

# Faculty of Commerce

## Member Units

School of Accounting and Finance  
School of Economics and Information Systems  
School of Management, Marketing and Employment Relations  
Graduate School of Business and Professional Development

## Degrees Offered

### Single Degrees

Bachelor of Business Administration  
Bachelor of Business Administration (Accountancy)  
Bachelor of Business Administration (Hospitality)  
Bachelor of Commerce  
Bachelor of Commerce (Honours)  
Bachelor of Mathematics and Finance  
Bachelor of Mathematics and Economics

### Double Degrees

Bachelor of Arts-Bachelor of Commerce  
Bachelor of Communication and Media Studies – Bachelor of Commerce  
Bachelor of Creative Arts - Bachelor of Commerce  
Bachelor of Engineering - Bachelor of Commerce  
Bachelor of Laws - Bachelor of Commerce  
Bachelor of Science (Faculty of Science) - Bachelor of Commerce  
Bachelor of Science (Faculty of Health and Behavioural Sciences) - Bachelor of Commerce  
Bachelor of Psychology - Bachelor of Commerce

## Bachelor of Business Administration

Testamur Title of Degree:	Bachelor of Business Administration
Abbreviation:	BBA
Home Faculty:	Commerce
Duration:	3 years or part-time equivalent
Total Credit Points:	144
Delivery Mode:	Face to Face
Starting Session(s):	Autumn/Spring
Standard Course Fee:	HECS (local); International \$6,900 per session
Location:	Wollongong, Shoalhaven, Bateman's Bay, Bega, Moss Vale, Hong Kong, Singapore, Dubai
UOW Course Code:	783
UAC Code:	753602 - 6
CRICOS Code:	039557G

### Overview

A generalist degree designed to provide students with a broad educational base in business as preparation for a variety of positions in corporations, small businesses and the public sector. Students are exposed to a series of foundation subjects that provide a solid basis for developing a higher-level understanding of all the principal areas of business including: accountancy, finance, information systems, marketing and management. It is not suitable for students who wish to major in a specialised area of Commerce.

### Entry Requirements / Assumed Knowledge

Assumed knowledge: any two units of English

Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2003 was UAI 80.

Entry is also accepted from students who have successfully completed a recognised TAFE qualification or course of study from an accredited institution.

### Advanced Standing

The Faculty offers advanced standing (credit exemption) to students who have successfully completed relevant courses at accredited universities and colleges. Refer to: <http://www.uow.edu.au/handbook/courserules/advancedstanding.html>

### Course Requirements

1. A maximum of 72 credit points of 100-level subjects can be undertaken as part of the Bachelor of Business Administration Degree.
2. Students should note that a Pass Conceded, Pass Terminating or Pass Restricted grade at 300-level in any required subject within the program of study for the Bachelor of Business Administration, does not satisfy degree requirements.

### Course Program

Number	Subject	Session	Credit Points
ACCY100	Accounting IA	Autumn	6
ACCY102	Accounting IB	Spring	6
BUSS110	Introduction to Business Information Systems	Autumn	6
COMM100	Employment Relations	Spring	6
COMM121	Quantitative Methods I	Spring	6
ECON101	Macroeconomic Essentials for Business	Autumn	6
ECON111	Introductory Microeconomics	Spring	6
LAW100	Law in Society	Autumn	6
MGMT110	Introduction to Management & Employment Relations	Autumn	6
MARK101	Marketing Principles	Spring	6
ACCY211	Management Accounting II	Autumn	6
FIN221	Business Finance I	Autumn	6
MARK217	Consumer Behaviour	Autumn	6
MARK270	Services Marketing	Autumn	6
MARK344	Marketing Strategy	Spring	6
MGMT314	Strategic Management	Autumn	6

**Plus one of each of the following pairs of subjects.**

(Note that only one subject from each pair will be offered at some locations).

BUSS211	Requirements Determinations and Systems Analysis	Autumn	6
ECON230	Quantitative Analysis for Decision Making	Spring	6
FIN226	Financial Institutions	Spring	6
FIN227	Finance in Small Business	Spring	6
MGMT201	Organisational Behaviour	Autumn	6
MGMT206	Managing Human Resources	Spring	6
BUSS308	Computer Systems Management	Spring	6
ECON309	Environmental Economics	Autumn	6
MGMT348	Employers and Industrial Relations	Spring	6
MGMT389	International Business Management	Autumn	6

Plus 18 credit points of electives of which only 12 credit points may be from 100-level subjects.

**Dean's Scholars**

This degree provides an enriched educational experience for high achieving students that will encourage them to continue their studies through to the completion of honours and research degrees. There will be a quota (combined with the BCom) of 15 students admitted each year. Entry will be by application and interview for candidates with a minimum UAI of 93 or equivalent.

Dean's Scholars will complete all requirements for their respective degrees and may be permitted to take accelerated programs after their first session. They will receive one to one academic mentoring and have special opportunities to attend workshops and seminars and obtain paid work experience relevant to their proposed careers. Current Commerce students can apply for a course transfer to this program after completion of a minimum of 48 credit points at the University of Wollongong.

