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## COMMERCE SUBJECT DESCRIPTIONS

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**ACCY901 Accounting for Managers 6cp**

**Autumn/ Spring** Wollongong On Campus

**Contact Hours:** 2 hrs seminar, 1 hr computer lab per week

**Assessment:** See Subject Outline

**Subject Description:** The interpretation and utilisation of the major types of reports and analyses prepared by accountants for management decision making.

**ACCY903 Theoretical Foundations of Research 6cp**

**Autumn/ Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar

**Assessment:** See Subject Outline

**Subject Description:** The nature of theory, research and theory formation. A study of the methods used in theory formation, and of attempts to formulate theories of accounting and finance.

**ACCY904 Financial Accounting 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Assessment:** See Subject Outline

**Subject Description:** An in-depth study of the basis of external financial reporting, including asset valuation and periodic profit measurement. A study of the elements of financial accountancy and their communication in accounting reports.

**ACCY905 International Accounting 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Assessment:** See Subject Outline

**Subject Description:** Differences in accounting thought and standards between countries. Influence of national outlook and policies and of economic infrastructure on accounting practice. Uniform systems of accounting. Corporate growth and its impact on accounting and auditing. Comparative study of auditing and reporting standards, and international aspects of public accounting practice. The multi-national corporation. The effect of changing price levels on accounting for international operations.

**ACCY906 Issues in Financial Accounting 6cp**

*Not on offer in 2004*

**Assessment:** See Subject Outline

**Subject Description:** Contemporary issues in financial reporting to external parties, including accounting for different classes of assets, liabilities and equities. Legal, institutional and professional reporting requirements including proposals for improvement in accounting principles applied in practice.

**ACCY907 Empirical Research Methods 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Assessment:** See Subject Outline

**Subject Description:** The subject provides an overview of the ways accounting and finance researchers identify, formulate and investigate empirical questions in accounting and finance. Subjects include the criteria adopted to select research projects, issues of experimental design, validity threats, measurement problems and statistical analysis. Selected published accounting and finance research will be used to illustrate established methods of empirical research.

**ACCY908 Applied Financial Accounting 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Assessment:** See Subject Outline

**Subject Description:** Advanced problems in external financial reporting, including accounting for groups of companies, price level accounting and reporting theory involving consideration of taxation and economic implications.

**ACCY909 Comparative Accounting Systems 6cp**

*Not on offer in 2004*

**Subject Description:** An in-depth examination of the patterns of accounting development in different national political environments. Key variables determining the differential accounting development patterns and their implications, in particular, for multinational reporting, will be critically evaluated. Approaches for resolving the problems posed by the diversity of accounting systems will also be considered.

**ACCY910 Issues in International Accounting 6cp**

*Not on offer in 2004*

**Subject Description:** Specific current issues that may be examined in-depth include harmonisation of accounting standards and practices, foreign currency accounting, internal control and performance evaluation problems in foreign subsidiaries, and international transfer pricing problems. Content may be revised subject to the currency of specific issues and in light of student interests.

**ACCY913 Management Accounting 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Assessment:** See Subject Outline

**Subject Description:** The conceptual basis of management accounting and information systems. An examination of traditional and alternative theories and approaches shaping organisational and behavioural aspects of management accounting, including the contingency approach, the agency approach, control system theories, activity based accounting and critical accounting approaches.

**ACCY914 Management Planning and Control Systems 6cp**

Autumn Wollongong On Campus

Contact Hours: 2 hour seminar per week

Assessment: See Subject Outline

**Subject Description:** An in-depth analysis of selected aspects of the design and evaluation of management accounting, planning and control systems in both the private and public sectors.

**ACCY916 Studies in Controllership 6cp**

*Not on offer in 2004*

Assessment: See Subject Outline

**Subject Description:** The role and functions of the Chief Accounting Officer. Designing, installing and managing accounting systems - both financial and managerial. Specific problem areas in controllership, as depicted in selected case studies.

**ACCY918 Applied Management Accounting 6cp**

Spring Wollongong On Campus

Contact Hours: 2 hour seminar per week

Assessment: See Subject Outline

**Subject Description:** An in-depth applied analysis of selected topics in management accounting. Topics chosen could include decision theory and analysis, financial model building, cost prediction and control techniques, pricing, management accounting systems design, and the interrelationships between management and the management accounting system. Theoretical concepts developed in other management accounting subjects will be expanded as needed to support the complex applications being studied.

**ACCY931 Advanced Decision Support Systems 6cp**

*Not on offer in 2004*

Assessment: See Subject Outline

**Subject Description:** This subject will examine the theoretical foundations for Decision Support Systems. Consideration will be given to architectural and environmental factors in designing Decision Support Systems. Practical accounting applications will be provided. Empirical studies and recent developments in business will be selected for in-depth review.

**ACCY933 Studies in Information Systems in Accounting 6cp**

*Not on offer in 2004*

Assessment: See Subject Outline

**Subject Description:** Theoretical and practical aspects of contemporary information theory in accounting system evaluation, design, implementation and management, accounting and associated computer applications, sociological and ethical implications and research issues are explored.

**ACCY936 Management and Information Systems 6cp**

Autumn/ Spring Wollongong On Campus

Contact Hours: 1 hour seminar, 1 hour computer lab per week

Assessment: See Subject Outline

**Subject Description:** The effective use and control of information systems, particularly computer-based information systems, and the likely impact of developments in this area on management functions and how managers carry out those functions.

**ACCY943 Auditing and Accounting Information Systems 6cp**

*Not on offer in 2004*

Assessment: See Subject Outline

**Subject Description:** The general principles of auditing applied to the audit of computer-based accounting systems and the use of computers as an auditing tool. Particular emphasis on the positive aspects of auditing and internal control, including their contribution towards improvements in: (a) management functions such as planning; and (b) the quality (both real and perceived) of information flows within an entity and between it and external parties.

**ACCY944 Issues in Auditing 6cp**

Spring Wollongong On Campus

Contact Hours: 2 hour lecture, 1 hour tutorial per week

Pre-requisites:

Assessment: See Subject Outline

**Subject Description:** An in-depth examination of contemporary topics in auditing with emphasis on controversial and theoretical issues, including social and ethical issues, role of quantitative techniques in the audit function, continuous auditing concept, uncertainty reporting, audit performance evaluation, extension of attest function and public sector auditing.

**ACCY950 Introductory Forensic Accounting 6cp**

Intake C Wollongong Modular

Intake A, B, D Sydney Modular

**Subject Description:** This subject provides a broad based overview of forensic accounting within a corporate governance and accountability framework and is designed for progression to more specific topics. Subject content will deal with statutory regulation of corporations and other economic entities including not-for-profit entities in Australia and the Asia-Pacific Region. It will provide an overview of the role of accounting, audit and finance in regulatory and corporate governance frameworks. Students will be introduced to the nature of forensics and its role in the regulatory framework as well as within the legal and ethical framework of corporate governance including the role and duties of directors, executive officers, chief financial officers and management.

**ACCY951 Forensic and Litigation Framework 6cp**

Intakes A, B, C, D Sydney Modular

**Subject Description:** This subject will introduce students to the nature and purpose of forensic systems including risk assessment and management and audit procedures and guidelines. It will draw on accounting and audit standards and guidelines issued by CPA Australia, ICAA and IFAC. The subject will facilitate the acquisition of skills aimed at identifying and assessing an organisation's risk profile and appropriate responses. It will also lay the foundations for the

development of knowledge and understanding of the judicial system, law of evidence, preparation of working papers and expert witness preparation and presentation of evidence.

### ACCY952 Fraud and Failure 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 and ACCY951

**Subject Description:** This subject will build on the knowledge and skills acquired in ACCY 950 Introductory Forensic Accounting and ACCY 951 Forensic and Litigation Framework. It draws on case studies and actual instances of fraud and other irregularities, corporate governance failures and mismanagement in the corporate, financial and not-for-profit sectors. This material will be used to develop skills for identifying suspicious or irregular activities and analysis and investigation of those activities. The subject matter will include detailed analysis of transactions and events in the context of asset fraud and mismanagement, financial statement manipulation and banking and financial markets transactions and document fraud including cheques, credit cards, letters of credit and securities.

### ACCY953 Investigative Processes 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 & ACCY951

**Subject Description:** This subject introduces students to analytical and statistical techniques and systems aimed specifically at identifying/predicting the presence of irregularities, fraudulent and non-fraudulent, in the activities of corporate, financial and not-for-profit entities. Students will acquire knowledge and skills in non-quantitative, simple quantitative and advanced quantitative analytical review procedures in order to evaluate financial information and identify relationships between financial and non-financial data. Strategic analysis including statistical analysis and modelling will be introduced to facilitate knowledge and understanding of risk assessment, including credit risk, fraud detection, and market interactions.

### ACCY954 Advanced Investigative Techniques 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 and ACCY951

**Subject Description:** This subject introduces students to advanced techniques of risk assessment and management, detection of fraud and mismanagement, corporate governance and performance assessment and electronic auditing. The focus of the subject is sophisticated quantitative analysis, especially the use of computer assisted analytical procedures, of key operating and financial aspects of economic entities including forecasting, marketing, networking or strategic partnerships and computer systems. The importance to detection and assessment of fraud, risk, mismanagement and corporate governance and performance of a thorough understanding of an entity's components, structure and environment, including cause and effect interactions is emphasised.

### ACCY957 Independent Accounting Expert Reports 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 and ACCY951

**Subject Description:** This subject draws on accounting professional standards and guidelines dealing with the identification and collection of forensic evidence, preparation of expert reports and appearing as an expert witness in a court of law. Common law and statutory requirements concerning the law of evidence are integral to this subject. Accordingly, a broad range of litigation eg fraud, divorce settlements, disputes between business partners, solvency and related matters, will be dealt with.

### ACCY958 Research Project A 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 and ACCY951

**Subject Description:** This subject provides students with an opportunity to undertake independent research in specialised area within the broad topic area, fraud in a global economic environment. The specialised area must be selected in consultation with the subject co-ordinator and would fall within one of the following areas: international regulatory framework; identifying transnational corporate fraud; and forensic analysis of transnational corporations.

