

COMMERCE SUBJECT DESCRIPTIONS

ACCY100 Accounting IA 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus
Spring	Wollongong	On Campus
Spring	Dubai	On Campus

(Feb-May 2004)

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Workshop and 1 hour Computer Lab per week.

Assessment: See Subject Outline

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

ACCY102 Accounting IB 6cp

Spring	Wollongong	On Campus
Spring	Batemans Bay	On Campus
Spring	Shoalhaven	On Campus
Spring	Bega/ Moss Vale	On Campus
Summer 2004/05	Wollongong	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Workshop and 1 hour Computer Lab per week.

Pre-requisites: ACCY100 Accounting IA

Assessment: See Subject Outline

Subject Description: Accounting IB builds on the understanding of accounting developed in Accounting 1A. It examines financial measures of business activities and the systems that enable the measures to be recorded and then reported and communicated to the various stakeholders of entities such as owners (including partners and shareholders), providers of credit (lenders and creditors), management as well as other interested parties.

ACCY201 Financial Accounting IIB 6cp

Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Workshop and 1 hour Computer Lab per week.

Pre-requisites: ACCY202

Assessment: See Subject Outline

Subject Description: Accounting standards are applied to companies and groups of companies in order to produce external financial reports. The subject contains three distinct but inter-related strands. First, there is a technical strand of knowledge and skills used in applying accounting standards to financial reports. Secondly, there is a contextual strand,

Secondly, there is a contextual strand, which highlights the environment in which financial reporting takes place. Thirdly, there is a theoretical strand, where deeper issues relating to accounting practice will be explored. Lectures, tutorials, workshops and assessment tasks will provide opportunities to develop students' understanding of each of these three strands.

ACCY202 Financial Accounting IIA 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial, 1 hour Workshop per week.

Exclusions: ACCY292

Assessment: See Subject Outline

Subject Description: This subject provides an introduction to accounting theory and critique, and the preparation of accounting statements to comply with accounting and statutory regulation. The subject also covers reporting requirements for economic groups consisting of multiple legal entities.

ACCY211 Management Accounting II 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus
Summer 2004/05	Wollongong	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Workshop per week.

Pre-requisites: ACCY101, ACCY190 or ACCY100 and ACCY102

Exclusions: ACCY212

Assessment: See Subject Outline

Subject Description: This subject examines the design, production and use of accounting and other quantitative information in the planning and control of organisations, including management of the production function, decentralised organisations, derivation of cost relationships and statistical control of costs.

ACCY228 Tax Planning 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221 and FIN251

Assessment: See Subject Outline

Subject Description: The subject provide an overview of the procedures and theory of planning for the optimum level of taxation for an individual and/or a business at different stages in life. Optimal tax planning changes from the intense early years where income is rising and investments are made

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through to retirement where income is minimal and investments start to be realised.

ACCY231 Information Systems in Accounting 6cp

Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 2 hour Computer Lab per week.

Pre-requisites: ACCY101, ACCY190, or ACCY100 and ACCY102

Assessment: See Subject Outline

Subject Description: Management information systems, including data collection and processing, internal control and internal reporting. System design and computer applications.

ACCY302 Financial Accounting III 12cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus

Contact Hours: 3 hour Lecture, 2 hour Tutorial, 1 hour Workshop per week.

Pre-requisites: ACCY201

Assessment: See Subject Outline

Subject Description: Advanced aspects of financial accounting and external reporting with particular reference to developments in accounting theory and professional standards, including critical evaluation and comparison of various financial accounting theories.

ACCY303 Selected Issues in Accounting A 6cp

Not on offer in 2004.

Prerequisites: ACCY201 or ACCY202 and ACCY211

Subject Description: Selected issues in external reporting, including issues in international accounting and comparative accounting standards.

ACCY312 Management Accounting III 6cp

Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY211

Assessment: See Subject Outline

Subject Description: An advanced treatment of management accounting theory and its relationship to decision theory, including model building and use, cost prediction, pricing decisions, and the behavioural dimensions of management accounting.

ACCY313 Selected Issues in Accounting B 6cp

Not on offer in 2004.

Prerequisites: ACCY201 or ACCY202 and ACCY211

Subject Description: Selected issues in management accounting, including international management accounting.

ACCY332 Advanced Information Systems in Accounting 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Computer Lab per week.

Pre-requisites: ACCY231

Assessment: See Subject Outline

Subject Description: Advanced aspects of communication and information theory, system evaluation, design, implementation and management, accounting and associated computer applications.

ACCY335 Advanced Information Systems in Accounting II 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Computer Lab per week.

Pre-requisites: ACCY231 or BUSS211 and BUSS212

Assessment: See Subject Outline

Subject Description: To maintain competitiveness in the global electronic market-space organizations need to ensure that their information system and business strategies are aligned. The greatest impediment to this strategic alignment is the inability of technical and non-technical management to effectively communicate. Systems Analysis and Design in Accounting and Finance provides future business managers with the necessary skills to effectively communicate with Information Technology specialists. These skills are developed through the examination of the analysis and design techniques of Entity Relationship (ER) and Resource Event Agent (REA) modeling, in conjunction with an overview of Enterprise Resource Planning Systems (ERP) and Electronic Commerce (e-commerce) implementation issues. In addition to a generic examination of ERP, students will also work through a series of e-commerce computer exercises utilising SAP.

ACCY336 Decision Support Systems 6cp

Not on offer in 2004.

Prerequisites: ACCY231

Subject Description: Nature of, and concepts underlying, decision support systems. Decision support systems for strategic and tactical planning (including corporate planning). Decision support systems for specific areas - selected from: marketing, finance, merchandising, inventory control, production control.

ACCY342 Advanced Auditing 6cp

Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week, 1 hour Computer Lab per week

Pre-requisites: ACCY201

Assessment: See Subject Outline

Subject Description: Advanced auditing is a capstone subject for students undertaking an accountancy major. It integrates accounting standards, accounting systems, internal controls, and the auditing functions of obtaining and evaluating evidence, and reporting, all within an overview of auditing, and continues through the audit process with emphasis on financial statement audit under the Corporation Law. In addition, the program addresses issues related to electronic data interchange audit.

ACCY343 Forensic Examination and Advanced Assurance Services 6cp

Spring	Wollongong	On Campus
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Contact Hours: Spring 2 hour Lecture, 1 hour Tutorial, 1 hour Computer Lab.

Prerequisites: ACCY201, FIN221 and LAW210

Assessment: See Subject Outline

Subject Description: This subject provides an introduction to forensic examination and advanced assurance services for commercial and not-for-profit entities. Subject content will deal with the nature and extent of fraud in Australia, detection of fraud, error or organisational weakness through an examination of financial and non-financial data and introductory laws of evidence and expert witness report preparation. 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.