**Other Information**

Additional information can be obtained by contacting [commerce@uow.edu.au](mailto:commerce@uow.edu.au).

**Bachelor of Business Administration (Accountancy)**

Testamur Title of Degree:	Bachelor of Administration (Accountancy)
Abbreviation:	BBA (Accy)
Home Faculty:	Commerce
Duration:	3 years or part time equivalent
Total Credit Points:	144
Delivery Mode:	Face to Face
Location:	Dubai
UOW Course Code:	DB783
CRICOS Code:	Not applicable

**Course Requirements**

1. To qualify for the award of Bachelor of Business Administration (Accountancy) a candidate shall accrue an aggregate of at least 144 credit points by satisfactory completion of subjects listed in the program of study.
2. A maximum of 72 credit points of 100-level subjects can be undertaken as part of the Bachelor of Business Administration (Accountancy) Degree
3. Students should note that a Pass Conceded, Pass Terminating or Pass Restricted grade at 300-level in any required subject within the program of study for the Bachelor of Business Administration (Accountancy), does not satisfy the degree requirements.

The Bachelor of Business Administration (Accountancy) is currently offered at the Dubai Campus. Please refer to the School of Accounting and Finance for subject listing.

## Bachelor of Business Administration (Hospitality)

Testamur Title of Degree:	Bachelor of Business Administration (Hospitality)
Abbreviation:	BBA (Hosp)
Home Faculty:	Commerce
Duration:	3 years or part-time equivalent
Total Credit Points:	144
Delivery Mode:	Day/evening
Starting Session(s):	Autumn/Spring
Standard Course Fee:	HECS (local); International \$6,900 per session
Location:	Wollongong, Shoalhaven, Loftus
UOW Course Code:	783
UAC Code:	753910 Wollongong; 753911 Shoalhaven
CRICOS Code:	042546G

### Overview

The BBA (Hospitality) is jointly delivered by the University of Wollongong and Illawarra Institute of TAFE. Upon completion, students receive a BBA degree from the University of Wollongong and a Diploma in Hospitality from TAFE. The program offers broad and comprehensive preparation for students wishing to pursue a management career in the hospitality industry.

### Entry Requirements / Assumed Knowledge

Students need to be 18 years of age by 1 April in their first year of TAFE enrolment. Assumed knowledge is any two units of English. Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2003 was UAI 80.

Entry is also accepted from students who have successfully completed a recognised TAFE qualification or course of study from an accredited institution.

### Advanced Standing

The Faculty offers advanced standing (credit exemption) to students who have successfully completed relevant courses at accredited universities and colleges. Refer to: <http://www.uow.edu.au/handbook/courserules/advancedstanding.html>

### Course Requirements

This course is offered in conjunction and concurrently with the TAFE Diploma in Hospitality Management. The Hospitality Management component will be delivered by TAFE and result in the award of a Diploma in Hospitality Management.

1. To qualify for the award of Bachelor of Business Administration (Hospitality) a candidate shall accrue an aggregate of at least 144 credit points by satisfactory completion of subjects listed in the program of study.
2. A maximum of 72 credit points of 100-level subjects can be undertaken as part of the Bachelor of Business Administration (Hospitality) Degree.
3. Students should note that a Pass Conceded, Pass Terminating or Pass Restricted grade at 300-level in any required subject within the program of study for the Bachelor of Business Administration (Hospitality), does not satisfy the degree requirements.
4. Cross articulation may occur between the TAFE Diploma in Hospitality Management and the University of Wollongong Bachelor of Business Administration (Hospitality) provided these courses are completed concurrently.
5. Should the Diploma in Hospitality Management be completed prior to enrolling in the BBA the standard articulation agreement will apply.
6. All admission applications must be completed on an Undergraduate Course Application Form.

### Course Program

Number	Subject	Session	Credit Points
ACCY100	Accounting IA	Autumn	6
ACCY102	Accounting IB	Spring	6
COMM121	Quantitative Methods I	Spring	6
ECON101	Macroeconomic Essentials for Business	Autumn	6
ECON111	Introductory Microeconomics	Spring	6
ACCY211	Management Accounting II	Autumn	6
FIN221	Business Finance I	Autumn	6
MARK217	Consumer Behaviour	Autumn	6
MARK270	Services Marketing	Autumn	6
MARK344	Marketing Strategy	Spring	6
MGMT314	Strategic Management	Autumn	6

**Plus one of each of the following pairs of subjects.**

Note that only one subject from each pair will be offered at some locations.

BUSS211	Requirements Determinations and Systems Analysis	Autumn	6
ECON230	Quantitative Analysis for Decision Making	Spring	6
FIN226	Financial Institutions	Spring	6
FIN227	Finance in Small Business	Spring	6
BUSS308	Computer Systems Management	Spring	6
ECON309	Environmental Economics	Autumn	6
MGMT348	Employers and Industrial Relations	Spring	6
MGMT389	International Business Management	Autumn	6

Plus those subjects for which credit is granted for the TAFE Diploma in Hospitality Management.