### ACCY959 Research Project B 6cp

Intakes A, B, C, D Sydney Modular

Pre-requisites: ACCY950 and ACCY951

**Subject Description:** This subject provides students with an opportunity to undertake independent research in specialised area within the broad topic area, globalisation and financial fraud - case studies. The specialised area must be selected in consultation with the subject co-ordinator and would fall within one of the following areas: transaction and banking fraud; currency (including forgery), financial fraud using the internet, off-shore banking and illegal money, underground banking, money Laundering, tax havens and fiscal termites, financial terrorists.

### ACCY961 Professional Practice - Accounting 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour seminar per week

Assessment: See Subject Outline

**Subject Description:** This subject is concerned with statements of Accounting Standards and statements of Accounting Practice and the impact of corporation law on the practice of accountancy..

### ACCY962 Professional Practice-Auditing, Risk, Assurance & IS 6cp

Autumn Wollongong On Campus

Assessment: See Subject Outline

**Subject Description:** Auditing is integral to modern accounting practice. An examination of modern auditing, together with the legal environment which impacts upon it, is provided in this subject.

**ACCY963 Professional Practice - Taxation 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 2 hour seminar per week**Assessment:** See Subject Outline**Subject Description:** This subject includes a detailed examination of the relevant legislation relating to taxation, including income tax and the GST. The application of this legislation is discussed.**ACCY968 Insolvencies 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour seminar per week**Assessment:** See Subject Outline**Subject Description:** Accounting and legal aspects of corporate and non-corporate insolvencies including liquidations & receivership, and the use of insolvency procedures as a management strategy.**ACCY969 Financial Management For Health Services 6cp**

Spring Wollongong Distance

**Assessment:** See Subject Outline**Subject Description:** This subject investigates the movement away from the management of costs towards the management of value for money. As such, it is concerned with the measuring and monitoring of efficiency. Accounting tools will be used to investigate quality of care, outcome, utility, products, utilisation and resource allocation.**ACCY973 History of Accounting Thought 6cp***Not on offer in 2004***Assessment:** See Subject Outline**Subject Description:** An examination of the environmental factors and processes by which accounting thought, practices and institutions originated and developed in the ancient, medieval and modern eras. Ancient accounts. Special-purpose account-keeping in the Middle Ages. Philosophy, influence and constraints of the double-entry system. Development of basic concepts of continuity, accrual accounting and limited liability. Impact of the Industrial Revolution and changing corporate environment on accounting development. Legislation and institutional influences on accounting.**ACCY974 Accounting Regulation 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour seminar per week**Assessment:** See Subject Outline**Subject Description:** An in-depth study of the regulation of accounting practice and procedures, the accounting profession and of measurement and disclosure in external financial reporting. This could include an examination of the consequences of regulation, alternative institutional arrangement for setting standards, the impact of accounting theory on standard setting, and a historical review of accounting regulation.**ACCY983 Studies in Government Accounting 6cp***Not on offer in 2004***Assessment:** See Subject Outline**Subject Description:** A detailed examination of selected areas in federal, state, regional or local government accounting.**ACCY985 Special Topic In Accounting-A 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 2 hour seminar per week**Subject Description:** A special topic to be selected from any area of financial accounting, management accounting, business finance, information systems or government accounting. The selection would be made by the Head of the Discipline, taking into account the expertise of academic staff, including visiting staff, and the interest of students.**ACCY986 Special Topic In Accounting-B 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 2 hour seminar per week**Subject Description:** A special topic to be selected from any area of financial accounting, management accounting, business finance, information systems or government accounting. The selection would be made by the Head of the Discipline, taking into account the expertise of academic staff, including visiting staff, and the interest of students.**ACCY993 Research Essay 12cp**

Autumn/ Spring Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.**ACCY994 Project 12cp**

Autumn/ Spring Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.**ACCY995 Research Project 24cp**

Annual Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.**ACCY996 Thesis 48cp**

Annual Wollongong On Campus

Spring 04/Aut 05 Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.**BUSS906 Information in Organisations 6cp**

Autumn/ Spring Wollongong On Campus

**Assessment:** Essays; and case study.**Subject Description:** This subject establishes a basis for understanding the role of information systems in organisations and how such systems relate to organisational objectives,

structures and procedures. Using systems theory plus other social theories including activity theory, the topics covered will include: the system concept in an organisation, information flows and decision processes, techniques and skills in representing system structures and integration of information systems into the organisational structure.

#### **BUSS907 Fundamentals of e-Business 6cp**

**Autumn/ Spring** Wollongong On Campus

**Summer 2004/2005** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Projects, class participation, final examination.

**Subject Description:** This subject examines the principles, techniques, methodologies, organisational and human implications of the business approach to electronic commerce, the business approach to using the internet, commercial applications for the information superhighway and the competitive advantage obtainable from electronic commerce.

#### **BUSS909 Office Automation and Intranets 6cp**

*Not on offer in 2004*

**Assessment:** Individual Essay; Individual Report and Web Pages; Group work with Individual Report.

**Subject Description:** This subject considers the integration of key elements in office automation and intranets namely: people; computers, and communication - with the ultimate aim of improving the productivity of office staff. It examines such issues as: the technology of text; hypertext data; image; and audio-processing; human and ergonomic factors; office systems analysis; personnel and professional management aids; computer-based information services and the design of intranets.

#### **BUSS910 Qualitative Analysis of Systems 6cp**

**Spring** Wollongong On Campus

**Assessment:** Continuous assessment; 3 assignments.

**Subject Description:** This subject examines newly emerging qualitative, contextual and interpretivist theories and methods used to describe information systems, the process of systems development, and change processes in organisations which emphasise relationships between technical and social change. The subject utilises interdisciplinary approaches drawn from critical theory, discourse analysis, ethnography and anthropology. The subject will also examine the implications of these approaches to the discipline and practice of systems analysis and development in organisations. Students will be involved in applying these theories and methods to system case studies and will be introduced to tools that support these approaches.

#### **BUSS911 Intelligent Systems 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 3 hours per week

**Assessment:** Project; assignments and final examination.

**Subject Description:** This subject considers the theory and practice of intelligent information systems development. It introduces the core principles of knowledge representation and reasoning, as well as techniques involved in knowledge acquisition, machine learning, planning and search. It then

examines how these techniques are deployed in practical settings by considering applications such as expert systems, constraint programming, multi-agent systems, data mining and web information retrieval.

#### **BUSS924 Systems Modelling and Simulation 6cp**

**Spring** Wollongong On Campus

**Assessment:** Weekly assignment; term project; and final examination.

**Subject Description:** This subject aims to introduce the concepts of systems modelling and simulation, and its role in analysing the operation characteristics of a system for supporting management in decision making. Both discrete and continuous systems modelling and simulation will be covered. Statistical aspects of simulation will be emphasised.

#### **BUSS926 Decision Support Systems 6cp**

**Spring** Wollongong On Campus

**Assessment:** Assignment, research paper and final examination.

**Subject Description:** A central concern for the field of Information Systems is the design and implementation of computer systems to support managerial decisions and organisational processes. This requires a good understanding of the process of decision making and the ability to model decisions effectively besides gaining familiarity with a range of software tools for building such systems. This subject will provide a comprehensive review of model-based and data-driven approaches to building systems to provide decision support in organisations. It will have an interdisciplinary thrust drawing on concepts and theories from Information Systems, Computer Science, Management Science among others.

#### **BUSS927 Human Computer Interaction 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 3 hours per week

**Assessment:** Assignments and final examination.

**Subject Description:** The aim of this subject is to make students aware of the multidisciplinary nature of the domain of Human Computer Interaction. It aims to provide students with the knowledge and skills required to make sound judgements about the design of a business computer system in terms of its suitability for achieving the particular goals required by its users, to evaluate how well software systems fulfil the needs of their users and to contribute to the design of user-centred systems in which users and task needs are given major consideration.

#### **BUSS929 Information Systems Research Methods 6cp**

**Autumn/ Spring** Wollongong On Campus

**Contact Hours:** 3 hours per week

**Assessment:** The subject will have the following assessment components: reviews of research papers; literature review paper for a research topic of your choice; class participation and class presentation on the research topic of your choice.

**Subject Description:** This subject will provide a comprehensive introduction to a range of issues related to the choice and application of appropriate research methods for information systems (IS) research. Given the multidisciplinary nature of

## Subject Descriptions

the IS field, researchers have employed diverse methods and the students will be exposed to some of the more significant approaches.

### **BUSS945 Information Systems Project 12cp**

**Autumn/ Spring** Wollongong On Campus

**Annual** Wollongong On Campus

**Assessment:** Project report, extended literature review, system design and/or development, Case Study OR Develop and use an instrument OR Experiment

**Subject Description:** The aim of this subject is to provide students with the opportunity to study a topic of research interest either within an external organisational setting (MBA students), or within a staff research group in the department (MIS or MBA students). The project will be completed under staff supervision and culminates in the production of a substantial written report plus other products such as software, manuals as appropriate to the project.

### **BUSS946 Information Systems Project Part 1 6cp**

**Spring** Wollongong On Campus

**Assessment:** Work completed in this subject together with that completed in BUSS947 will be assessed as described for BUSS945. (final detailed report plus any other relevant materials related to the project topic).

**Subject Description:** This subject is specifically for students commencing in Spring Session the information systems project specified in BUSS945. This subject together with BUSS947 Information Systems Project Part 2 (Autumn Session) is equivalent to BUSS945.

### **BUSS947 Information Systems Project Part 2 6cp**

**Autumn** Wollongong On Campus

**Assessment:** Work completed in BUSS947 together with that completed in BUSS946 will be assessed as specified in the description of BUSS945. (Final detailed report plus any other relevant materials related to the project topic).

**Subject Description:** This subject is specifically for those who commenced their project in the previous Spring Session in BUSS946.

### **BUSS950 Systems Development Methodologies 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Seminar Presentation, Reports and final examination.

**Subject Description:** This subject examines and compares a range of systems development methodologies, through the study of the underlying philosophical basis and the methods, tools and techniques used in these methodologies. The application of these methodologies in practice will also be examined.

### **BUSS951 Critical Issues in Information Systems 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Assignments and final examination.

**Subject Description:** This subject explores the critical issues of current concern to information systems researchers and practitioners in organisations. It will provide both a broad comparative view of state of the art organisational information systems and a detailed study of the development and application of selected systems currently being researched within the Department of Information Systems.

### **BUSS952 Strategic Information Systems Management 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Tutorial Questions, Group Assignment and final examination.