ACCY368 Insolvencies 6cp

Spring	Wollongong	On Campus
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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 & receiverships, alteration of capital, reconstruction, amalgamation and takeovers, and the use of insolvency procedures as a management strategy.

ACCY372 Topics in Accounting History 6cp

Spring	Wollongong	On Campus
Autumn	Wollongong	On Campus

Contact Hours: 2 hour Lecture, hour Tutorial per week.

Pre-requisites: ACCY201 or ACCY202

Assessment: See Subject Outline

Subject Description: Topics in the history and development of accounting thought.

ACCY380 Accounting For Information Technology 6cp

Autumn/Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: IACT301, ITAC301

Exclusions: ACCY901, ACCY101, ACCY190 or ACCY100 and ACCY102

Assessment: See Subject Outline

Subject Description: An introduction to accounting with special emphasis on the design, interpretation and utilisation of the major types of reports and analyses prepared by accountants for the decision making process.

ACCY403 Theoretical Foundations of Research 6cp

Autumn/Spring	Wollongong	On Campus
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Contact Hours: 2 hour Seminar per week

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.

ACCY404 Financial Accounting 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Seminar per week.

Pre-requisites: ITAC301

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.

ACCY405 International Accounting 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Seminar per week

Pre-requisites: ITAC301

Assessment: See Subject Outline

Subject Description: Differences in accounting thought and standards between countries. Influence of national outlook and policies and of economic infra-structure 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.

ACCY406 Issues in Financial Accounting 6cp
Not on offer in 2004

Prerequisites: ITAC301

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.

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ACCY407 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.

ACCY408 Applied Financial Accounting 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week

Pre-requisites: ITAC301

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.

ACCY409 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.

ACCY413 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.

ACCY414 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.

ACCY416 Studies in Controllership 6cp

Not on offer in 2004.

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.

ACCY418 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.

ACCY433 Studies in Information Systems in Accounting 6cp

Autumn/ Spring Wollongong On Campus

Contact Hours: Not on offer in 2004.

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.

ACCY436 Management and Information Systems 6cp

Autumn/ Spring Wollongong On Campus

Contact Hours: 1 hr Seminar, 1 hr 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.

ACCY443 Auditing and Accounting Information Systems 6cp

Not on offer in 2004.

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:

ACCY444 Issues in Auditing 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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.

ACCY461 Professional Practice Accounting 6cp

Not on offer in 2004.

Subject Description: Statements of Accounting Standards and Statements of Accounting Practice. Accounting Provisions of the Companies Act.

ACCY462 Professional Practice - Auditing, Risk, Assurance and IS 6cp

Not on offer in 2004.

Subject Description: Statements of Auditing Standards and Statements of Auditing Practice. EDP Systems and Controls.

ACCY463 Professional Practice - Taxation 6cp

Not on offer in 2004.

Subject Description: Australian Income Tax Assessment Act 1936 as amended with Regulations. Rating Acts and International Agreements.

ACCY468 Insolvencies 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Assessment: See Subject Outline

Subject Description: This subject examines accounting and legal aspects of corporate and non-corporate insolvencies including bankruptcies, liquidations, receivership, alteration of capitol, reconstruction, amalgamation and takeovers.

ACCY473 History of Accounting Thought 6cp

Not on offer in 2004.

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.

ACCY474 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.

ACCY483 Studies in Government Accounting 6cp

Not on offer in 2004.

Subject Description: A detailed examination of selected areas in federal, state, regional or local government accounting.

ACCY485 Special Topic in Accounting 6cp

Autumn/ Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week

Assessment: See Subject Outline

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 will be made by the Head of the School, taking into account the expertise of academic staff, including visiting staff, and the interest of students.

ACCY486 Special Topic in Accounting 6cp

Autumn Wollongong On Campus

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week

Assessment: See Subject Outline

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 will be made by the Head of the School, taking into account the expertise of academic staff, including visiting staff, and the interest of students.

ACCY493 Research Essay 12cp

Annual Wollongong On Campus

Pre-requisites: ITAC301

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

ACCY495 Research Essay 6cp

Autumn Wollongong On Campus

Spring Wollongong On Campus

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

BUSS102 Computer Systems 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hr Lecture, 2 hr Computer Lab per week.

Assessment: Assignments, mid-session test and final examination.

Subject Description: As an introduction to the fundamentals of computers, this unit studies the principle of operation and the functional components of a modern computer system. It provides a framework to examine the interrelation between

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hardware and systems and application software, and the current trends in computer technology.

BUSS110 Introduction to Business Information Systems 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus
Intake C	Sydney	Modular
Summer 2004/2005	Wollongong	On Campus
Spring (Feb04-May04)	Dubai	On Campus
Summer (June04-Sept04)	Dubai	On Campus
Autumn (Sept04-Jan 05)	Dubai	On Campus
Session 1	INTI Subang Jaya Kuala Lumpur	On Campus

Contact Hours: Normally 2 hour Lecture, 2 hour Computer Lab per week.

Co-requisites: Not to count with CSCI101.

Exclusions: Not to count with CSCI101

Assessment: Assignment, word processing test, spreadsheet test, database test, and final examination

Subject Description: This subject examines the roles of information systems in a modern organisation. Topics covered include: computer hardware, systems software and networks, operating systems/productivity tools, standard business systems, file/data management, processes and modelling techniques used in computer systems development, information systems for management and decision support, security and privacy issues. The practical component includes using the internet, word processing, spreadsheets and database systems.

BUSS111 Business Programming I 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 2 hour Computer Lab per week Summer 2003/2004 TBA

Co-requisites: Not to count with CSCI111

Assessment: Assignments, programming tests, final examination

Subject Description: As an introduction to the fundamentals of programming, this subject aims to develop an understanding of the basic principles of programming, fundamental concepts of data types and simple data structures, as well as to develop skills in the design or well structured solution algorithms to a range of simple classical business computing problems.

BUSS201 User-Centred Business Programming 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 2 hour Computer Lab per week.

Pre-requisites: BUSS111 or CSCI111

Assessment: Tutorial assignments; practical test; final examination.

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

BUSS211 Requirements Determination and Systems Analysis 6cp

Autumn	Wollongong	On Campus
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Autumn (Sept04-Jan 05)	Dubai	On Campus
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Contact Hours: Normally 2 hour Lecture, 2 hour Tutorial, 1 hour Computer Lab per week.

Pre-requisites: 6cp 100 level BUSS or CSCI

Assessment: Assignments; class test; final examination.