**Other Information**

For additional information contact [commerce@uow.edu.au](mailto:commerce@uow.edu.au)

**Bachelor of Commerce**

Testamur Title of Degree:	Bachelor of Commerce
Abbreviation:	BCom
Home Faculty:	Commerce
Duration:	3 years or part-time equivalent
Total Credit Points:	144
Delivery Mode:	Face-to-face
Starting Session(s):	Autumn/Spring
Standard Course Fee:	HECS (local); International \$6,900 per session
Location:	Wollongong, Bateman's Bay, Bega, Moss Vale, Shoalhaven, Dubai
UOW Course Code:	710
UAC Code:	753602- Wollongong 753603- Shoalhaven 753604- Bateman's Bay 753605- Bega 753606- Moss Vale
CRICOS Code:	027464A

**Overview**

This degree is designed for students who would like to major in one or more of the principle areas of business and commerce. It is a suitable preparation for students who would like to become professionals in a particular discipline or want to pursue a general career in business. The degree consists of two components a core and a major(s). The core includes an integrating subject that is designed to bring students studying different majors together to examine a contemporary topic. The aim is to provide a foundation for the understanding of the business and commercial environment.

**Entry Requirements / Assumed Knowledge**

Assumed knowledge – any two units of English

Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2003 was UAI 80.

Entry is also accepted from students who have successfully completed a recognised TAFE qualification or course of study from an accredited institution.

**Advanced Standing**

The Faculty offers advanced standing (credit exemption) to students who have successfully completed relevant courses at accredited universities and colleges. Refer to: <http://www.uow.edu.au/handbook/courserules/advancedstanding.html>

**Course Requirements**

- (1) To qualify for award of the degree of Bachelor of Commerce a candidate shall accrue an aggregate of at least 144 credit points, including a major study, by satisfactory completion of subjects listed in the General Schedule.
- (2) Students must complete and pass all core subjects plus one of the approved BCom degree majors, double majors or a major and a minor.

- (3) A maximum of 72 credit points of 100-level subjects can be undertaken as part of the Bachelor of Commerce Degree.
- (4) Students should note that a Pass Conceded, Pass Terminating or Pass Restricted grade at 300-level in any required subject for the selected major area does not satisfy degree requirements. A student wishing to graduate with a double major must obtain clear passes in both majors at 300-level to satisfy requirements
- (5) Each major in the BCom requires 48 credit points and each minor requires 24 credit points as specified in the relevant schedules. The following rules apply:
  - a. Students must complete at least one major but may complete two if they wish. A single subject may count towards two different majors. However, such double counting can apply to only one, 6 credit point subject. Thus completing a second major will require completion of an additional 42 to 48 specified credit points. Where two or more subjects are common to two majors, the relevant Head of School will designate a replacement subject(s).
  - b. Students may complete one or two of the designated minors but the completion of a minor is not a degree requirement. A minor cannot be completed in the same discipline as the major; for example an Accountancy Major with an Accountancy Minor. A single subject may not count towards a major and minor or towards two minors; double counting is not permitted when completing a minor. Thus completing each minor will require an additional 24 specified credit points. Where one (or more) subject(s) is common to a major and a minor or to two different minors, the relevant Head of School will designate a replacement subject(s).

### Commerce Core

Code	Subject Name	Session	Credit
ACCY100	Accounting IA	Autumn/Spring	6
ACCY102	Accounting IB	Spring	6
BUSS110	Introduction to Business Information Systems	Autumn	6
COMM121	Quantitative Methods I	Autumn/Spring	6
ECON101	Macroeconomic Essentials for Business	Autumn/Spring	6
ECON111	Introductory Microeconomics	Autumn/Spring	6
MARK101	Marketing Principles	Autumn/Spring	6
MGMT110	Introduction to Management & Employment Relations	Autumn/Spring	6

Plus at least one Integrating subject selected from:

Code	Subject Name	Session	Credit
COMM303	Development of Modern Business	NA 2004	6
COMM351	Business Ethics and Governance	NA 2004	6
COMM327	Business Innovation, Technology and Policy	Autumn/Spring	6
COMM328	Contemporary Issues in Commerce	NA 2004	6

**Total Credit Points in Core = 54**

Accountancy students may substitute STAT131 Statistics I: Modelling Variation and Uncertainty for COMM121 Quantitative Methods I. Note that entry to this subject depends on HSC or equivalent performance (see General Schedule, Faculty of Informatics, School of Mathematics and Applied Statistics, for details).

### Major Study Areas:

Students taking a major in a degree offered by a Faculty other than the Faculty of Commerce are not required to complete the core subjects in the Bachelor of Commerce except where those subjects are prerequisites to subjects in the major. All students must satisfy subject prerequisites except where waivers have been granted.