**Subject Description:** This subject examines a number of current strategic management issues pertinent to the effective and efficient use of IS/IT resources throughout an organisation. Issues considered include: electronic commerce and globalisation, strategic planning and the use of IS/IT for gaining competitive advantage; linking business and IS/IT planning; formulating an IS/IT architecture and information management strategy; the structure, organisation and placement of the IS/IT Department within organisations; end-user computing and IS/IT Department support; IS/IT Department functions and operations; organisational change and IS/IT ethics.

### **BUSS953 Management of Information Systems Development 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Assignments and final examination.

**Subject Description:** This subject provides an introduction to, and overview of, the knowledge and skills required to successfully manage computer-based systems development projects within an organisational setting. Topics and issues considered include: IS/IT project management and its organisational context; inter-organisational arrangements for e-business including B2B and B2C frameworks, project management tools and techniques; feasibility study methods; resource estimation techniques; behaviour and management of IS/IT project groups; systems development environments for professionals and end-users; quality assurance; project and system evaluation.

### **BUSS981 Advanced Information Systems -Topic A 6cp**

**Autumn/ Spring** Wollongong On Campus

**Assessment:** Reports; assignments.

**Subject Description:** This subject is available to those enrolled in the Honours Master of Information Systems program by coursework and BUSS986 Research Report. The subject provides the opportunity for students to undertake individual supervised study related to their individual program and the topic of their BUSS986 Research Report.

**BUSS982 Advanced Information Systems -Topic B 6cp**

**Autumn/ Spring** Wollongong On Campus  
**Annual** Wollongong On Campus

**Assessment:** Reports; assignments.

**Subject Description:** This subject is available to those enrolled in the Honours Master of Information Systems program by coursework and BUSS986 Research Report. The subject provides the opportunity for students to undertake individual supervised study related to their individual program and the topic of their BUSS986 Research Report.

**BUSS983 Advanced Information Systems -Topic C 12cp**

**Annual** Wollongong On Campus

**Assessment:** Reports; assignments.

**Subject Description:** This subject is available to those enrolled in the Honours Master of Information Systems program by coursework and BUSS986 Research Project. The subject provides the opportunity for students to undertake individual supervised study related to their individual program and the topic of their BUSS986 Research Report.

**BUSS984 Advanced Information Systems -Topic D 12cp**

**Autumn/ Spring** Wollongong On Campus

**Annual** Wollongong On Campus

**Assessment:** Reports; assignments.

**Subject Description:** This subject is available to those enrolled in the Honours Master of Information Systems program by coursework and BUSS986 Research Report. The subject provides the opportunity for students to undertake individual supervised study related to their individual program and the topic of their BUSS986 Research Report.

**BUSS986 Research Report 24cp**

**Autumn/ Spring** Wollongong On Campus

**Annual** Wollongong On Campus

**Assessment:** Final written report and progress reports.

**Subject Description:** This subject must be completed by students undertaking the Honours Master of Information Systems by coursework plus project. The project involves completing a significant research report on a specific information systems topic.

**BUSS987 Master Thesis 48cp**

**Annual** Wollongong On Campus

**Spring 04 / Aut 05** Wollongong On Campus

**Assessment:** Research thesis to be examined in accordance with University rules and regulations.

**Subject Description:** This subject is specifically for students undertaking the Honours Master of Information Systems program by research. The subject requires individual, supervised research on an advanced information systems topic and culminates in the submission of a thesis in the topic.

**BUSS991 Research Report - Part 1 12cp**

**Spring** Wollongong On Campus

**Assessment:** Work completed in this subject together with that completed in BUSS992 will be assessed as described for BUSS986.

**Subject Description:** This subject is specifically for students in the Honours Master of Information Systems by coursework plus project who are commencing work on their project in Spring Session. This subject together with BUSS992 taken in the following Autumn Session is equivalent to BUSS986.

**BUSS992 Research Report - Part 2 12cp**

**Autumn** Wollongong On Campus

**Assessment:** Work completed in BUSS992 together with that completed in BUSS991 will be assessed as described for BUSS986.

**Subject Description:** This subject is specifically for Honours Master of Information Systems students completing their program by coursework plus project who have commenced their project in BUSS991 in the previous Spring Session.

**BUSS999 Doctoral Thesis 48cp**

**Annual** Wollongong On Campus

**Autumn/Spring** Wollongong On Campus

**Assessment:** Research thesis to be examined in accordance with University rules and regulations.

**Subject Description:** This subject is specifically for students undertaking the Doctor of Philosophy program in Information Systems. The subject requires individual, supervised research on an advanced information systems topic and culminates in the submission of a thesis which demonstrates an original contribution to the field of study.

**ECON901 Monetary Economics 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** The subject is in two sections. The first focuses on a comparison of the monetary transmission mechanism and policy implications arising from the Classical, Keynesian, Monetarist and New Classical theories. The second section analyses the money supply and its control, and conduct of monetary policy, money in the open economy, inflation, the Australian financial system, and financial deregulation in Australia.

**ECON902 Advanced International Monetary Economics 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** Topics covered will include foreign exchange markets; banking and financial institutions; money supply, price level and international adjustment; international monetary system.

**ECON903 Public Finance 6cp**

*Not on offer in 2004*

**Subject Description:** This subject further develops topics encountered in the undergraduate Public Finance course. Particular emphasis will be placed on issues surrounding inter-governmental fiscal relations in a federal system. Questions of fiscal transfer mechanism, divisions of powers and responsibilities and the equalisation measures which might be used will be considered.

**ECON904 Trade, Growth and Development 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** The following topics will be covered: The WTO as an international organisation; capital-skill complementarity new investment and technical progress; concerns about the role of multinational corporations in trade and technology progress; the role of multinational corporations in trade and technology transfers; human development, economic democracy and shared growth; international economic institutions (IBRD,IMF,WTO) and the national economies. Examples will be cited from developing and developed countries but recent Australian and Asian experience will be emphasized.

**ECON906 History of Economic Thought 6cp**

*Not on offer in 2004*

**Subject Description:** A subject designed to introduce students to the main developments in economic theory from the 17th to 20th centuries. Internal changes in theories, relationships between successive theories and external influences on this development will be examined. Students will be expected to read widely in both primary and secondary sources.

**ECON907 Cost-Benefit Analysis 6cp**

Spring Wollongong On Campus

**Contact Hours:** 3 hour lecture per week

**Subject Description:** The main objective of the subject is to develop skills in appraising public sector (and other) investment projects. These skills are sought through the study and role of theory underlying cost-benefit analysis. The subject contains a practical component involving the appraisal of specific investment projects. Topics covered include: welfare economics; 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; multiple objective planning; and the incorporation of risk and uncertainty.

**ECON908 Advanced Topics in the Economics of Development 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** The subject provides an in-depth analysis of development in the light of theory and experience. Topics include: economic growth versus economic development; poverty and inequality; population growth; unemployment and rural-urban migration; technological change; peasant

agriculture and agricultural productivity; human capital and development; role of capital; credit and institutions; international dimensions of development and development policy.

**ECON909 Econometric Theory 6cp**

*Not on offer in 2004*

**Subject Description:** This subject deals with advanced topics in the theory and practice of econometrics and covers contemporary issues of modelling specification, estimation, testing, and forecasting. Much of the subject will be based on journal articles in which the current econometric issues have been discussed.

**ECON910 Economics for Accounting Professionals 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Assessment:** Assignments and Final Examinations

**Subject Description:** This subject provides the student with knowledge about the principles of economics and those parts of the economic system that are particularly relevant to professional accountants. The unit will examine key topics in microeconomics and international economics that are used in business and managerial decision-making, focusing on how they influence accounting outcomes and project evaluations. These will include price theory, cost analysis, profit determination, exchange rate determination. It also introduces students to the economic perspective underlying business issues such as wage rate determination, environmental policy, income distribution and international trade.

**ECON911 Advanced International Economics 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** Aspects of some of the following topics are studied in-depth: growth and trade; factor transfers (foreign investment); tariffs; import-substituting industrialisation; foreign exchange market; internal and external balance (the two-gap model).

**ECON912 Labour Economics 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** This subject will provide a comprehensive analysis of labour market issues using a range of economic theories. Special emphasis is placed on analysing the structural change in industries and occupations of the Australian labour market and selected overseas countries.

**ECON913 Industrial Organisation 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** A study of industrial organisation and performance, decision-making criteria and constraints affecting output and distribution of revenue, market behaviour, and matters of ownership and control of the unit organisation.

**ECON915 Electronic Commerce and the Economics of Information 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**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 develops the theory of the economics of information, technology and transaction costs and investigates the role and value of information in decision making.

**ECON916 Economics of Education, Health and Welfare 6cp***Not on offer in 2004*

**Subject Description:** Several areas of microeconomic theory will be selected for advanced treatment. Within each topic contemporary applications will be explored after the development of a theoretical base.

**ECON918 Economics of Health Care 6cp**

Autumn/ Spring Wollongong On Campus

Autumn Wollongong Distance

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**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, social statistics and medical decision making. Government policies influencing all aspects of health care will be analysed and evaluated.

**ECON921 Econometric Models 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** This is a subject on the foundations of econometric models. Both single-equation and simultaneous equation models will be studied. Emphasis is on suitable model building with economic content, on obtaining estimates with desirable properties, on testing procedures, on model evaluation and selection, and applications. Examples from current Australian econometric models will be critically examined.

**ECON924 International Economic Relations 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week**Exclusions:** Not to count with INTR920 and ECON982

**Subject Description:** The subject will examine policy issues in the international economy, especially as they affect the Asia-Pacific region. The role of international economic organisations such as the IMF, World Bank, and GATT will be emphasised as well as issues such as free trade, protectionism, exchange rate determination and international

capital flows. Options available to individual countries for international economic policy will be explored.

**ECON927 Innovation and Technology in the New Economy 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week**Assessment:** Essays; seminar and exam

**Subject Description:** This subject provides economic conceptual frameworks in which to think systematically about the economy, technology, innovation and related policy issues. The course does not include theory for the theory's sake, but presents and uses theoretical tools as a means to the end of gaining better understanding of the role of innovation-related policy issues in the context of a creative economy. Although the concepts and tools developed are relevant to all countries, special attention will be given to Australian and other OECD economies.