Subject Description: This subject aims to introduce the student to the techniques and technologies of structured systems analysis in the initial stages of the Systems Development Life Cycle. It examines the complementary roles of systems analysts, clients and users of the Systems Development Life Cycle and Object Oriented development methods. Process and Object methods and models are introduced and examined. The student will make use of a Computer Aided Software Engineering (CASE) tool to document solutions to the analysis of typical problems.

BUSS212 Database Management Systems 6cp

Spring	Wollongong	On Campus
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Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Computer Lab per week.

Pre-requisites: 6 credit points of BUSS100-level or CSCI100-level subjects

Assessment: class tests, assignments, final examination.

Subject Description: This subject aims to introduce students to the theory and practice of designing, implementing and using database management systems. It examines conceptual data modeling using Entity-Relationship Diagrams, introduces the relational data model and discusses techniques for mapping conceptual data models into database designs and the refinement of such designs using normalization theory. Students should acquire skills in relational database querying, using both formal and implemented query languages and will be introduced to the principles of query processing and optimization as well as database file structures. While the subject concentrates on the relational data model, a brief introduction to the object-oriented and object-relational models will also be provided. Students will receive hands-on experience using a commercial tool.

BUSS213 Multimedia in Organisations 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hr Lecture, 2 hr Computer Lab per week.**Co-requisites:** BUSS111 or CSC1111**Assessment:** Assignments, final examination.

Subject Description: The subject introduces students to a range of theoretical knowledge/ideas and practical skills associated with the planning, implementation, delivery and management of a small multimedia project. The subject aims to prepare students for involvement in such projects within organisations where the use of multimedia for a wide variety of purposes is steadily increasing. Students will obtain practical experience in using a range of appropriate software, using theoretical ideas to justify choices of representation within a context that involves some constraints. Students will also gain practical experience in project management in a team-based environment.

BUSS214 Business Programming II 6cp**Autumn** Wollongong On Campus**Contact Hours:** 2 hr Lecture, 2 hr Computer Lab per week.**Pre-requisites:** BUSS111 or CSC1111**Assessment:** Assignments; class test and final examination.

Subject Description: The aims of this subject are to provide students with an introduction to a number of fundamental commercial programming techniques that are applicable to the solution of a wide range of typical commercial/business problems; introduction to structured programming; an overview of program quality issues, including design criteria for improving the structure and quality of commercial programs and an introduction to the use of structure charts and pseudocode as formal program design and documentation tools.

BUSS215 Business Programming III 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hr Lecture, 2 hr Computer Lab per week.**Pre-requisites:** BUSS214**Assessment:** Assignments, mid session-test and final examination.

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

BUSS218 Systems Design and Architecture 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 1 hour Tutorial, 1 hour Computer Lab per week.**Pre-requisites:** BUSS211**Assessment:** Assignments, tutorial exercises and final examination.

Subject Description: This subject extends systems analysis and introduces the student to the techniques and technologies

of structured systems design in the post-analysis stages of the Systems Development Life Cycle. It examines the complementary roles of systems analysts, designers, clients and users in traditional Systems Development Life Cycle and Object Oriented development methods. Process and Object methods and models are extended to cover systems design and implementation. Program design is placed in the context of systems design. The student will make use of a Computer Aided Software Engineering (CASE) tool to document design solutions to typical problems.

BUSS308 Computer Systems Management 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 2 hour Tutorial per week.**Pre-requisites:** 6 cp at 300 level.**Exclusions:** Not to count with BUSS208.

Assessment: Develop evaluation grid, case study report, evaluation on case study and peer review reports, final examination.

Subject Description: Students will be introduced to the issues involved in the successful management of a medium sized computer installation in an organisation. Topics covered will include the role of strategic information systems planning; hardware/software specification; tendering procedures; system evaluation and selection; benchmarking; project management (including the management of people); operational management; quality control; system performance monitoring and testing and systems maintenance.

BUSS311 Advanced Database Management Systems 6cp**Autumn** Wollongong On Campus**Contact Hours:** 2 hr Lecture, 2 hr Computer Lab per week.**Pre-requisites:** BUSS212**Assessment:** Assignments, major assignment and final examination.

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

BUSS312 Distributed Information Systems 6cp**Spring** Dubai On Campus
(Feb-May)**Autumn** Wollongong On Campus**Contact Hours:** Normally 2 hour Lecture, 1 hour Tutorial, 1 hour Computer Lab per week.**Pre-requisites:** 6cp of 200 level BUSS subjects**Assessment:** Assignments and final examination.

Subject Description: This subject examines distributed information systems and data communications technology and their support of organisational objectives, the design of

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networked computer systems, the selection of appropriate hardware and software platforms and the current and future trends in data communications.

BUSS315 Knowledge-Based Information Systems 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Tutorial, 2 hour Computer Lab per week.

Co-requisites: 6 cps at 300-level

Assessment: In-class tests, project, final examination

Subject Description: This subject provides an introduction to the general nature of Knowledge-Based Systems (KBS), appropriate application environments, knowledge acquisition and representation for developing KBS, constraint programming, intelligent agents, web applications, managerial issues in designing KBS, and general methodologies for KBS development. Students will also learn an application of a rule-based Expert System Shell and gain an understanding of the role knowledge-based systems play in business management.

BUSS316 Information Systems Prototyping 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 2 hour Computer Lab per week.

Pre-requisites: BUSS311 and BUSS214/Not to count with BUSS216

Assessment: Assignments; and final examination.

Subject Description: This subject provides an understanding of the systems development and modification process. It enables students to evaluate and choose an appropriate systems development methodology. It emphasises the factors for effective communication with users and team members and all those associated with development and maintenance of the system. It introduces and describes evolutionary systems development methodologies, and addresses the issues involved in project planning, documentation, management and monitoring of evolutionary development.

BUSS317 Business Programming IV 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 2 hour Computer Lab per week.

Pre-requisites: BUSS214

Assessment: Assignments, major assignment and final examination.

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

BUSS318 Information Systems Project 6cp

Spring Wollongong On Campus

Contact Hours: 1 hour Lecture, 2 hour Tutorial per week

Pre-requisites: BUSS214 and BUSS311

Assessment: Progress report; Presentation; Final Report and Final examination.

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

BUSS391 Special Topic in Information Systems 6cp

Spring Wollongong On Campus

Autumn Wollongong On Campus

Summer 2004/05 Wollongong On Campus

Contact Hours: 4 hrs contact per week (seminars)

Pre-requisites: BUSS211 and BUSS212

Co-requisites: 12 cp at BUSS300 level

Assessment: Assignments; Reports; Examination.

Subject Description: In this subject students will undertake a study of research methods or other topic of current interest in Information Systems. Its purpose is to give final year BComm(BIS) students an opportunity to explore in depth, a current and advanced topic in Business Information Systems.