### Accountancy

Whether they work in a large multinational corporation, a government agency or a small company, accountants play a pivotal role in advising senior management on the financial direction of the enterprise.

### Professional Recognition

On completion of a Bachelor of Commerce (Accountancy) degree you will have gained the necessary skills and qualifications to work as an accountant. Careful selection of subjects will ensure you can join one of the major professional accounting bodies. The accounting bodies have student associations which you can join while you are studying at the University of Wollongong.

The Australian professional organisations are:

- CPA Australia
- The Institute of Chartered Accountants in Australia
- The Institute of Chartered Secretaries and Administrators

**Subjects required for major study**

Code	Subjects Name	Session	Credit Points
ACCY201	Financial Accounting IIB	Spring	6
ACCY202	Financial Accounting IIA	Autumn	6
ACCY211	Management Accounting II	Autumn	6
FIN221	Business Finance I	Autumn	6
ACCY302	Financial Accounting III	Autumn	12
ACCY312	Management Accounting III	Spring	6
ACCY342	Advanced Auditing	Spring	6

*Additional specified subjects (30 credit points) required for professional accreditation; ACCY231, LAW100, LAW210, LAW302 and LAW315. The last four subjects constitute a minor in Business Law.*

**Applied Finance (Planning)**

Financial planners must have an understanding not only of finance but also of accounting, management and marketing. They need to be able to utilise information systems to track clients' portfolios and keep up-to-date on investment information. Financial advisors work independently and for large concerns. They may be employees or be self-employed. They provide counselling services to individuals or to corporations about how to best plan for future financial needs. This major builds the skill set needed for recognition by the Australian Securities and Investments Commission, allowing finance graduates who choose this major to work as financial dealers, for stock brokers, in banks, life insurance companies or credit unions, or as independent funds managers.

**Professional Recognition**

On completion of a Bachelor of Commerce (Applied Finance (Planning)), you will have gained the necessary skills and qualifications to work as a financial planner offering services to a broad clientele. This degree has been designed to meet the requirements of the Australian Securities and Investments Commission (ASIC) and is accredited with the Financial Planning Association (FPA).

**Subjects required for major study**

Code	Subject	Session	Credit Points
ACCY228	Tax Planning	Spring	6
FIN221	Business Finance I	Autumn	6
FIN251	Introduction to Financial Planning	Autumn	6
FIN327	Risk & Insurance	Spring	6
FIN328	Retirement & Estate Planning	Spring	6
FIN329	Real Estate Planning	Autumn	6
FIN324	Financial Statement Analysis	Autumn	6
MGMT215	Small Business Management	Autumn	6

*Additional specified subjects (30 credit points) required for professional accreditation: FIN223, FIN226, FIN323, LAW100 and LAW210.*

**Other Information**

Additional information is available from <http://www.uow.edu.au/> or email: [accfin@uow.edu.au](mailto:accfin@uow.edu.au)

**Business Information Systems**

This course is designed for those who wish to enter a career as a professional systems analyst or as an information systems specialist in a business environment. Students who complete this major at the required standard may be accepted to proceed to the Bachelor of Commerce Honours year, which involves advanced study and a significant research report, or undertake the Master of Information Systems.

**Professional Recognition**

Students require all subjects from both strands (72 credit points) for accreditation by the Australian Computer Society (ACS). The major study has accreditation with the Australian Computer Society and the joint specialization with Accountancy has accreditation with the Australian Society of Certified Practising Accountants.

**Subjects required for major study**

Code	Subject	Session	Credit Points
BUSS111	Business Programming I	Spring	6
BUSS212	Database Management Systems	Spring	6
BUSS311	Advanced Database Management Systems	Autumn	6
BUSS318	Information Systems Project	Spring	6

**Plus 24 credit points selected from either: Systems Analysis and Design Strand:**

BUSS211	Requirements Determination and Systems Analysis	Autumn	6
BUSS218	Systems Design and Architecture	Spring	6
BUSS308	Computer Systems Management	Spring	6
BUSS316	Information Systems Prototyping	Autumn	6

**Or Information Systems Development Strand:**

BUSS214	Business Programming II	Autumn	6
BUSS215	Business Programming III	Spring	6
BUSS312	Distributed Information Systems	Autumn	6
BUSS317	Business Programming IV	Spring	6

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

**Business Law**

The Business Law major provides graduates with the skills and knowledge base that are critical to successfully understanding the context, application and impact of law on the structures and transactions of business. After completing the foundation law subjects, students are able to choose from a large range of specialist subjects. The Business Law major may be taken separately or in conjunction with any other major in the Commerce Schedule and complements other discipline studies, providing a legal framework perspective on the institutions and structures of those disciplines.

Students considering transferring to the double degree Bachelor of Commerce-Bachelor of Law should seek academic advice before enrolling in any subject in this major.