**ECON933 Conflict and Cooperation 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week**Pre-requisites:** ECON111 and ECON122

**Subject Description:** A study of advanced topics in game theory. The objective of this subject is to build on traditional analytical techniques in economics based on assumptions of certainty and competitive markets. Using game theory, the analysis is extended to settings that traditional economic analysis is unable to cope with. These typically involve settings incorporating risk and uncertainty, asymmetric and incompleteness information and strategic situations where the assumptions of competitive markets do not apply. The emphasis is on theoretical developments and the application of the central tools of game theory to real world problems of business and economics involving strategic interactions between parties.

**ECON935 Advanced Managerial Economics and Operations Research 6cp***Not on offer in 2004*

**Subject Description:** A study of advanced quantitative techniques applicable to economic and managerial decision-making. This subject covers a wide range of quantitative analyses such as forecasting techniques, Bayesian analysis, Markov process models, PERT, CPM and specialised network algorithms, risk preference analysis, transportation and assignment models and quadratic and nonlinear programming.

**ECON936 Graduate Macroeconomics 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** This subject analyses the major factors which determine macroeconomic behaviour and associated policy prescriptions. The effects of consumption and investment, international factors, monetary and fiscal policies on aggregate demand are examined. The determination of wages and prices, inflation and unemployment are also considered in terms of aggregate supply.

**ECON937 Graduate Microeconomics 6cp****Autumn** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** The subject provides the theoretical basis for analysis of a wide range of microeconomic issues and policies. Topics include demand and supply theory; consumer preference theory; theory of the firm; cost functions; market behaviour under perfect competition, monopoly, and imperfect competition; factor markets; general equilibrium theory; externalities and intertemporal choice and risk. The emphasis in these topics is on providing a theoretical foundation that is linked to empirical analysis and interpretation of real world problems.

**ECON938 Environmental Economics 6cp****Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** This subject will provide a comprehensive analysis of environmental issues utilising the theory of economic externalities and the theory of ecologically sustainable development. Methods used to convert environmental problems and to measure externalities will be analysed. It will also evaluate environmental policies in Australia, developing countries and in the international economy.

**ECON939 Quantitative Economic Analysis 6cp****Autumn** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** This course deals with the fundamental concepts of econometrics used in applied economic work in the academic, business and government sectors. The course covers the standard and non-standard econometric models, based on time series, cross-section, or qualitative data. Emphasis will be on applications of the econometric methodologies in empirical research.

**ECON940 Statistics for Decision Making 6cp****Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week**Assessment:** Assignments and Final Examination

**Subject Description:** This subject covers description and inferential statistics, and their applications in the business environment. A foundation of descriptive statistics and probability is first developed, followed by discussion of the concepts and principles of statistical inference. Several topics in statistical inference are then examined including confidence intervals, hypothesis testing, statistical quality control, regression analysis and forecasting. Realistic case studies are used to demonstrate the application of statistical methodology as an aid business decision making.

**ECON941 Advanced Topics in Economics - A 6cp****Autumn/ Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** Topics for these subjects (A-C) may be drawn from any area of Economics which the Head of the

Department considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**ECON942 Advanced Topics in Economics-B 6cp****Autumn/ Spring** Wollongong On Campus**Contact Hours:** Refer Department

**Subject Description:** Topics for these subjects (A-C) may be drawn from any area of Economics which the Head of the Department considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**ECON943 Advanced Topics in Economics - C 6cp****Autumn/ Spring** Wollongong On Campus**Contact Hours:** Refer to Department

**Subject Description:** Topics for these subjects (A-C) may be drawn from any area of Economics which the Head of the Department considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**ECON982 International Economic Relations 6cp****Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** The subject will examine policy issues in the international economy, especially as they affect the Asia-Pacific region. The role of international economic organisations such as the IMF, World Bank, and GATT will be emphasised as well as issues such as free trade, protectionism, exchange rate determination and international capital flows. Options available to individual countries for international economic policy will be explored.

**ECON983 Trade and Industry in East Asia 6cp****Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**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.

**ECON984 Financial Economics 6cp****Spring** Wollongong On Campus**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Subject Description:** An advanced study of the theory of efficient acquisition, financing and composition of assets and production activities with applications in the fields of economics of the firm, agricultural economics and international economics. Optimal control methods and phase-plane diagrams are used for analysing efficient trajectories of capital investment and borrowing. Investors' portfolio choices and producers' activity sets will be analysed within a mean-variance expected utility maximisation framework.

**ECON991 Project 12cp**  
**Autumn/ Spring** Wollongong On Campus  
**Subject Description:** N/A

**ECON992 Research Report 24cp**  
**Annual** Wollongong On Campus  
**Subject Description:** N/A

**ECON993 Thesis 48cp**  
**Annual** Wollongong On Campus  
**Subject Description:** N/A

**ECON996 Advanced Macroeconomic Theory 6cp**  
**Autumn** Wollongong On Campus  
**Contact Hours:** 3 hour lecture per week

**Subject Description:** This subject critically reviews advanced contemporary macroeconomic theories and their policy prescriptions. It stresses the need to consider four important concepts; namely the international orientation of macroeconomics, the role of expectations and their formation, the importance of macroeconomic adjustment speeds, dynamics and stability properties, and finally, the difficulty of formulating and implementing consistent, optimum macroeconomic policy in a changing world.

**ECON997 Advanced Microeconomic Theory 6cp**  
**Autumn** Wollongong On Campus  
**Contact Hours:** 3 hour lecture per week

**Subject Description:** The objective of this subject is to provide a balanced and comprehensive coverage of the core topics in theoretical microeconomics, with particular attention to welfare economics, the economics of production, and contestable markets.

**FIN 920 Advanced Risk and Insurance 6cp**  
**Spring** Wollongong On Campus  
**Assessment:** See Subject Program

**Subject Description:** Deals with the concepts and technical description of risk, risk attitudes/preferences and insurance. Conceptual models and tools discussed include those used in protecting against portfolio risk, other financial risks (e.g. exchange rate risk) and more general corporate risks (e.g. regulatory risk). Specific risk management tools are taught by way of hypothetical applications. These include share portfolio insurance using derivatives, and hedging against currency exchange rate and interest rate movements both in the spot and derivative markets.

**FIN 921 Managerial Finance 6cp**  
**Autumn/ Spring** Wollongong On Campus  
**Contact Hours:** 2 hour seminar per week  
**Exclusions:** Not to count with ACCY921  
**Assessment:** See Subject Outline

**Subject Description:** An examination of the sources and uses of corporate finance, and the identification of relevant costs

for decision making. Specific topics may include financial decision and corporate strategy, valuation, receivables, capital investment, risk and uncertainty, required rates of return, dividend policy, leasing, mergers and acquisitions.

**FIN 922 Investment Analysis 6cp**  
**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY922

**Assessment:** See Subject Outline

**Subject Description:** An in-depth study of investments and investment decision analysis. The theoretical bases of asset pricing and net present value. The application of investment selection criteria under diverse conditions and in different market settings. The incorporation of risk into investment decision analysis and a study of the application of capital asset pricing models in investment evaluation.

**FIN 923 Investment Management 6cp**  
**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY923

**Assessment:** See Subject Outline

**Subject Description:** The subject examines some advanced topics in the modern theory of optimal investment decision-making, portfolio theory, capital and derivative markets. The subject will explore areas including; market efficiency models in valuing portfolios and securities, bond analysis, portfolio management and performance evaluation. The subject will provide a theoretical framework within which all derivative securities can be valued and hedged and also examine the way they are traded.

**FIN 924 Corporate Financial Information Analysis 6cp**  
**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY924

**Assessment:** See Subject Outline

**Subject Description:** A survey of methods for the appraisal and prediction of corporate financial performance from such publicly available information as accounting numbers, industry and economic statistics, and stock market data. Equal emphasis is placed upon the development of theoretical constructs, and appraisal of the results of empirical research, especially Australian studies.

**FIN 925 Banking Theory and Practice 6cp**  
**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY925

**Assessment:** See Subject Outline

**Subject Description:** This subject focuses on accounting aspects of the practices and operations of banks and other financial institutions. It entails comprehensive discussions on issues that are commonly involved within the banking environment such as the regulatory structure, the cheque clearing system, risk management, lending issues, capital

## Subject Descriptions

adequacy analysis and the latest information technology within the banking world.

### **FIN 926 Studies in Business Finance 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY926

**Assessment:** See Subject Outline

**Subject Description:** Contemporary business finance theory, including option pricing theory, arbitrage pricing model, bond swapping and bond immunisation.

### **FIN 927 Small Business Finance 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY927

**Assessment:** See Subject Outline

**Subject Description:** Two major problems account for the majority of small business failures. These are managerial problems and financial limitations. Both are intertwined. The material in this subject covers the sources, uses and management of funds from pre-purchase to public listing. For example, common errors in the financial management of small firms include a lack of adequate control systems for cash and inventory management, accounts receivable and payable, credit management etc. Financial decisions involve complex issues that have both theoretical and applied components that will be discussed in some detail.

### **FIN 928 Multinational Financial Management 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY928

**Assessment:** See Subject Outline

**Subject Description:** The role of multinationals in international investment; aspects of the international monetary system; Euromarkets; foreign exchange markets; internal and external exposure management techniques; currency futures and options; swaps; financing MNC investment; MNC investment decision making; political risk analysis; international taxation.

### **FIN 929 Risk, Development and Venture Capital 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY928

**Assessment:** See Subject Outline

**Subject Description:** This is predominantly a research subject. The material covered includes the foundations and development of the risk capital industry, management structures, investment decision making processes, deal structures and post investment involvement in entrepreneurial companies by venture capitalists. The risk capital industry has been promoted, by numerous governments, as a panacea for economic woes. This tendency, its rationale and the approaches taken for risk capital development internationally will also be discussed.

### **FIN 955 International Banking 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY955

**Assessment:** See Subject Outline

**Subject Description:** The global impact of banking is the focus of this subject. The subject entails comprehensive discussions on issues that are commonly involved within the international banking environment such as the development of the international monetary system, deregulation of banks, methods of payment in international trade, the foreign markets, international lending and developments of new technology and its impact on the international banking sector.

### **FIN 956 Banking, Lending and Securities 6cp**

**Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY956

**Assessment:** See Subject Outline

**Subject Description:** The criteria involved in the bank's lending process and the securities associated with such a process are the focus of this subject. The subject entails comprehensive discussions on issues of lending within the banking environment such as regulations of security offerings, principles of good lending, documents involved in lending, lending and the consumer credit code, new developments in lending and securities and its impact on the banking sector.