BUSS408 Business Information Systems Honours - Part 1 36cp

Annual Wollongong On Campus

Pre-requisites: Students must have approval from the Head of the Discipline of Information Systems in order to enrol in this subject

Assessment: Research Report; Assignments; Progress Reports.

Subject Description: This subject is specifically for those undertaking an honours program in Business Information Systems who wish to complete the program of study over 18 months. This subject would be followed by BUSS409 in the next Autumn session and together with BUSS409 is equivalent to BUSS410.

BUSS409 Business Information Systems Honours - Part 2 12cp

Autumn Wollongong On Campus

Pre-requisites: Students must have approval from the Head of the Discipline in order to enrol in this subject

Assessment: Research Report; Assignments; Progress Reports.

Subject Description: This subject follows BUSS408 for those who are undertaking over 18 months an honours program in Business Information Systems. This subject together with the subject BUSS408 is equivalent to BUSS410.

BUSS410 Business Information Systems Honours 48cp

Annual Wollongong On Campus

Pre-requisites: Students must have approval from the Head of the Discipline in order to enrol in this subject

Assessment: Research Report; Assignments; Progress Reports.

Subject Description: The minimum entry requirement to the honours program is the completion of a major study in Business Information Systems with results significantly above pass level. Students wishing to proceed to honours should consult the Head or Course Coordinator as soon as their interest in doing so is known. Students will be required to complete satisfactorily BUSS929 as part of the coursework component of their honours program.

BUSS450 Joint Honours in Business Information Systems 48cp

Annual Wollongong On Campus

Pre-requisites: Students must have approval from the relevant Heads in order to enrol in this subject.

Assessment: Research Report; Progress Reports; Assignments.

Subject Description: The entry requirement to the Joint Honours program is similar to the Business Information Systems Honours program above, except that candidates will be permitted to undertake an honours program in Business Information Systems and in a cognate discipline offered by another academic unit/discipline of the University. The coursework component and thesis topic for research must be chosen in consultation with the Heads of both the academic units involved.

COMM100 Introduction to Employment Relations 6cp

Autumn/Spring Wollongong On Campus

Autumn Batemans Bay On Campus

Autumn Shoalhaven On Campus

Autumn Bega/ Moss Vale On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: This subject is offered in two discrete sections. It introduces students to several approaches to understanding employment, the management of labour, and work. It draws on social sciences, behavioural sciences and business sciences, in particular various forms of industrial/employment relations, and human resource management. Section one investigates the importance of context for analysing the factors that determine or influence the nature and organisation of paid work and employment at managerial and non-managerial levels. Section two is an introduction of the key concepts and techniques of contemporary human resource management. Based on an open systems approach to understanding organisations, it examines how these concepts and techniques can be used to manage the processes of organisational entry, exit and job performance.

COMM121 Quantitative Methods I 6cp

Autumn/Spring Wollongong On Campus

Spring Shoalhaven On Campus

Spring Batemans Bay On Campus

Spring Bega/ Moss Vale On Campus

Summer 2004/05 Wollongong On Campus

Contact Hours: Autumn/Spring 2 hour Lecture, 1 hour Tutorial; Summer 4 hour Lecture, 2 hour Tutorial.

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

COMM303 Development of Modern Business 6cp
Not on offer in 2004.

Prerequisites: 72 credit points including all Commerce core subjects

Assessment: Case Study (written report) Essay Examination

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

COMM327 Business Innovation, Technology, and Policy 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial.

Prerequisites: Any 72 credit points of subjects

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

COMM328 Contemporary issues in Commerce 6cp
Not on offer in 2004.

Prerequisites: 72 cp including all Commerce core subjects

Assessment:

Subject Description: The aim of this integrating subject is to look at a contemporary issue in the business world from a multi-disciplinary perspective. The specific issue explored

Subject Descriptions

may vary from year to year. The subject encourages students who have majored in a variety of majors to analyse an issue of relevance to the modern business environment.

COMM351 Business Ethics and Governance 6cp

Not on offer in 2004.

Prerequisites: 72 cp

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

COMM401 Honours Coursework 24cp

Autumn/Spring Wollongong On Campus

Subject Description: The subject will enable all students doing honours in a single discipline in the Faculty of Commerce to enrol in the same subject. The advanced topics the student studies will depend on their discipline. The Faculty offers honours in the following disciplines. Accountancy, Applied Finance(Planning, Business Information Systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management and Marketing. Students enrolled in this subject will also do COMM402.

COMM402 Honours Research 24cp

Autumn/Spring Wollongong On Campus

Prerequisites: Entry to Honours

Subject Description: The subject is appropriate for students doing honours in a single discipline in the Faculty of Commerce to enrol in the same subject. The Faculty offers honours in the following disciplines: Accountancy, Applied Finance(Planning, Business Information Systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management and Marketing. Students enrolled in this subject will also do COMM401.

COMM403 Joint Honours Coursework 24cp

Autumn/Spring Wollongong On Campus

Prerequisites: Entry to Honours

Subject Description: The subject will enable all students doing honours in two disciplines in the Faculty of Commerce to enrol in the same subject. The advanced topics the student studies will depend on their discipline. The Faculty offers honours in the following disciplines. Accountancy, Applied Finance(Planning, Business Information Systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management and Marketing. Students enrolled in this subject will also do COMM404.

COMM404 Joint Honours Research 24cp

Autumn/Spring Wollongong On Campus

Prerequisites: Entry to Honours

Subject Description: The subject is appropriate for students doing honours in two disciplines in the Faculty of Commerce to enrol in the same subject. The Faculty offers honours in the following disciplines: Accountancy, Applied Finance(Planning, Business Information Systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management and Marketing. Students enrolled in this subject will also do COMM403.

COMM405 Joint Honours 24cp

Autumn/Spring Wollongong On Campus

Contact Hours: 6 hours of Seminar (Coursework component 50%).

Prerequisites: Entry to Honours

Subject Description: The subject is appropriate for students doing honours in two disciplines, one of which is outside the Faculty of Commerce. The advanced topics the student will study will depend on their discipline. The Faculty of Commerce offers honours in the following disciplines: Accountancy, Applied Finance(Planning, Business Information Systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management and Marketing. Students enrolled in this subject will also enrol in other honours subjects totalling 24 credit points outside the Faculty of Commerce. The thesis will be on a topic relevant to the two disciplines and represent 50% of the honours year.

ECON101 Macroeconomic Essentials for Business 6cp

Autumn/Spring Wollongong On Campus

Autumn Shoalhaven On Campus

Autumn Batemans Bay On Campus

Autumn Bega On Campus

Autumn Moss Vale On Campus

Spring (METC) AIT-TAFE On Campus

Autumn Dubai On Campus

(Sept04-Jan 05)

Contact Hours: Generally 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: Macroeconomics develops a student's knowledge of economic theory and the capacity to apply this knowledge to a range of important domestic and international issues. These issues could include taxation reform in Australia, national debt, trade and investment, economic development and growth.