**Subjects required for major study:**

Code	Subject	Session	Credit Points
LAW100	Law in Society	Autumn	6
LAW210	Contract Law	Spring	6

**Plus 36 credit points selected from:**

LAW302	Law of Business Organisations	Autumn	6
LAW315	Taxation Law	Spring	6
LAW316	Occupational Health and Safety Law	Autumn	6
LAW317	E-Commerce Law*	Spring	6
LAW330	Law of Employment	Autumn	6
LAW331	Intellectual Property Law	Autumn	6
LAW332	Labour Relations Law	Spring	6
LAW335	Anti-Discrimination Law	Spring	6
LAW348	Media Law	Spring	6
LAW352	Advanced Taxation Law*	Autumn	6
LAW360	Foreign Investment Law in the People's Republic of China	Summer	6

\* Not on offer in 2004

**Economics**

Economics is the study of the economy at the micro and macro levels. Areas of interest to economists include the behaviour of consumers and business firms, the labour market, health care, the environment, technology and innovation, economic growth and development, monetary and fiscal policy, international trade and finance, and the global economy.

Students taking an Economics major will study the theory, policies, practices and institutions of national economies and the international economy. They will learn tools of analysis that can be applied to a wide range of economic issues.



**Subjects required for major study**

Code	Subjects	Session	Credit Points
ECON205	Macroeconomic Theory and Policy	Autumn/ Spring	6
ECON215	Microeconomic Theory and Policy	Autumn/ Spring	6
ECON222	Quantitative Methods II	Autumn/ Spring	6
ECON305	Economic Policy	Spring	6
ECON316	History of Economic Thought	Autumn	6

Plus 18 credit points, 12 of which must be from 300-level Economics subjects and the other 6 from 200- or 300-level Economics subjects.

**Finance**

Finance is about money and investments. People on their own and in partnerships, companies and other entities, including state and federal governments, have a common objective of profitable investment. How do companies choose between possible investments, and how do they raise capital? How does hedging with options and futures reduce risk of an investment portfolio? What is the role of capital markets, and how do they value assets such as stocks, options and futures? These are the questions answered within the theory and practice of finance.

**Preparatory Studies**

Mathematics, economics, statistics and accounting are all important foundations of finance and those who are good at mathematics are often also good at finance. However, not all finance is mathematical, and many people who work successfully in the field are not highly trained or proficient in mathematics.

**Subjects required for major study**

Code	Subjects	Session	Credit Points
ACCY202	Financial Accounting IIA	Autumn	6
FIN221	Business Finance I	Autumn	6
FIN223	Investments I	Spring	6
FIN322	Business Finance II	Spring	6
FIN323	Investments II	Autumn	6
FIN324	Financial Statement Analysis	Autumn	6

**Plus at least one of the following:**

Code	Subjects	Session	Credit Points
FIN226	Financial Institutions	Spring	6
FIN227	Finance In Small Business	Spring	6

**Plus at least one of the following:**

Code	Subjects	Session	Credit Points
FIN325	Banking Practice	Autumn	6
FIN320	Risk and Insurance	Spring	6
FIN351	International Business Finance	Spring	6
FIN352	Critical Perspectives in Finance	Spring	6
ECON331	Financial Economics	Spring	6

**Human Resource Management**

People are an organisation's most valuable resource. Demand is growing for specialists in the field of human resource management (HRM). In this major you will gain a thorough understanding of the field and the concepts, techniques and activities involved in managing the flow of people through organisations. Specific focus is placed on the acquisition, facilitation and development of staff, positively influencing their employment performance, and monitoring and managing the processes of staff retention and turnover.

This major also looks at the broad aspects of human resource management such as recruitment and selection, performance appraisal, job analysis and design, training and development, employee compensation, staff turnover, HRM and the law, industrial relations, equal employment opportunities, affirmative action, and international human resources management.

**Subjects required for major study**

Code	Subjects	Session	Credit Points
MGMT201	Organisational Behaviour	Autumn	6
MGMT205	Recruitment and Selection	Spring	6
MGMT206	Managing Human Resources	Autumn	6
MGMT220	Organisational Studies	Autumn	6
MGMT311	Management of Change	Spring	6
MGMT314	Strategic Management	Autumn	6
MGMT321	Occupational Health & Safety Management	Spring	6
MGMT322	Training and Development	Autumn	6

## **International Business**

The International Business major gives you an awareness and understanding of business in other cultures and regions. It prepares you to respond to the intricacies of international business (including the impact of differing cultures and languages, issues posed by differing markets, and differing government regulations) within this rapidly growing environment.

You will gain an understanding of leadership, strategy, cultural diversity, communications and decision-making as they relate to contemporary international business issues, including financial management, employment relations, industry and trade in South-East Asia, international marketing and management, and business in Europe.

As the world is becoming 'smaller' with regards to advances in technology, employers are seeking graduates with international business skills.