### **FIN 987 Special Topic in Finance 6cp**

**Autumn/ Spring** Wollongong On Campus

**Contact Hours:** 2 hour seminar per week

**Exclusions:** Not to count with ACCY987

**Assessment:** See Subject Outline

**Subject Description:** This course provides an opportunity to study a topic of research interest within the theory and application of finance as it relates to (i) corporate finance and (ii) investments. The research will be completed under staff supervision and culminates in the production of a written report.

### **FIN 993 Research Essay 12cp**

**Autumn/ Spring** Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.

### **FIN 994 Project 12cp**

**Autumn/ Spring** Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.

### **FIN 995 Research Project 24cp**

**Autumn/ Spring** Wollongong On Campus

**Subject Description:** An individual program determined in consultation with the Head of Discipline.

**FIN 996 Thesis 48cp**  
**Annual** Wollongong On Campus  
**Subject Description:** An individual program determined in consultation with the Head of Discipline.

**INTR920 Advanced International Economic Relations B 8cp**  
**Spring** Wollongong On Campus  
**Contact Hours:** 2 hour lecture, 1 hour tutorial per week  
**Subject Description:** The subject examines policy issues in the international economy especially as they affect the Asian-Pacific region. The role of international economic organizations such as the IMF, World Bank and GATT is emphasised as well as issues such as free trade, protectionism, exchange rate determination and international capital flows. Options available to individual countries for international economic policy are explored.

**INTR921 Advanced International Economics 8cp**  
**Autumn/ Spring** Wollongong On Campus  
**Subject Description:** Aspects of some of the following topics are studied in depth: 1. Growth and Trade; 2. Factor Transfers (Foreign Investment); 3. Tariffs; 4. Import-Substituting Industrialisation; 5. Foreign Exchange Market; 6. Internal and External Balance (the two-gap model).

**INTR922 Advanced Topics in Economics 8cp**  
**Autumn/ Spring** Wollongong On Campus  
**Subject Description:** Topics for this subject may be drawn from any area of Economics which the Heads of the Departments concerned consider to be suitable preparation for a higher degree and appropriate to the student's special interests.

**MARK901 Marketing on the Internet 6cp**  
**Spring** Wollongong On Campus  
**Subject Description:** Understand what is required for an effective web site to add most possible customer value. Understand the different issues in different applications of the internet. In particular the difference in appropriate applications for different product types and strategy choices of organisations. Be aware of ethical and legal issues relating to internet use. Understand the potentials for value adding for customers and stakeholders of organisations.

**MARK917 Business to Business Marketing 6cp**  
**Autumn** Wollongong On Campus  
**Subject Description:** Business to Business Marketing covers issues particular to the situation where one business markets a product or service to another business (rather than to an individual consumer). This subject is also referred to at times as Industrial Marketing.

**MARK922 Marketing Management 6cp**  
**Autumn** Wollongong On Campus  
**Contact Hours:** 3 hours lecture per week  
**Exclusions:** WBS904  
**Subject Description:** This is the introductory postgraduate Marketing subject. It examines the contemporary view of marketing and focuses on the following areas: identification of market opportunities, segmentation and target marketing, marketing mix decisions, service marketing and international marketing.

**MARK935 Marketing Strategy 6cp**  
**Spring** Wollongong On Campus  
**Contact Hours:** 3 hours lecture per week  
**Subject Description:** With the use of case studies, this subject will examine the development and implementation of marketing plans and strategies at the organisational level. Key issues may include: marketing's strategic role in the organisation, marketing strategy and competitive advantage, including marketing mix strategies, marketing strategy formulation, implementation and control.

**MARK936 Consumer Behaviour 6cp**  
**Spring** Wollongong On Campus  
**Contact Hours:** 3 hours lecture per week  
**Subject Description:** The subject will explore the motives of consumers during the purchase of products and services. It will investigate sociological and psychological concepts as they specifically apply to the behaviour of consumers in order to learn how to make more effective marketing decisions. In addition to a required text that will be used to understand the theory, readings and case studies will be assigned for practical application of the concepts.

**MARK937 Relationship Marketing 6cp**  
**Autumn** Wollongong On Campus  
**Subject Description:** Marketing has been defined by some as the art of getting and keeping customers. However, most of the emphasis has been placed on attracting customers. Relationship marketing stresses the importance of keeping customers. This subject will provide both a theoretical and practical perspective to relationship marketing.

**MARK938 Managing Services Marketing 6cp**  
**Autumn** Wollongong On Campus  
**Contact Hours:** 3 hours lecture per week  
**Subject Description:** This course provides an in-depth analysis of the problems facing services marketing managers. Through lectures, class discussions, readings and case analysis, plus observation of firms in actual service situations, students will develop insights concerning the unique characteristics of marketing in the services sector. Major topics include: problems and strategies in services marketing; understanding the service experience, dimensions of service quality, services marketing mix, growth strategies for service firms and marketing implementation issues.

**MARK939 Contemporary Issues in International Marketing 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This subject examines the role of globalisation and international marketing in economic development. The major focus is on the discourse of globalization and how this relates to current issues in international marketing. Topics include: cultural and social effects of international marketing, the role of multinationals in developing countries, ecological effects of globalisation and economic development, consumer issues in developing countries, and the role of government in international marketing.

**MARK940 Advertising and Promotion Strategy 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This subject will provide both a theoretical and a practical perspective on Marketing Communications and Promotion Strategy. Students will learn to use communication tools such as advertising, sales promotion, point-of-purchase materials, sponsorship programs and publicity, to optimise intervention on organisational issues.

**MARK954 Special Topic in Marketing A 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** A special topic selected from any area of marketing. The selection would be made by the Head of the Discipline, taking into account the expertise of academic staff, including visiting staff, and the interest of students.

**MARK956 New Product Marketing 6cp**

Spring Wollongong On Campus

**Subject Description:** New products are the "lifeblood" of the modern organisation, with the majority of firms' sales coming from new products or services which they have introduced in the past 3 years. With a combination of theory and practical "hands-on" assignments, this course takes students to that status of "new products executives", i.e. capable of managing the new product process from new products strategy to successful launch.

**MARK957 International Marketing Strategy 6cp**

Spring Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** The course will encompass the issues involved in international marketing. Primary focus will be on the strategic aspects with particular emphasis on environmental consideration and international marketing decisions in the global context. A managerial perspective will be adopted and decision-making skills will be imparted through the case method of instruction.

**MARK959 Sales Management 6cp**

Spring Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This course involves organising and planning the company's overall personal selling efforts and integrating these efforts with the other elements of the firm's marketing strategy. It also includes the selecting of appropriate sales personnel and designing and implementing policies and procedures that will direct their efforts towards the firm's desired objectives. The final part of the course involves developing procedures for monitoring and evaluating sales force performance so that adjustments can be made to either the sales program or its implementation when performance is unsatisfactory.

**MARK960 Case Study 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This is an approved program of study to be agreed with the Head of School, where students will conduct an in-depth analysis of a particular marketing problem.

**MARK970 Contemporary Issues in Marketing 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This course will focus on advanced topics in marketing and strategic issues relating to marketing. Emphasis will be placed on reviewing contemporary readings in the academic and professional literature, together with a focus on practical issues affecting marketing.

**MARK977 Research For Marketing Decisions 6cp**

Autumn Wollongong On Campus

**Subject Description:** This subject is concerned with examining the techniques and principles for systematically collecting, recording, analysing and interpreting data that can aid decision makers who are involved with marketing products, services or ideas. Topics include: the structure and function of research information, problem definition and research design, the measurement of consumer attitudes and preferences, design of sampling plans, collecting primary and secondary data, analysing and interpreting statistical research results.

**MARK989 Special Topic b 12cp**

Autumn/ Spring Wollongong On Campus

**Subject Description:** A program of coursework and reading as prescribed by the Head of School. This subject is normally available only to MCom(Honours) students.

**MARK990 Minor Thesis 24cp**

Autumn/ Spring Wollongong On Campus

**MARK991 Major Thesis** **48cp**  
**Annual** Wollongong On Campus

**MARK997 Retail Marketing Management** **6cp**  
**Spring** Wollongong On Campus

**Contact Hours:** 3 hours lecture per week

**Subject Description:** This subject will include a background to retailing, the scope of retailing, retailing strategies, merchandise and store management. Particular emphasis will be placed on case analysis in order to bring as much of the real world as possible into the classroom.

**MGMT908 Human Resources Development** **6cp**  
**Autumn** Wollongong On Campus

**Subject Description:** This subject provides an advanced perspective on the use of Human Resource Development (HRD) in enhancing the Competitive Advantage of Organisations, by building up the Intellectual and Learning System capacities of the Organisation to cope with a rapid change, customer focused environment. The concept of the Learning Organisation will be developed through the perspective of the HRD policies and actions required to develop and change organisations through their human capital and capabilities.

**MGMT910 Strategic Technology Management** **6cp**  
**Spring** Wollongong On Campus

**Subject Description:** This subject introduces students to concepts and practical issues concerned with the strategic management of technology at both the firm and national level. Topics examined include technological change and long-term economic change; internal and external sourcing of new technologies; technology viewed as a stock and a flow of knowledge; and private and public-sector technology policies in Australia and overseas.

**MGMT911 Leadership and Team Dynamics** **6cp**  
**Autumn/ Spring** Wollongong On Campus

**Subject Description:** This subject analyses and applies research findings, practice and skills in regard to leadership and team dynamics. The main issues for discussion include: nature and importance of leadership; traits and characteristics of leaders; effective leadership behaviours and attitudes; leadership styles; power and politics; team dynamics; motivation and coaching; problem-solving; communication; conflict resolution; diversity and leadership development.

**MGMT915 Leading Organisational Change: Framing the Management of Change** **6cp**

**Spring** Wollongong On Campus

**Subject Description:** This subject analyses how managers can conceptualise and lead the process of organisational change. Issues under discussion will be: organisational change theories and models; forces for change; resistance to change; coping with change; recognising, diagnosing, planning and implementing change; organisational development;

contingency approaches to change; and aspects of cultural change management.

**MGMT916 Management and Employment Relations** **6cp**

**Autumn** Wollongong On Campus

**Subject Description:** This subject examines the management of employment relationships using a number of theoretical approaches and utilising the perspectives of individual, unions, employers and government. The subject is based on the premise that the employment relationship is not managed exclusively by 'managers', but that other individuals and groups, in including organised labour and the government, are all involvement in the management of employment relations.