ECON111 Introductory Microeconomics 6cp

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Moss Vale	On Campus
Spring	Bega	On Campus
Intake C	Sydney	Modular
Spring	Dubai	On Campus
(Feb04-May04)		
Spring/Autumn	(METC) AIT-TAFE	On Campus
Session 1	Kuala Lumpur	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: An introduction to microeconomics and its application to contemporary social and economic problems. Elementary economic theory and the necessary institutional framework will be developed.

ECON121 Quantitative Methods I 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	Flexible
Spring	Moss Vale	On Campus
Summer 2004/05	Wollongong	On Campus
Intake A	Sydney	On Campus
Intake A	Sydney	Modular
Intake C	Sydney	Modular
Spring	Dubai	On Campus
(Feb04-May04)		
Summer	Dubai	On Campus
(June 04-Sep 04)		
Autumn	Dubai	On Campus
(Sept 04-Jan 05)		

Contact Hours: Normally 3 hour Lecture, 1 hour Tutorial per week.

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

ECON205 Macroeconomic Theory and Policy 6cp

Autumn/ Spring	Wollongong	On Campus
Spring	Dubai	On Campus
(Feb04-May04)		

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON101

Subject Description: This unit analyses the major factors which determine the behaviour of the macroeconomy including policy prescriptions. The effects of money and interest, consumption and investment behaviour, monetary

and fiscal stabilisation policies and the balance of payments on aggregate demand are studied. Aggregate supply factors in the form of wages and prices, inflation and unemployment and other macroeconomic controversies are then considered.

ECON207 Economic Policy 8cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

ECON208 Gender, Work and the Family 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

ECON215 Microeconomic Theory and Policy 6cp

Autumn/Spring	Wollongong	On Campus
Autumn	Dubai	On Campus

(Sept04-Jan 05)

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

ECON216 International Trade Theory & Policy 6cp

Spring	Wollongong	On Campus
Summer 2004/05	Wollongong	On Campus
Spring	Dubai	On Campus

(Feb04-May04)

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON111

Subject Description: This subject is an introduction to international trade theory and international trade policy. It will examine the theory, policies, practices and institutions of

Subject Descriptions

relevance to a country's trade with other nations. Special attention will be given to Australia in the international economy.

ECON221 Econometrics 6cp

Spring Wollongong On Campus
Autumn Dubai On Campus

(Sep 04-Jan 05)

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON121 or COMM121 or STAT131 or STAT231

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

ECON222 Quantitative Methods II 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: This subject provides an introduction to mathematical techniques useful in business and economics. The main topics include marginal values, average values, elasticities, constrained and unconstrained optimisation, game theory, and the mathematics of finance. The mathematical techniques will be systematically presented and clearly illustrated in representative business and economic models.

ECON230 Quantitative Analysis For Decision Making 6cp

Spring Wollongong On Campus
Spring Shoalhaven On Campus
Spring Batemans Bay Flexible
Spring Bega Flexible
Spring Moss Vale On Campus
Autumn (METC) AIT-TAFE On Campus
Autumn Dubai On Campus

(Sept04-Jan 05)

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON121 or COMM121 or STAT131 or STAT231

Subject Description: The role of quantitative analysis in the decision-making process. Problem-solving techniques will be studied with emphasis on their practical application. Topics may include: linear programming; integer programming; goal programming; network analysis; systems simulation; decision theory; and inventory and queueing models.

ECON231 Business Statistics and Forecasting 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1hour Computer Lab per week.

Pre-requisites: ECON121 or COMM121 or STAT131 or STAT231

Subject Description: This subject introduces students to the applications of multi-variate statistical analysis to problems in business and economics. These techniques will include multiple regression, discriminant analysis, factor analysis and cluster analysis. The subject also deals with the application of forecasting techniques, including smoothing methods, time series decomposition, and the Box Jenkins approach to problems. The emphasis will be on the use of various relevant computer packages.

ECON251 Industry and Trade 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.

ECON301 Monetary Economics 6cp

Autumn Wollongong On Campus

Autumn Dubai On Campus

(Sept04-Jan 05)

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

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

ECON302 Transition Economics 6cp

Spring Wollongong On Campus

Spring Dubai On Campus

(Feb04-May04)

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON101 and ECON111

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

ECON303 Economic Development Issues 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON101 and ECON111 and any 72 credit points of subjects.

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

ECON305 Economic Policy 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Prerequisites:** ECON205 and ECON215

Subject Description: This subject introduces students to important economic policy issues facing governments in Australia and overseas. It addresses key questions for modern policy makers such as how to respond to market failure, what are appropriate measures to improve the competitive environment, and how can the state reduce income inequality and poverty. The subject encourages students to analyse applied research from the economics and political science literature. Students will have a greater understanding and appreciation of the dilemmas facing government policy makers.

ECON307 International Monetary Economics 6cp

Spring Wollongong On Campus

Spring Dubai On Campus

(Feb04-May04)**Contact Hours:** Normally 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON101

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

ECON308 Labour Economics 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON111

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

ECON309 Environmental Economics 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON111

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

ECON310 Cost Benefit Analysis 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON215

Subject Description: The main objective is to develop theoretical foundations and applied skills in financial, economic, and social evaluation of large public and private sector projects involving priced and non-priced inputs and outputs. Examples from infrastructure, education, health, and conservation projects are used to illustrate the underlying theoretical foundations of cost-benefit analysis and related issues of microeconomics efficiency. Topics covered include: welfare foundations of cost-benefit analysis, the derivation of analytical criteria for investment appraisal; the identification of benefits and costs; shadow prices for imperfect product and factor markets; unpriced goods and services; measurement of externalities; and the incorporation of risk and uncertainty.

ECON311 Natural Resource Economics 6cp*Not on offer in 2004***Pre-requisites:** ECON111

Subject Description: The main objective of the subject is to develop skills in the economic analysis of natural resource problems. The course consists of two broad sections, namely: the generalisation of theoretical frameworks for the utilisation of natural resources; and the application of these theoretical frameworks to the management of specific natural resources and to the formulation of appropriate policies. The topics covered include: optimisation frameworks for renewable and non-renewable resources; models for optimal resource use over time; energy resources; mineral resources; water resources; forestry resources; natural environments; and issues concerning pollution.

ECON312 Industrial Economics 6cp

Autumn Wollongong On Campus

Not offered in 2003**Contact Hours:** 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ECON111

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

Subject Descriptions

ECON315 Applied Economics 6cp

Not on offer in 2004.