### **Subjects required for major study**

<b>Code</b>	<b>Subjects</b>	<b>Session</b>	<b>Credit Points</b>
ECON216	International Trade Theory & Policy	Spring	6
ECON251	Industry and Trade in East Asia	Spring	6
FIN241	International Financial Management	Autumn	6
MGMT301	Managing Across Cultures	Autumn	6
MGMT314	Strategic Management	Autumn	6
MGMT341	International & Comparative Employment Relations	Spring	6
MARK343	International Marketing	Spring	6
MGMT389	International Business Management	Autumn	6

## **Logistics**

Logistics is the concept of moving and handling goods and materials, from the beginning to the end of the production of sales process. It includes associated reverse flows such as produce and equipment returns, and recycling. It involves the management of activities including transport, storage, packaging, procurement, and inventory management.

The Logistics major combines many subject areas to develop a theoretical and practical understanding of the complexities of the activities of logistics. This major develops skills in strategic management, inventory planning, supply chain integration, transportation, distribution and warehousing. Emphasis is focussed on the ability to analyse budget aspects and the resources of logistics.

### **Subjects required for major study**

<b>Code</b>	<b>Subjects</b>	<b>Session</b>	<b>Credit Points</b>
ECON230	Quantitative Analysis for Decision Making	Spring	6
ECON332	Managerial Economics and Operations Research	Spring	6
MGMT200	Management and Electronic Business	Spring	6
MGMT255	Inventory Management	Autumn	6
MGMT309	Supply Chain Management	Spring	6
MGMT316	Operations Management	Spring	6
MGMT328	Transport Logistics Management	Autumn	6
MGMT332	Enterprise and Innovation	Spring	6

## **Management**

Management is the art and science of planning, coordinating and leading group efforts. It is the mobilising of human and material resources to achieve organisational goals. Managerial skills include the ability to make sound judgements on all issues that arise at work and to achieve objectives through organisational skills.

The management major combines many subject areas to develop theoretical and practical understanding of the complexities of management. This major develops skills in decision making, conflict resolution, administration and communication.

### **Subjects required for major study**

<b>Code</b>	<b>Subjects</b>	<b>Session</b>	<b>Credit Points</b>
MGMT102	Business Communications	Spring	6
MGMT201	Organisational Behaviour	Autumn	6
MGMT206	Managing Human Resources	Autumn	6
MGMT220	Organisational Studies	Autumn	6
MGMT311	Management of Change	Spring	6
MGMT314	Strategic Management	Autumn	6
MGMT316	Operations Management	Spring	6
MGMT350	Quality Management	Spring	6

## **Marketing**

A marketing major provides the skills to generate products and services for which there is a defined customer need and to position the product or service in the market with effective promotion, pricing and distribution strategies.

The Marketing major is geared toward problem-solving and management decision-making. Emphasis is given to how to analyse, plan, organise, motivate and control the marketing process. Communication skills and creative thinking are essential to successful marketing.

This major has a variety of subjects covering a range of topics in marketing including consumer behaviour, services marketing, marketing research and international marketing.

There is opportunity to join several business-related student groups on campus such as the Marketing Society.

### **Professional Recognition**

The Marketing major is accredited by the Australian Marketing Institute (AMI).

### **Subjects required for major study**

<b>Code</b>	<b>Subjects</b>	<b>Session</b>	<b>Credit Points</b>
MARK217	Consumer Behaviour	Autumn	6
MARK239	Information for Marketing Decisions	Spring	6
MARK270	Services Marketing	Autumn	6
MARK301	Marketing on the Internet	Spring	6
MARK319	Applied Marketing Research	Autumn	6
MARK333	Advertising and Promotions Strategy	Spring	6
MARK343	International Marketing	Spring	6
MARK344	Marketing Strategy	Spring	6

### **Minor Study Areas:**

Students taking a minor in a degree offered by a Faculty other than the Faculty of Commerce are not required to complete the core subjects in the Bachelor of Commerce except where those subjects are prerequisites to subjects in the minor. All students must satisfy subject prerequisites except where waivers have been granted.

## **Accountancy**

24 credit points selected from 200 and 300 level ACCY subjects.

### **Business Information Systems**

BUSS111	Business Programming I	Spring	6
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#### **Plus for the strand in Analysis and Design**

BUSS211	Requirements Determination and Systems Analysis	Autumn	6
BUSS218	Systems Design and Architecture	Spring	6
BUSS316	Information Systems Prototyping	Autumn	6

#### **OR for the strand in Data Management**

BUSS212	Database Management Systems	Spring	6
BUSS308	Computer Systems Management	Spring	6
BUSS311	Advanced Database Management Systems	Autumn	6

#### **OR for the strand in Systems Development**

BUSS214	Business Programming II	Autumn	6
BUSS215	Business Programming III	Spring	6
BUSS317	Business Programming IV	Spring	6

## **Business Law**

LAW100	Law in Society	Autumn	6
LAW210	Contract Law	Spring	6

#### **Plus 12 credit points selected from:**

LAW302	Law of Business Organisations	Autumn	6
LAW315	Taxation Law	Spring	6
LAW316	Occupational Health and Safety Law	Autumn	6
LAW317	E-Commerce Law*	Spring	6
LAW330	Law of Employment	Autumn	6