**MGMT920 Organisational Analysis** **6cp**

**Spring** Wollongong On Campus

**Subject Description:** This subject provides students with an understanding of the main theoretical frameworks and conceptual tools used to analyse organisations. The subject approaches organisational analysis using four perspectives: bureaucratic, contingency, political, and cultural. Emphasis is placed on understanding the basis in theory and metaphorical roots of each perspective, as the foundation for using a multiple perspectives approach to identify the key dynamics of organisations.

**MGMT930 Strategic Human Resource Management** **6cp**

**Autumn** Wollongong On Campus

**Subject Description:** This subject examines strategic management concepts and frameworks, and explores the links between strategic management and human resource management. A number of models of strategic HRM are considered, in terms of their theoretical foundations and practical utility. The overall focus is on using the conceptual and analytical frameworks of strategic HRM to develop and implement effective human resource strategies.

**MGMT933 Organisational Design: Tools & Techniques** **6cp**

**Autumn** Wollongong On Campus

**Subject Description:** A key concern of contemporary technology management is improving the rate and quality of process innovation by adopting new methods to successfully integrate environmental, human, organisational and technological factors. This subject introduces the student to the interdependent human and technological character of work systems and provides principles and methodologies for designing more effective organisations. This subject is focused on the 'design' aspects of process innovation and covers in some detail, socio-technical system design.

**MGMT940 Innovation and Entrepreneurship** **6cp**

**Spring** Wollongong On Campus

**Subject Description:** True Entrepreneurship and Innovation are key to the future economic development in many nations. This subject investigates the Innovation and Entrepreneurial

## Subject Descriptions

processes, including New Venture Creation and Intrapreneurship. 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.

### **MGMT941 Small Business Management I 6cp**

**Autumn** Wollongong On Campus

**Subject Description:** The smaller enterprise is becoming increasingly important to the economic well being of many nations. This subject gives students an opportunity to develop a sophisticated and postgraduate awareness of the role of the smaller enterprise in the economy and society, and the key factors involved in their management. This subject is oriented at both the study of smaller enterprise as well as training the student to start and manage a small firm itself.

### **MGMT946 Personal Learning: The Reflective Manager 6cp**

**Autumn** Wollongong On Campus

**Subject Description:** This subject covers a range of theories and skills to assist the manager in developing their capacities as a 'reflective' practitioner. Topics include: personality types; interpersonal psychology; perceptions of self and others; risk perception and locus of control; issues of ethics, guilt, shame and responsibility.

### **MGMT948 Employers and Industrial Relations 6cp**

**Spring** Wollongong On Campus

**Exclusions:** Not to count with ECON948

**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.

### **MGMT949 Performance Management 6cp**

**Spring** Wollongong On Campus

**Subject Description:** This subject examines the area of performance management, defined as an ongoing communication process that, ideally, involves both the performance manager and employee in identifying and describing essential job functions and relating them to the mission and goals of the organisation; developing realistic and appropriate performance standards; giving and receiving feedback about performance; writing and communicating constructive performance evaluations and planning education and development opportunities to sustain, improve or build on employee work performance.

### **MGMT950 Gender and Work 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 3 hour lecture per week

**Exclusions:** Not to count with ECON950

**Subject Description:** This subject presents a multi-disciplinary overview of issues arising from the effects of gender on, and within, the workplace. It addresses a range of concepts and methods necessary for understanding the position of men and women at work, both as workers and managers. The influence of gender on both paid and unpaid work will be considered, including its place in the relationship between these areas.

### **MGMT952 Workplace and Enterprise Industrial Relations 6cp**

**Autumn** Wollongong On Campus

**Exclusions:** Not to count with ECON952

**Subject Description:** This subject will focus on the employment relationship at the level of the firm and workplace with particular reference to contemporary micro-level reform, in a variety of countries in Asia and Pacific Rim. The nature and effects of the economic environment on managerial styles and trade union organisation will also be examined.

### **MGMT953 Human Resource Management 6cp** *Not on offer in 2004*

**Exclusion:** Not to count with TSB903 Managing People in Organisations

**Subject Description:** Gives students a critical introduction to broad subject of Human Resource Management (HRM) and to examine in detail some of the specific strategic, theoretical and practical issues. Under the broad rubric of HRM there are a number of competing perspectives, view and voices. This subject will not privilege one model over another. Rather, it will present some of these competing views in a manner that will require individual students to exercise their critical faculties and develop their own, theoretically informed, approach to the practical management of human resources.

### **MGMT954 Political Economy of Australian Wage Determination 6cp**

**Autumn** Wollongong On Campus

**Exclusions:** Not to count with ECON953

**Subject Description:** An examination of the broad political and economic contexts which have shaped wage-effort bargaining and the major institutions of industrial relations in Australia from 1850 to the present. Some comparative perspectives will also be developed.

### **MGMT955 Comparative Studies in Industrial Relations 6cp**

**Autumn/ Spring** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Exclusions:** Not to count with ECON955

**Subject Description:** A comparative examination of the development and organisation of industrial relations systems in a variety of different countries.

### **MGMT956 Negotiation, Advocacy and Bargaining 6cp**

**Autumn** Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Exclusions:** Not to count with ECON975

**Subject Description:** This subject will develop concepts, theories and techniques for the choice and evaluation of strategies and tactics in collective bargaining and advocacy.

**MGMT957 Productivity and Labour 6cp**  
*Not on offer in 2004*

**Exclusions:** Not to count with ECON957

**Subject Description:** An examination of the meaning and measurement of labour productivity, and its relationship to wage bargaining at national industry and enterprise levels. The subject also examines the impact of productivity-based wage bargaining of unions, employer organisation and the economy.

**MGMT958 Industrial Relations and Management 6cp**

Autumn Wollongong On Campus

**Contact Hours:** 3 hour lecture per week

**Exclusions:** Not to count with ECON958

**Subject Description:** An examination of the ideas and strategies which modern management theorists have developed in order to deal effectively with the open-ended nature of the employment relationship. Particular attention is paid to reasons why management has developed and applied these theories and the extent to which they have proven successful.

**MGMT963 Management of Occupational Health and Safety 6cp**

Spring Wollongong On Campus

**Subject Description:** This subject examines issues associated with the establishment of programs for the effective management of Occupational Health and Safety and Rehabilitation. Topics include: Technical and motivational programs, the role of the specialist, benefit-cost analysis, emergency and disaster management, networking within and between organisations, design of accident investigation and hazard assessment reporting systems, and the impact of work organisation on occupational health and safety.

**MGMT969 Job Analysis, Recruitment and Selection 6cp**

Autumn Wollongong On Campus

**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 personal 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.

**MGMT973 Employers and Industrial Relations A 6cp**

Spring Wollongong On Campus

**Contact Hours:** 2 hour lecture, 1 hour tutorial per week

**Exclusions:** Not to count with ECON973

**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 a practical exercises and evaluation of current trends. The influence of product, labour and financial markets on the strategies and choices will be examined.

**MGMT975 Negotiation Advocacy and Bargaining 6cp**

Autumn/Spring Wollongong On Campus

**Contact Hours:** 3 hour lecture, 1 hour tutorial per week

**Exclusions:** Not to count with ECON956

**Subject Description:** The subject develops concepts and techniques for the choice and evaluation of strategies and tactics in collective bargaining and advocacy. Much of the subject will involve case studies and role playing.

**MGMT976 Advanced Topics in Industrial Relations - A 8cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 3 hour lecture, 3 hour tutorial per week

**Subject Description:** Topics for this subject may be drawn from any area of Industrial Relations which the Head of School considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**MGMT977 Advanced Topics in Industrial Relations - B 8cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 3 hour lecture, 3 hour tutorial per week

**Subject Description:** Topics for this subject may be drawn from any area of Industrial Relations which the Head of School considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**MGMT978 Cross Cultural Management 6cp**

Autumn/ Spring Wollongong On Campus

**Subject Description:** The subject explores management practices, issues and theory across cultures in international business. It seeks to engage students with problems associated with management practices in a context of increasing global contact. Topics include the communication, technology, comparative management practices, managing with multicultural policies and the implications of culture for international/global managers. On successful completion of this course, students will have an appreciation and knowledge of managing across cultural boundaries in international business.

**MGMT979 Advanced Topics in Industrial Relations - C 6cp**

Autumn/ Spring Wollongong On Campus

**Contact Hours:** 3 hour lecture, 1 hour tutorial per week

**Subject Description:** Topics for this subject may be drawn from any area of Industrial Relations which the Head of School considers to be suitable preparation for a higher degree and appropriate to the student's special interests.

**MGMT983 Leading Organisations: Politics, Power and Change Agency 6cp**

**Autumn/ Spring** Wollongong On Campus

**Subject Description:** This subject provides students with the ability to reflect upon and improve their capacity to act effectively as an innovator and change agent. It introduces students to the nature of power and politics in organisations, how this dimension of organisational life impacts upon individual careers and organisational success, commonly recommended approaches and techniques for managing politics, and the personal and ethical issues involved in either participating in or abstaining from politics. The subject reviews current management research on organisational politics and change management, and provides checklists, case studies, guidelines and exercises for improving the students practical knowledge and experience.

**MGMT986 Special Topics A 6cp**

**Intake A** Wollongong On Campus

**Subject Description:** Approved program of study agreed with the Head of the Department of Management

**MGMT987 Special Topics B 12cp**

**Autumn/ Spring** Wollongong On Campus

**Subject Description:** Approved program of study agreed with the Head of the Department of Management

**MGMT990 Minor Thesis 24cp**  
*Not on offer in 2004*

**Subject Description:** Approved program of study agreed with the Head of the Department of Management or Course Director.

**MGMT991 Major Thesis 48cp**

**Annual** Wollongong On Campus

**Subject Description:** Approved program of study agreed with the Head of the Department of Management or Course Director.

**PEIS102 An Introduction to Web Programming 6cp**  
*Not on offer in 2004*

**Assessment:** Participants will be awarded a certificate based on completion of the online project plus satisfactory completion of a practical programming test.

**Subject Description:** An introduction to the basics of computer programming using popular tools for interactive Web design: Hypertext Markup Language (HTML) and Java Script.