Pre-requisites: ECON111

Subject Description: Microeconomics applied to a variety of topics and social problems. The areas of application studied vary from year to year but include such topics as the economics of health care, education, working women, migration, the arts and crime.

ECON316 History of Economic Thought 6cp

Not on offer in 2004.

Pre-requisites: ECON205 and ECON215

ECON317 Economics of Health Care 8cp

Autumn Wollongong On Campus

Contact Hours: Wollongong: 2 hour Lecture, 1 hour Tutorial per week.

Restrictions: Not available to Bachelor of Commerce students.

Subject Description: A survey of economic aspects of the Australian health-care system. Topics covered will include the supply and demand for health services, health-care delivery systems, health insurance, program evaluation and medical decision-making. Government policies influencing all aspects of health care will be analysed and evaluated.

ECON318 Economics of Health Care - A 6cp

Autumn Wollongong On Campus

Autumn Shoalhaven On Campus

Autumn Batemans Bay On Campus

Autumn Bega On Campus

Autumn Moss Vale On Campus

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, program evaluation and medical decision-making. Government policies influencing all aspects of health care will be analysed and evaluated.

ECON319 Electronic Commerce and the Economics of Information 6cp

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 analyses electronic commerce in the context of the economics of information, technology and transaction costs and investigates the role and value of information in decision making.

ECON320 Economics of Small and Medium Enterprises 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: The subject analyses the impact of entrepreneurs/small medium-sized enterprises (SMEs) on important areas of the economy such as innovation, employment creation, trade and investment. The formulation of appropriate public policies with respect to SMEs will also be examined. Recent developments in the economic theory of business enterprises, backed up by case studies of individual firms, industries and countries, will form the basis of the subject. Topics covered will represent a blend of the theory and practice of small business and enterprise development, and will include examining the links between firm size and performance, the distinct roles of different sized firms, and the relationship between firm size and innovation.

ECON322 Mathematical Economics 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON122 or ECON222

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

ECON327 Advanced Econometrics 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week..

Pre-requisites: ECON221 or ECON231 or MARK239

Subject Description: This subject introduces the student to three areas widely used in applied microeconomics and applied macroeconomics including limited dependent and qualitative variables in econometric models and the use of panel data in modelling economic behaviour.

ECON331 Financial Economics 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON111 and either ECON121 or COMM121

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

ECON332 Managerial Economics & Operations Research 8cp*Not on offer in 2004.***Prerequisites:** ECON121 or COMM121

Subject Description: This subject develops and applies a variety of quantitative techniques to economic and managerial decision-making. It is an extension of ECON 228/230 and covers a wide range of quantitative analyses such as forecasting techniques, Markov process models, PERT, CPM and specialised network algorithms, risk preference analysis, transportation and assignment models and quadratic and nonlinear programming.

ECON333 Conflict and Co-Operation 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 2 hour Tutorial per week.**Pre-requisites:** ECON122 or ECON222.

Subject Description: The subject will introduce students to the study of game theory as a tool for analysing a wide range of situations, particularly in the social sciences. The subject will focus on the application of basic game-theoretic concepts to analyse these situations, and will cover both noncooperative and cooperative games. The latter will include the examination of issues in communitarian economics (such as the economics of organisations like the WTO, the IMF, World Bank, and other NGOs). Students will participate in simple game-playing exercises designed to reinforce and further their understanding of the concepts.

ECON334 Global Economics 6cp*Not on offer in 2004.***Pre-requisites:** ECON101 and ECON111.

Subject Description: This subject introduces students to major contemporary global economic issues such as global economic growth and percapita income: the external debt crisis: integrated international capital-markets; European monetary unification and its potential; free-trade negotiations and the formation of free-trade zones; the transition of centrally planned economies to market economies; and the economic implications of global environmental and resource degradation and the need for international co-ordination and co-operation.

ECON341 Special Topics in Economics-A 8cp**Autumn/Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: Topics for this subject may be drawn from any area of economics which the Head of School considers to be suitable preparation for an undergraduate degree and appropriate to the special interests of students.

ECON342 Special Topics in Economics-B 8cp**Autumn/Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: Topics for this subject may be drawn from any area of economics which the Head of School considers to be suitable preparation for an undergraduate degree and appropriate to the special interests of students.

ECON421 Honours Economics 48cp**Annual** Wollongong On Campus

Subject Description: The coursework comprises: advanced macroeconomic theory; advanced micro-economic theory; and the history of economic thought and methodology. The thesis must be a piece of original research and is evaluated by internal and external examiners.

ECON423 Honours Econometrics 48cp**Annual** Wollongong On Campus**Pre-requisites:** ECON221 ECON327

Subject Description: The course work comprises: advanced macroeconomic theory; advanced micro-economic theory; methodology; and econometric theory. The thesis must be a piece of original research on theoretical or applied econometrics and is evaluated by internal and external examiners.

ECON451 Joint Honours Economics 24cp**Annual** Wollongong On Campus**Pre-requisites:** ECON221 ECON327

Subject Description: The course work consists of components chosen by the Head of the Discipline of Economics from those required of students enrolled in ECON421 Honours Economics, to the value of 24 credit points. The other 24 credit points in another discipline must be in 400-level subjects approved by the relevant Head.

FIN 221 Business Finance I 6cp**Autumn** Wollongong On Campus**Autumn** Shoalhaven On Campus**Autumn** Bega On Campus**Autumn** Batemans Bay On Campus**Autumn** Moss Vale On Campus**Summer 2004/05** Wollongong On Campus**Contact Hours:** Normally 2 hour Lecture, 1 hour Tutorial 1 hour Workshop per week.**Pre-requisites:** ACCY101, ACCY190, or ACCY100 and ACCY102**Exclusions:** Not to count with ACCY221 and ACCY241 or FIN241**Assessment:** See Subject Outline

Subject Description: An introduction to financial markets and corporate valuation, and a critical examination of the theory and practice of corporate financial management, including the capital structure decision, the capital acquisition/disbursement decision, and the investment decision.

FIN 223 Investments I 6cp**Spring** Wollongong On Campus**Contact Hours:** 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ACCY221 or FIN221**Exclusions:** Not to count with ACCY223**Assessment:** See Subject Outline

Subject Description: An introduction to modern portfolio theory and capital asset pricing. The first part of the course develops asset pricing and investment market behaviour models. It then examines the relevant empirical tests and

Subject Descriptions

applies the models to the problem of measuring risk, market efficiency and portfolio performance; followed by a study of investment management in the social and economic contexts. This part emphasises the role of capital asset markets, interest rates and bonds in financial management.