## Course Information

LAW331	Intellectual Property Law	Autumn	6
LAW332	Labour Relations Law	Spring	6
LAW335	Anti-Discrimination Law	Spring	6
LAW348	Media Law	Spring	6
LAW352	Advanced Taxation Law*	Autumn	6
LAW360	Foreign Investment Law in the People's Republic of China	Summer	6

\* Not on offer in 2004

## Economics

Code	Subjects	Session	Credit Points
ECON205	Macroeconomic Theory and Policy	Autumn/ Spring	6
Or			
ECON215	Microeconomic Theory and Policy	Autumn/ Spring	6

Plus 18 credit points, 12cp of which must be from 300-level Economics subjects and the other 6cp from one 200- or 300-level Economics subject.

## Electronic Commerce

24 credit points selected from:

Code	Subjects	Session	Credit Points
ECON319	Electronic Commerce and Economics of Business	Autumn	6
FIN353	Global Electronic Finance	Autumn	6
MGMT301	Marketing on the Internet	Spring	6
MGMT200	Management and Electronic Commerce	Spring	6
MGMT300	Innovation and E-commerce	Spring	6

## Finance

Code	Subject	Session	Credit Points
FIN221	Business Finance I	Autumn	6

Plus 18 credit points selected from 200 & 300 level FIN subjects

## Human Resource Management

24 credit points selected from:

Code	Subjects	Session	Credit Points
MGMT201	Organisational Behaviour	Autumn	6
MGMT205	Recruitment and Selection	Spring	6
MGMT206	Managing Human Resources	Autumn	6
MGMT220	Organisational Studies	Autumn	6
MGMT311	Management of Change	Spring	6
MGMT314	Strategic Management	Autumn	6
MGMT321	Occupational Health & Safety Management	Spring	6
MGMT322	Training and Development	Autumn	6

## Industrial Relations

Code	Subjects	Session	Credit Points
COMM100	Employment Relations	Autumn	6
MGMT240	Industrial relations B: Wage Determination	Spring	6
MGMT342	Special Topics: Industrial Relations	Autumn	6
MGMT352	Negotiation, Advocacy & Bargaining	Spring	6

## International Business

Code	Subjects	Session	Credit Points
ECON216	International Trade Theory & Policy	Spring	6
FIN241	International Financial Management	Autumn	6
MGMT341	International & Comparative Employment Relations	Spring	6
Or			
MARK343	International Marketing	Spring	6
<b>Plus</b>			
MGMT389	International Business Management	Autumn	6

**Logistics**

Code	Subjects	Session	Credit Points
MGMT255	Inventory Management	Autumn	6
MGMT309	Supply Chain Management	Spring	6
MGMT316	Operations Management	Spring	6
MGMT328	Transport Logistics Management	Autumn	6

**Management**

MGMT102	Business Communications	Spring	6
Plus 18 credit points selected from 200 and 300 level MGMT subjects			

**Marketing**

24 credit points from 200 and 300 level MARK subjects,

**Bachelor of Commerce (Honours)**

Testamur Title of Degree:	Bachelor of Commerce (Honours)
Abbreviation:	BCom (Honours)
Home Faculty:	Commerce
Duration:	1 year
Total Credit Points:	48
Delivery Mode:	On Campus
Starting Session(s):	Autumn/Spring
Standard Course Fee:	HECS (local); \$6,900 AUD per session (international)
Location:	Wollongong
UOW Course Code:	711
CRICOS Code:	001710F

**Overview**

An Honours degree is awarded for one additional year of study following the successful completion of a three-year degree with superior performance throughout the degree. To qualify for the award of Bachelor of Commerce (Honours) a candidate must satisfy Rules 106 & 113 of the Bachelor Degree Rules.

**Bachelor of Commerce (Honours) is available in the following areas:**

Accountancy  
 Business Information Systems  
 Econometrics  
 Economics  
 Employment Relations  
 Finance  
 Human Resource Management  
 Industrial Relations  
 International Business  
 Management  
 Marketing

*(Combined majors are also permitted)*

**Dean's Scholars**

This degree provides an enriched educational experience for high achieving students that will encourage them to continue their studies through to the completion of honours and research degrees. There will be a quota (combined with the BBA) of 15 students admitted each year. Entry will be by application and interview for candidates with a minimum UAI of 93 or equivalent.

Dean's Scholars will complete all requirements for their respective degrees and may be permitted to take accelerated programs after their first session. They will receive one to one mentoring from an academic in their selected discipline and have special opportunities to attend workshops and seminars and obtain paid work experience relevant to their proposed careers. Current Commerce students can apply for a course transfer to this program after completion of a minimum of 48 credit points at the University of Wollongong.