**TBS 901 Accounting for Managers 6cp**

**Intakes A, C** Wollongong Modular

**Intakes B, D** Sydney Modular

**Contact Hours:** 36-40 hours in total

**Exclusions:** ACCY901 and TBS979

**Subject Description:** A conceptual introduction to accounting, focusing on accounting from the viewpoint of the manager's specific needs for financial information. Key areas to be

covered include: decision making (short and long-term), internal performance evaluation, legal and quasi-legal background to financial reporting, analysis of financial statements, and strategic business accounting.

**TBS 902 Statistics for Decision Making 6cp**

**Intakes A, C** Wollongong Modular

**Intakes B, D** Sydney Modular

**Contact Hours:** Normally 36-40 hours in total

**Subject Description:** This unit will provide an in-depth introduction to probability, decision theory, and statistical inference with emphasis on solutions to actual business problems. After developing a foundation in probability theory, the subject will extend this foundation to a set of methodologies for the analysis of decision problems. The unit examines structures for managerial decision making under conditions of partial information and uncertainty. The examination of the use of statistical techniques in managerial decision making processes, including, confidence intervals, hypothesis testing, quality control, simple and multiple regression and factor analysis should be applied in realistic case situations.

**TBS 903 Managing People in Organisations 6cp**

**Intakes B, C, D** Wollongong Modular

**Intakes A, B, C,** Sydney Modular

**Contact Hours:** Normally 36-40 hours in total

**Exclusions:** MGMT906

**Assessment:** Refer to subject outline.

**Subject Description:** This subject analyses central organisational challenges for those who manage people in organisations and a variety of the proposed solutions. To do this, it uses discussion of the employment relationship as a platform for examining central areas of organisational behaviour. It thus starts with the employment relationship, its place within the labour market and its implications for managerial decision-making. Subsequent topics analyse organisational types and the role of managers and managing in organisations. These provide a basis for understanding theories of motivation, group behaviour and teams, organisational culture and the local cultural context, leadership in organisations, power and politics in organisations, consent and control in organisations, and decision-making in organisations.

**TBS 904 Marketing Management 6cp**

**Intakes B, D** Wollongong Modular

**Intakes A, C, D** Sydney Modular

**Contact Hours:** Normally 36-40 hours in total

**Exclusions:** MARK922

**Subject Description:** This subject examines the contemporary view of marketing and focuses on the following areas: international marketing, advertising, consumer behaviour, product development and pricing, sales management, services and relationship marketing, distribution/retailing, marketing research, business-to-business, and contemporary issues in marketing, e.g. Internet, ethics, etc.

**TBS 905 Economic Analysis of Business 6cp**

Intakes A, C, D Wollongong Modular

Intake C, D Sydney Modular

**Contact Hours:** Normally 36-40 hours in total**Exclusions:** ECON932

**Subject Description:** This subject provides an introduction to the macro and micro economic environment of business and organisations. It provides an analysis of the logic underlying the operation of a market-based economic system. The processes which lead to the internationalisation of business and globalisation of economies are studied, as well as macroeconomic and microeconomic policies which affect the business environment.

**TBS 906 Information Systems for Managers 6cp**

Intakes A, C, D Wollongong Modular

Intakes B, C, D Sydney Modular

**Contact Hours:** Normally 36-40 hours in total**Exclusions:** BUSS903

**Subject Description:** This subject provides an understanding of the use and impact of information technology in organisations; in particular, it provides an analysis of the structures and functions of the range of typical computer-based business information systems. The applications of information systems and issues facing managers will be examined. Other issues considered are the integration of discrete applications into the total information system and organisational implications of such integration and automation.

**TBS 907 Financial Strategy 6cp**

Intake B, D Wollongong Modular

Intake A, C Sydney Modular

**Contact Hours:** Normally 36-40 hours in total**Pre-requisites:** TBS901: Accounting for Managers**Exclusions:** ACCY921 and TBS979**Assessment:** Refer to subject outline.

**Subject Description:** The introduction to this unit will start with a review of corporate goals as they relate to financial strategy. This will be followed by an introduction to key financing decisions such as capital structure and re-structure, dividend policy, company valuation, and sourcing finance. The second half of this unit will comprise case-studies that stress key elements of financial strategy.

**TBS 908 Supply Chain Management 6cp**

Intake C Wollongong Modular

Intake A, B, D Sydney Modular

**Contact Hours:** Normally 35 hours in total**Assessment:** Refer to subject outline.

**Subject Description:** Supply Chain Management involves all the functions within the organisation. It brings together the functions of operations, logistics, information systems, purchasing, engineering and marketing. This subject provides insights into the conceptual foundations of Supply Chain Management. It will answer the questions: What is a supply chain? What types of challenges and opportunities are there in efficient supply chain management?

**TBS 912 Quantitative Methods for Decision Making 6cp**

Intake A, C Wollongong Modular

Intake B, D Sydney Modular

**Contact Hours:** Normally 35 hours in total

**Subject Description:** This subject focuses on the quantitative and qualitative techniques available to managers in problem solving and decision making in organisations. Decision making models will be explored and the criteria used for rational decision making under conditions of risk and uncertainty will be examined. This decision making process will focus in areas such as forecasting, linear programming and project planning.

**TBS 913 Innovation Topics and Cases 6cp***Not on offer in 2004***Assessment:** Refer to subject outline.

**Subject Description:** The subject covers integration issues that must be confronted and managed to create value from technological and business innovation, including: Initiating innovation and incubating novel thinking, technological innovation, the innovation process, theories of innovation, planning innovation, strategy and innovation, R & D management, economic justification and innovation, new products and processes, operations strategy and innovation, process innovation, managing future technologies, public policy and technological innovation, and globalising change.

**TBS 918 Strategic Supply Chain Management 6cp**

Intake D Wollongong Modular

Intake C Sydney Modular

**Contact Hours:** Normally 35 hours in total**Pre-requisites:** TBS908: Supply Chain Management

**Subject Description:** This subject extends the study of Supply Chain Management from the introductory study covered in TBS908. This subject examines the development of Organisational Strategy in the context of Supply Chain Management and the Supply Chain Management Performance/Capability Continuum, which consists of three critical components - operational excellence, supply chain integration and, collaboration and virtual supply chains.

**TBS 920 International Business 6cp**

Intakes C, D Wollongong Modular

Intakes B, C Sydney Modular

**Contact Hours:** Normally 35 hours in total**Exclusions:** TBS984 and MGMT961

**Subject Description:** This capstone subject provides a development of strategic business thinking in an international context. The international competitiveness of any country will be determined by underlying international rivalry that is not within the scope of general strategic management literature. Influencing the variables of international economic systems is usually beyond the scope of managers, hence students are challenged to consider strategic positioning of business organisations in an international context where there are many interacting influences. These include technology, HRM, international finance, marketing and law. Ethical and political issues are given major attention. Predominant teaching methods are case study and project based.

**TBS 921 Strategic Decision Making 6cp**

<b>Intake B</b>	Wollongong	Modular
<b>Intakes A, C, D</b>	Sydney	Modular

**Contact Hours:** Normally 35 hours in total

**Exclusions:** MGMT931

**Subject Description:** This capstone unit brings together much of what students have discussed in other units, including finance, marketing and HRM. An integrated approach is taken to developing the strategic direction of organisations. This occurs in three main areas of Strategic Analysis, Strategic Choice and Strategy Implementation. The competitive forces that emanate from inside and outside the organisation are considered and hence strategic choices are identified. The unit is taught largely by case-analysis and can involve a substantial mini-project based on an analysis of the strategic decisions that may be taken in the participants workplace.

**TBS 924 Management Project 12cp**

*Not on offer in 2004*

**Subject Description:** Students are required to present a management report, to agreed guidelines and to a maximum length of 10,000 words. This project must relate to a student's chosen area of specialisation within the MBA.

**TBS 925 Inventory Management 6cp**

<b>Intake B</b>	Wollongong	Modular
<b>Intake D</b>	Sydney	Modular

**Contact Hours:** Normally 35 hours in total

**Pre-requisites:** TBS 930

**Co-requisites:** TBS 930 may be completed simultaneously

**Subject Description:** This subject aims to provide the student with state-of-the-art knowledge of inventory management theory and practice. Topics included will be as follows: materials management; management of storage and retrieval facilities; types of inventory problems; measuring inventory performance; inventory management systems for independent demand items; influence of forecasts and uncertainties of demand and lead time; dependent demand inventory systems; multi-echelon inventory management; decision models for inventory management; simulation models of inventory management systems; and case studies of world-class inventory management.

**TBS 926 Manufacturing Management 6cp**

<b>Intake D</b>	Wollongong	On Campus
<b>Intakes B, C</b>	Sydney	Modular

**Contact Hours:** Normally 35 hours in total

**Subject Description:** Manufacturing industry dynamics and manufacturing strategy, value adding in manufacturing, materials flow, manufacturing planning and control including MRP II, ERP, JIT and OPT. Maintenance management, supply procurement, distribution quality control, assurance and improvement, manufacturing information technology, performance management, concept of lean and agile manufacturing. Students are expected to undertake a substantial mini-project that is usually case-based, preferably on an aspect of the student's work experience.

**TBS 928 Transport Logistics Management 6cp**

<b>Intakes B, D</b>	Wollongong	Modular
<b>Intakes A, C, D</b>	Sydney	Modular

**Contact Hours:** Normally 35-40 hours in total

**Subject Description:** This subject provides the student with state-of-the-art knowledge of management systems relating to the transportation of products within manufacturing plants and their distribution to the market. Topics covered will include: location analysis; location planning; layout planning; transportation systems in manufacturing plants; managing the distribution of finished products; optimum vehicle routing techniques; and achieving high quality delivery performance.

**TBS 929 Management of Process Innovation 6cp**

<b>Intake C</b>	Wollongong	Modular
<b>Intake B</b>	Sydney	Modular

**Contact Hours:** Normally 36 - 40 hours in total

**Exclusions:** MGMT933

**Subject Description:** A key concern of contemporary technology management is improving the rate and quality of process innovation by adopting new methods to successfully integrate environmental, human, organisational and technological factors. This subject introduces the student to the interdependent human and technological character of work systems and provides principles and methodologies for designing more effective organisations. This subject is focused on the 'design' aspects of process innovation and covers in some detail socio-technical system design.