FIN 226 Financial Institutions 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221 and ECON111

Exclusions: Not to count with ACCY226

Assessment: See Subject Outline

Subject Description: This subject covers the history and development of financial institutions and their current role in national and global financial markets. A distinction is made between financial intermediaries and financial agents. The subject is presented with an Australian/Asian focus. It emphasises an analysis of the interaction between financial institutions within the two regions.

FIN 227 Finance in Small Business 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY227

Assessment: See Subject Outline

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

FIN 241 International Financial Management 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY101, ACCY190, or ACCY100 & ACCY102

Exclusions: This subject is not to be attempted in parallel with ACCY221/FIN221 Business Finance I. Not to count with ACCY241

Assessment: See Subject Outline

Subject Description: International Financial Management is designed to give students an appreciation of and expertise in the use of financial tools in an international context. The subject will cover the techniques of finance and will then relate them to international financial institutions and practices. Throughout the course students will learn to evaluate risk and expected return from international investment markets.

FIN 251 Introduction to Financial Planning 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY100 & ACCY102

Assessment: See Subject Outline

Subject Description: This subject introduces students to the role of the financial planner. The material covered includes an

overview of the financial products available to clients, methods to assess client needs and risk profiles. Financial planning in Australia is subject to particular codes of conduct. These industry standards and the regulatory environment that governs the operation of such advisory services are also presented.

FIN 320 Risk and Insurance 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Prerequisites: FIN221 or ACCY221

Assessment: See Subject Outline

Subject Description: The subject deals with the concepts and technical analysis of risk, risk attitudes and insurance. The content covers protection against portfolio, financial and corporate risk that are part of various types of investment decisions. The analysis covers risk insurance in relation to share portfolio protection, hedging against currency exchange rate movements and loan interest movements.

FIN 322 Business Finance II 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY322

Assessment: See Subject Outline

Subject Description: Advanced aspects of financial management of corporate resource allocations with an emphasis on issues in financial planning and strategy. Topics will include the impact of increasing complexity in the business environment upon financial decisions, the development and use of financial planning models, the costs and benefits of mergers/takeovers and aspects of international financial management.

FIN 323 Investments II 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY223 or FIN223

Exclusions: Not to count with ACCY323

Assessment: See Subject Outline

Subject Description: This subject is at an advanced level. Students are presumed to have successfully completed ACCY221/FIN221 Business Finance I and ACCY223/FIN223 Investments I and to be knowledgeable in the material covered in those subjects. Building upon that base, advanced issues in modern investment management, portfolio theory, capital and derivative markets are discussed from a global perspective.

FIN 324 Financial Statement Analysis 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY324

Assessment: See Subject Outline

Subject Description: This subject develops knowledge and skills in the principles and techniques of analysis of accounting information contained in financial statements. The

emphasis is on practical application of these skills at an advanced level. Students will undertake a major project which will utilise and extend the skills and knowledge gained during the course. The subject will involve an exploration of the many and varied sources of information used in developing financial analyses of firms (companies and other entities).

FIN 325 Banking Practice 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY325 and ACCY201

Assessment: See Subject Outline

Subject Description: Banking Practice is a comprehensive subject in banking that integrates with both the finance and accounting specialisations. It combines information on management practices and operations of banks. The subject involves in depth discussions and analysis of banking practices within the Australian and international framework.

FIN 328 Retirement and Estate Planning 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221/FIN221 & FIN251

Exclusions: Not to count with ACCY328

Subject Description: The subject will provide an overview of the procedures and theory of retirement and estate planning. It will discuss the goals and objectives of retirement planning with a view to maximisation of the benefits accruing to the retiree. The subject will also provide a comprehensive overview of superannuation and the implications of superannuation strategies.

FIN 329 Real Estate Planning 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221/FIN221 & FIN251

Exclusions: Not to count with ACCY329

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

FIN 351 International Business Finance 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY351

Assessment: See Subject Outline

Subject Description: This subject analyses financial markets in the international sphere, concentrating on the Australian/Asian regions. The subject explores the concepts and relationships linking international financial markets within

the region and the operation of Australian firms in those markets. An introduction to international finance markets theory covers such issues as de-regulation of Australian banking and the Eurofinance market, the pricing of foreign exchange, the international financing decision, foreign exchange and interest rate risk management.

FIN 352 Critical Perspectives in Finance 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221 and 12 additional cp from Schedule C-9

Exclusions: Not to count with ACCY352

Assessment: See Subject Outline

Subject Description: This subject approaches finance unconstrained by the strict neo-classical economic assumptions. It examines the behavioural, social, critical, historical and philosophical aspects of finance. It approaches real world problems of finance in practice and theory. An interdisciplinary approach is adopted, drawing on concepts and work in those disciplines which directly bear on the behavioural and social environments.

FIN 353 Global Electronic Finance 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY353

Assessment: See Subject Outline

Subject Description: This subject will provide a hands-on practical training and development of some of the theoretical and professional issues of Internet based technologies that enable and support global electronic finance. The focus will be on the application of leading edge Internet-based (client server) technologies in the design and implementation processes of Electronic Trading applications. Some of the leading implementations of Electronic Trading Systems, such as: the Australian Stock Exchange (ASX) and the New York Stock Exchange (NYSE) will be examined. The legal, control and security aspects of global electronic finance will be examined as well.

FIN 359 Selected Issues in Finance 6cp

Not on offer in 2004.

Pre-requisites: ACCY221 or FIN221

Exclusions: Not to count with ACCY359

Subject Description: The subject will examine selected topics in the areas of finance and/or investments. Subjects examined will be topical issues and problem areas in the disciplines and will change from year to year.

FIN 422 Investment Analysis 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY422

Assessment: See Subject Outline

Subject Description: An in-depth study of capital investment decision analysis. The theoretical bases of net present value

Subject Descriptions

and internal rate of return selection criteria. The application of investment selection criteria under diverse conditions such as capital rationing, mutually exclusive choice situations, buy/lease decisions, fluctuating rates of output and inflation. The incorporation of risk into capital investment decision analysis, including the application of capital asset pricing models to investment evaluation.

FIN 423 Investment Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY423

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 424 Corporate Financial Information Analysis 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY424

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 425 Banking Theory and Practice 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week..

Exclusions: Not to count with ACCY425

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

FIN 426 Studies in Business Finance 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY426

Assessment: See Subject Outline

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

FIN 427 Small Business Finance 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY427

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 428 Multinational Financial Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY428

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 487 Special Topic in Finance 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Seminar per week.