## Bachelor of Mathematics and Finance, Bachelor of Mathematics and Economics -

*Refer to the Faculty of Informatics*

### Double Degrees with Bachelor of Commerce

Students may combine their Commerce studies with studies in a number of other Faculties and qualify for the award of two degrees. Double degrees aim to broaden a student's knowledge and skill base and improve career options in competitive, increasingly interactive fields. Students must seek advice and approval from both Faculties before enrolment.

For further information refer to the Policy Guidelines for Double Degrees at:

[http://www.uow.edu.au/handbook/courserules/double\\_degree.html](http://www.uow.edu.au/handbook/courserules/double_degree.html).

Students must seek advice and approval from both Faculties before enrolment.

### Course Requirements

Candidates must satisfy the entry requirements of both the degree programs. Double degrees, where both degrees are normally of three years' duration will be a minimum of 216 credit points and take a minimum of four years to complete. Double degrees, where one of the degrees is normally of four years' duration will be a minimum of 264 credit points and take a minimum of five years to complete. Students may be given exemptions where equivalences exist between subjects.

For all double degrees, candidates are required to complete subjects from the Commerce Schedule, including core subjects and subjects to satisfy the requirements of one of the Commerce majors or a major/major, or major/minor combination. In addition to the Commerce requirements, candidates will need to complete one of the following:

**Bachelor of Arts – Bachelor of Commerce:** Students must:

- i. complete at least 72 credit points, including a major study, for subjects listed in the Arts schedule, and including at least 36 credit points for subjects offered by member Units of the Faculty of Arts;
- ii. not more than 96 credit points for 100-level subjects may be undertaken for both degrees;
- iii. the Arts major study and the Commerce major are to be chosen from two different disciplines.

**Bachelor of Communication and Media Studies – Bachelor of Commerce**

Students must:

- i) complete all the compulsory (core) subjects in the Bachelor of Communication and Media Studies and the required subjects of one of the major studies in that degree;
- ii) complete subjects from the Commerce Schedule, including core subjects, and subjects to satisfy the requirements of one of the Commerce majors.
- iii) complete not more than 90 credit points at 100-level;
- iv) where necessary, undertake elective subjects from the Course Structures of the Bachelor of Commerce, the Bachelor of Communication and Media Studies, or the General Schedule to ensure that at least 216 credit points have been completed.

Note: Students undertaking this double degree program may not complete both the Marketing major in the Bachelor of Commerce and the Advertising and Marketing major in the Bachelor of Communication and Media Studies.

**Bachelor of Creative Arts – Bachelor of Commerce:** Students must:

- i. complete a major study for the Bachelor of Creative Arts comprising 108 credit points of compulsory subjects as listed in the Creative Arts Schedule;
- ii. undertake, where necessary, elective subjects to ensure a total of 216 credit points have been completed.

**Bachelor of Engineering – Bachelor of Commerce:** Students must complete a minimum of 264 credit points as follows:

- i. a total of at least 174 credit points of engineering subjects made up of the Engineering core or compulsory subjects and one of the engineering majors. The minimum of 174 credit points will be exceeded by some engineering program requirements;
- ii. where required, at least 12 weeks of approved professional engineering experience during the course. Exemptions may be given to part-time candidates who are in approved full-time engineering employment.

**Bachelor of Laws – Bachelor of Commerce:** Students must complete, satisfactorily and independently, each of (a), (b) and (c) as follows:

- a) all compulsory Law subjects;
- b) elective subjects to the value of 56 credit points from the LLB Schedule; to be eligible for the award of Honours, candidates must complete either LLB313 or LLB314;
- c) subjects selected from the General Schedule, including the satisfactory completion of:
  - i) compulsory subjects;
  - ii) an approved Commerce major except for a Business Law major; and
  - iii) subjects with a value of at least 90 credit points, consisting of (i) and (ii) and excluding subjects listed in (a) and (b), except,
  - iv) where the subjects in (i) and (ii) have the prefix LAW, the equivalent LLB subjects must be substituted.

**Bachelor of Science (Faculty of Science) – Bachelor of Commerce:** Students must complete 90 credit points of subjects from the Science Schedule, including a Science major study. Any extra credit points required to achieve a double degree total of 216 credit points, additional to the Commerce and Science Requirements specified above, may be selected from the Commerce, Science or General Schedule.

**Bachelor of Science (Faculty of Health and Behavioural Science) – Bachelor of Commerce:** Students will be required to complete subjects from the Health and Behavioural Sciences Schedule approved by the Faculty of Health and Behavioural Sciences. Any additional subjects needed to complete a minimum of 216 credit points should be selected from the Health and Behavioural Sciences Schedule, the Commerce Schedule or the Science Schedule.

**Bachelor of Psychology – Bachelor of Commerce:** Students must complete a total of 264 credit points. This double degree fulfils the requirements needed to become a registered psychologist.

For the Bachelor of Psychology, students will be required to complete

- i. the 150 credit points of psychology subject requirements for the Bachelor of Psychology.
- ii. Any additional subjects needed to complete the required 264 credit points should be selected from either the Health and Behavioural Sciences Schedule or the Commerce Schedule.