**TBS 930 Operations Management 6cp**

<b>Intakes A, C</b>	Wollongong	Modular
<b>Intakes B, C, D</b>	Sydney	Modular

**Contact Hours:** Normally 35-40 hours in total

**Exclusions:** MGMT952

**Subject Description:** This subject is a study of the design and operations of activities for the production of goods and services. Topics include: qualitative and quantitative forecasting, production planning, scheduling, management of quality and productivity, project management and flexible manufacturing systems (FMS). Emphasis will be placed on a comparison of Japanese production and quality management methods with traditional Western methods, total quality management (TQM), computer aided manufacturing (CAM), and implications for human resource management.

**TBS 932 Service Operations 6cp**

<b>Intake A</b>	Sydney	Modular
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**Contact Hours:** 35 hours in total

**Subject Description:** The service sector is an important and growing part of the economy. As a result, Service Operations Management and its impact is widespread. Services and Service Operations Management have some similarities to manufacturing and Production Management yet numerous differences exist and will be highlighted. The subject will focus on three primary areas of knowledge: understanding the nature of services, designing efficient and competitive services and managing the delivery of services.

**TBS 933 Procurement Management 6cp**

Intake B Wollongong Modular

Intake A Sydney Modular

**Subject Description:** In most leading firms today, the function that used to be called purchasing, or procurement, has expanded to become Supply Management. This subject looks at the expanded responsibility of procurement and its integration with long-term strategic corporate planning. Procurement now includes participating collaboratively in key material requirements determinations and supplier qualification; and focuses on the management of supplier relations and performance. This subject incorporates all these areas in the development of procurement and supply chain management.

**TBS 940 Special Topic In Management - Project Management 6cp***Not on offer in 2004*

**Subject Description:** The services sector has grown to dominate most western economies, employing more people than manufacturing, and accounting for an increasing proportion of individuals' and organisations' expenditure. However, the sector has generally been much slower than manufacturing in applying the principles of project management. This emerging 'globalising economy', when coupled to more educated, demanding and litigious customers, is creating a strong need for flexible and quick response capabilities in organisations together with strong accountability mechanisms. Managers who are confident in planning, implementing and controlling change(s) through I.T. enhanced capabilities such as project management, are building organisational and personal capabilities which will enhance their organisations whether manufacturing, service or 'not for profit'. This subject analyses key issues in the uses and applicability of Project Management as a management and organisational capability, which includes the use of I.T. based support capabilities such as MS Project, MS Powerpoint and web based support systems.

**TBS 941 Advanced Business Studies 6cp***Not on offer in 2004*

**Subject Description:** This subject provides students with exposure to current theoretical developments in business and management. There is an emphasis on integrative theory, although discipline based theory advances will also be canvassed. It seeks to develop the skills of critical analysis of theory both on the basis of its own assumptions and structure and by exploration of the related research literature. Students also investigate the skills of lateral thinking as they relate to business practice and innovation.

**TBS 942 Advanced Business Specialisation Studies 6cp***Not on offer in 2004*

**Subject Description:** This subject is designed to enable DBA students to become thoroughly familiar with the subject in which they intend to specialise in their later thesis. Students will be expected to research the area well, using any university facilities available. Industry-based students will also be expected to provide information and knowledge based on their working environment. A substantial knowledge of the relevant literature must be demonstrated. Students will be expected to

organise, categorise and discuss the information and issues they identify as part of their specialisation topic. A seminar, report and substantial list of references must be provided.

**TBS 943 Advanced Business Research Methods 6cp***Not on offer in 2004*

**Subject Description:** In this subject students will examine epistemology and methodology in social science and business research, and then explore the foundations for choosing methods and techniques in advanced applied business research. Students will develop and extend analytical skills required for successful doctoral research, including statistical techniques, the use of research software, case studies, ethnography, and surveys, as well as ethical issues in business research, and the influence of ethical considerations on research methods and methodology.

**TBS 944 Advanced Business Specialisation Research 6cp***Not on offer in 2004*

**Subject Description:** In this subject DBA students create a research proposal and develop it into the brief for their DBA research project. Students will be expected to organise the structure of their proposed research project and clearly identify the issues, methodology and sources of reference they will investigate. This will take place in consultation with their DBA supervisor/mentor. There will also be regular class meetings where students will be expected to provide a progress report and receive feedback from colleagues and academic staff.

**TBS 950 Quality In Management 6cp**

Intake A, B, D Wollongong Modular

Intake A, B, C Sydney Modular

**Contact Hours:** Normally 35-40 hours in total**Exclusions:** MGMT947

**Subject Description:** This subject provides an introduction to Quality Management in organisations undergoing rapid change. It provides frameworks of understanding for the development of the quality movement in post-industrial society and as a coherent field of intellectual study; an overview of quality tools and their purposes; the critical roles of people and change in quality organisations; and an understanding of services marketing with particular focus on service quality and customer satisfaction.

**TBS 952 Implementing Quality Systems 6cp***Not on offer in 2004*

**Subject Description:** This subject addresses the systems employed for ongoing quality management, including quality control and quality assurance, as well as improvement of quality. Included is an examination of systems thinking as it applies to quality management; the scope of modern quality systems; ISO quality system certification; continuous improvement methodologies, quality system implementation; various practical high impact methodologies and tools; the financial systems to support quality management endeavours; and case studies.

**TBS 953 Management of Service Quality 6cp***Not on offer in 2004***Pre-requisite / Co-requisites:** TBS950

**Subject Description:** This course identifies and examines the framework of understanding from which the Management of Service Quality can be analysed and improved, as a contribution to the long term Competitive Advantage of Organisations in rapid change economies. The course will review the main theories and approaches to Service Management, and will develop case studies and exemplars of best practice service management for a range of industries and organisations. This subject is based on a framework of service issues that allows common principles of both manufacturing and service organisations to be studied. Similarities, contrasts and unique topics in each industry are pointed out so that the widest variety of students will feel comfortable with the subject material. The combination of text, short cases and readings make this subject suitable for an introductory subject in service quality. The assignments allow for in-depth analysis for students with prior service experience.

**TBS 954 Quality Management and Design 6cp***Not on offer in 2004***Pre-requisites:** TBS950:

**Subject Description:** This course emphasises the application of organisation level improvement techniques in the effective management of Learning Organisations in a post industrial rapid change economy. Issues covered emphasise Organisational Performance Measurement (OPM) and improvement, and develop intellectual frameworks for:- the contribution of good design to the effective management of quality systems in organisations; the establishment of new styles of competitive advantage through quality systems in Learning Organisations; using OPM to improve specific quality environments and the development of case studies for good organisational design; coverage of methodologies for designing and integrating quality into organisational systems, and a futures perspective on the likely successful features of quality organisations in non ferrous manufacturing environments such as transgenics, nanotechnologies, molecular manufacturing.

**TBS 955 Quality Assurance 6cp***Not on offer in 2004***Pre-requisites:** TBS950

**Subject Description:** This course provides an opportunity for specialised interest study within the Quality management program, by developing the following frameworks of understanding:- The terminologies and propose of Quality Assurance; studies of selected methodologies of Quality Assurance; a Case Study in Quality Assurance: preparing an organisation for a selected QA award or accreditation.

**TBS 970 Management Project Planning 6cp***Not on offer in 2004***TBS 971 Quality Management Project 6cp***Not on offer in 2004***Pre-requisites:** TBS970**TBS 980 International Financial Management 6cp****Intakes A, C** Wollongong Modular**Intakes B, D** Sydney Modular**Contact Hours:** Normally 35-40 hours in total**Exclusions:** ACCY928, ACCY905, WBS980 and TBS979

**Subject Description:** This subject introduces students to financial management in an international context. In any one intake, the topics will be selected from the following: Financial environment of international corporate activity; foreign exchange and derivatives markets; methods of foreign exchange risk measurement and management; overview of international financial markets and instruments; financing of foreign trade and foreign direct investments; international working capital management; investment decision making in an international context, including country risk analysis; international aspects of controlling, reporting and performance analysis; effects of government regulation on management decision making

**TBS 981 Employment Relations in an International Context. 6cp****Intake A, C** Wollongong Modular**Intake B, D** Sydney Modular**Contact Hours:** Normally 36 - 40 hours in total

**Subject Description:** This subject, while useful for all students, is particularly relevant for those working or seeking work in multinational corporations. It combines the literature on comparative international industrial relations and human resource management in multinational corporations. It begins by examining the major structural and regulatory factors facing human resource managers of multinational corporations: labour markets, national and international regulatory frameworks, union movements and employer organisations. The rest of the subjects examines important areas of human resource management with a particular emphasis on cross-national and cross-cultural aspects.

**TBS 982 Advertising and Marketing In a Global Economy 6cp****Intake B, D** Wollongong Modular**Intake A, C** Sydney Modular

**Subject Description:** This subject will include the following: introduction to global marketing; the global economic environment; international organisations/regional groupings; social, cultural, political, legal and regulatory environments; the impact of the global financial environment and foreign exchange decisions on marketing; global marketing information systems and research; market entry mode strategies; exporting, licensing, joint ventures, strategic alliances and wholly-owned subsidiaries; global segmentation, targeting, product and pricing decisions; international logistics planning; global marketing communications decisions and the global marketing plan.

**TBS 983 International Economic Environment for Business 6cp****Intakes B, D** Wollongong Modular**Intakes A, C** Sydney Modular**Contact Hours:** Normally 36-40 hours in total

**Subject Description:** This subject examines the national and international factors which shape the business environment. The inter-play between macro and microeconomic is examined as well as the impact of national economic policies on business. The role of international trade and foreign investment is discussed along with protectionism, foreign direct investment, payments between the nations, exchange rates and globalisation. A framework for evaluating the costs and benefits of government policies will be developed.

**TBS 984 International Business 6cp**

**Intake A, C** Wollongong Modular

**Intake B, D** Sydney Modular

**Contact Hours:** Normally 36-40 hours in total

**Exclusions:** WBS920 and MGMT961

**Subject Description:** This subject brings together and develops in more detail specific subject material covered in the other compulsory subjects for the program. Integrative key topic areas are drawn from: strategic operations, finance, marketing, macro-economics, competitive advantage and corporate and global strategies.

**TBS 990 Special Topic in Business 6cp**

*Not on offer in 2004*

**TBS 991 Management Project - Part 1 6cp**

*Not on offer in 2004*

**TBS 992 Management Project - Part 2 6cp**

*Not on offer in 2004*

