Description: The subject outlines the key features of the different legal structures which people might adopt for their business and voluntary activities. The legal regulation of two of these, partnership and a company incorporated under the Corporations Act, are then considered in depth. Practical applications of the law, and public policy dimensions, are addressed throughout the subject.

LAW315 Taxation Law  
Pre-requisites: LAW210  
Subject Description: This subject focuses on the structure of the Income Tax Assessment Acts (1936 & 1997); Fringe Benefits Tax Assessment Act 1986; and related legislation. General principles with respect to the assessability of income and deductibility of expenses are studied, together with the treatment of fringe benefits and capital gains.

LAW316 Occupational Health and Safety Law  
Pre-requisites: LAW100 plus 12 credit points in LAW subjects  
Subject Description: This subject is concerned with the study of the legal regime governing health, safety and welfare of people at work in New South Wales. Its focus will be the Occupational Health and Safety Act 2000 and the Occupational Health and Safety Regulations 2001.

LAW317 E-Commerce Law  
Pre-requisites: LAW210 plus a minimum of 48 credit points  
Subject Description: This subject considers some of the more significant legal and regulatory issues that e-commerce has given rise to, and the efficacy of sustainability of the emerging responses to them. The subject begins with an overview of the structural framework of the cyber marketplace. It then focuses on starting up an on-line business activity, the legal issues at the forefront, and the progress thus far towards resolving them. Intellectual property aspects and and privacy are particularly relevant at this stage. The subject then focuses on operating an on-line business and considers contract and consumer protection, and payment and security issues.

LAW321 Finance and Securities Law  
Subject Description:

LAW330 Employment Law  
Pre-requisites: LAW100 plus  
Subject Description: The rights and duties of individual employers and employees under common law and selected legislation, including: formation, content and termination of the contract of employment; implied duties of employers and employees; remedies at common law; unfair dismissal legislation; unfair work contracts; occupational health and safety.

LAW331 Intellectual Property Law  
Pre-requisites: LAW210  
Subject Description: This subject provides an overview of the field of intellectual property law commencing with an analysis of the 2 major and oldest forms of intellectual property - copyright and patents. The course then moves on to the methods of protecting business reputation both at common law/equity, and through the registration of trade marks. Other more recent forms of intellectual property are also covered, such as plant breeder's rights, designs and circuit layouts.

LAW332 Labour Relations Law  
Pre-requisites: LAW100 plus  
Subject Description: The legal regulation of collective relations between employers and employees under the Workplace Relations Act 1996 (Cth). Topics include: constitutional requirements; parties to an industrial dispute; powers of industrial tribunals; processes of award making and variation; collective bargaining and certified agreements; Australian Workplace Agreements; legal regulation of trade unions; law of industrial action.

LAW335 Anti-Discrimination Law  
Pre-requisites: LAW100  
Subject Description: An analysis and appraisal of laws prohibiting discrimination in Australia on various grounds, including: sex, marital status, carer responsibilities, race, disability, age, sexual preference and transgender. Laws prohibiting harassment and vilification will also be examined. The subject includes exploration of the aims and social context of anti-discrimination legislation, as well as related concepts such as equal opportunity, social justice and affirmative action. Examination of processes for complaints, dispute resolution and enforcement, and powers of investigative and adjudicatory bodies.
LAW348 Media Law  
**Pre-requisites:** 72 credit points including LAW100 & LAW210  
**Subject Description:** An introduction to the law affecting information (in the broadest sense of the term) gathering and dissemination, and to the policies and philosophies informing the legal protection of and restrictions on freedom of speech.

LAW352 Advanced Taxation Law  
**Pre-requisites:** LAW315  
**Subject Description:** In this subject students will be exploring selected aspects of income tax, capital gains tax, fringe benefits tax, the new goods and services tax and state taxes. The course is run on an intensive basis and features presentations from tax professionals and representatives from KPMG, the Australian Tax Office and the NSW Office of State Revenue.

LAW360 Foreign Investment Law in the People's Republic of China  
**Pre-requisites:** LAW100  
**Subject Description:** An analysis of the laws and procedures regulating foreign investment in, and trade with, the PRC. This subject will examine those laws relating to: joint ventures and other forms of foreign investment; revenue and finance law including taxation, customs duties and exchange control; foreign trade including compensation trade, technology transfer and intellectual property; and dispute resolution.

LAW364 Consumer Protection & Business Regulation  
**Pre-requisites:** LAW100 and LAW210  
**Subject Description:** This course is concerned with the law controlling the sale and distribution of products and services, credit, restrictive trade practices and other aspects of the commercial environment. It examines the relation of production and consumption in the economy and the law, the policies and legal rules intended to protect consumers, and legal remedies and institutions which are designed to offer assistance to consumers. Consumer protection is related to business regulation and restrictive trade practices (competition law) since both these areas seek to supplement and support market and other mechanisms which ensure that consumers get the goods and services that they want, at a fair price, and without risk of injury and deception. There is also an examination of consumerism as a world-wide phenomenon with specific emphasis on the international consumer movement and consumer rights as well as anti-competitive concerns about intellectual property in the context of the multilateral trading system of the WTO.