Exclusions: Not to count with ACCY487

Subject Description: This subject 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 491 Honours Finance 48cp

Annual/Spring Wollongong On Campus

2004/Autumn 05

Exclusions: Not to count with ACCY491

Subject Description: The subject is designed around coursework and a research essay. There will be a core of coursework comprising accounting and finance theory, research methods and investment analysis. A Major research essay will report the results of a research study undertaken by candidates under supervision. In addition there will be some elective coursework study in a program approved by the subject co-ordinator or Head of Discipline.

FIN 492 Joint Honours Finance 24cp

Annual Wollongong On Campus

Subject Description: This subject will enable the School of Accounting and Finance to offer joint honours with other disciplines within the Faculty and wider university. This should appeal to those students who wish to combine aspects of 2 different disciplines when undertaking an honours program

and will help to strengthen strategic links between the School and other discipline areas within the university.

MARK101 Marketing Principles 6cp

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Exclusions: Not to count with MARK213, MARK293 or MGMT213

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

MARK213 Marketing Principles 6cp

Spring/Autumn	Wollongong	On Campus
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Exclusions: Not to count with MARK101

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: The subject examines marketing's role in the economy and the nature of marketing systems. After considering the role of the marketing function in the organisation, the marketing decision process is examined. The identification of market opportunities, the selection of target markets from market segmentation, and buyer behaviour is covered. Marketing mix decisions are dealt with in the context of the marketing program.

MARK217 Consumer Behaviour 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Autumn	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: Consumer Behaviour involves gaining a greater understanding of the consumers as individuals by studying perception, learning and memory, motivation and values, personality, lifestyles, attitudes and attitude change. Additionally the content of this subject focuses upon consumers as decision makers, involving an examination of the entire purchase process. Other areas of interest include household and organisational decision making, and the influence of culture on consumption.

MARK239 Information For Marketing Decisions 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON121 - may be waived for non-Commerce students

Exclusions: Not to count with ECON231

Subject Description: Four main topic areas will be covered: 1. Working with marketing-related information, i.e. data either resulting from marketing and sales activities or which can be obtained from other sources such as the World Wide Web; 2. The use of research to facilitate decision-making (an introduction to the market research process and methods); 3. The analysis of different types of quantitative marketing data (market analysis, forecasting, and introductory statistical analysis); 4. The use of computer programs to manage and analyze marketing information (i.e. databases, spreadsheets, and statistics packages).

MARK240 Marketing and Consumer Behaviour 6cp in East and South East Asia

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: Perhaps the most spectacular development and growth recently in international business is the shift in the world economy's focus to East and South-East Asia (ESEA). Given the importance of international marketing within this geographical region, the purpose of this subject is to present various concepts and tools for analysing marketing and consumer behaviour strategies in ESEA. Specifically, the focus of this subject will be on various ESEA countries or strategic locations, considering eight influencing factors on marketing and consumer behaviour: geographical forces; infrastructure development; the political system; the economic system; the social/cultural system; the education system; consumption patterns; and, the macro marketing mix.

MARK270 Services Marketing 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	Flexible
Autumn	Bega	Flexible
Autumn	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: This course is designed to provide an in-depth analysis of the problems facing services marketing managers. Through lectures, class discussion, readings and case analysis, students should develop insights concerning the unique characteristics of marketing in the services sector. Each week students will be required to present their solutions to the questions handed out at the end of the previous lecture. These questions will be based on readings from the required text and articles from leading services marketing journals.

MARK301 Marketing on the Internet 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

Subject Description: This subject deals with the use of the internet to improve and/or extend marketing operations in organisations. It covers a basic foundation of internet technology with consumer behaviour, network values and a review of applications of the internet to market strategy and tactics. The potential of the internet to add value to achieve competitive advantage is a key focal point.

MARK317 Business to Business Marketing 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

Subject Description: Business-to-business (B2B) marketing has emerged as a separate area of study in the broader field of marketing because of its significant differences from consumer marketing. These differences have led to the need for specialised knowledge of the operation. This subject is designed to familiarise students with the critical issues surrounding business markets in the contemporary business world. Topics include: organisational buying behaviours, strategies, global business markets, segmenting, targeting and positioning.

MARK319 Applied Marketing Research 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101 and MARK239) or (MARK213 and MARK239) or (MARK293 and MARK239)

Subject Description: This subject will focus on the practice of marketing research as it is applied within organizations, such as market research companies, and will build on the material introduced in MARK 239. The emphasis will be on research which is designed and conducted specifically to meet the information needs of clients. It will cover the market research process from initial client consultation through to the reporting of research findings. The topics covered will include: an introduction to research methodology, the design of research studies to meet client needs, the use of secondary data sources, qualitative research methods (i.e. focus groups, in-depth interviewing, and projective techniques), experiments and market testing, the design and management of surveys (including practical sampling and questionnaire design), and the analysis of survey data.

MARK333 Advertising and Promotions Strategy 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

Subject Description: Advertising & promotions are often the most visible aspects of a company's marketing efforts, be they television advertisements, radio spots, magazine ads, or sales promotions. This subject aims to develop your appreciation of the role that integrated marketing communications plays in an ever increasingly competitive marketplace. By examining the goals, approaches to and the costs incurred by the use of the various communication forms that companies employ, it is expected that students will be

able to develop an integrated communications campaign and also be able to critically evaluate them. A key part of this course will be the development of a promotional plan allowing students a hands on opportunity at media planning and an opportunity to create advertisements of ones own.

MARK343 International Marketing 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

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

MARK344 Marketing Strategy 6cp

Spring Wollongong On Campus

Spring Shoalhaven On Campus

Spring Batemans Bay Flexible

Spring Bega Flexible

Spring Moss Vale On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101 plus 3 Marketing subjects from the Commerce C-8 schedule) or (MARK213 plus 3 Marketing subjects from the Commerce C-8 schedule) or (MARK293 plus 3 Marketing subjects from the Commerce C-8 schedule)

Subject Description: This is the 'capstone' unit in the marketing major. As such it is designed to integrate skills and knowledge in a number of other business disciplines. It will draw heavily on the areas of not only marketing theory and market research methods but also economics, finance, managerial accounting and management theory. It is designed to develop analytical skills and diagnostic ability for the proposal, implementation and control of alternative marketing strategies and plans.

MARK356 New Product Marketing 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

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

MARK359 Sales Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

Subject Description: The subject covers key areas of sales management including: relationship to wider context of marketing practice, conceptual and behavioural issues, organisational context, motivation, selection & training, motivation, compensation and incentives, approaches to evaluation and control.

MARK393 Special Topic in Marketing 6cp

Spring/Autumn Wollongong On Campus

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: Selected issues in marketing. Enrolment is subject to approval by the Head of the School

MARK394 Special Topic in Marketing B 6cp

Spring/Autumn Wollongong On Campus

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: A selected issue in Marketing, involving an individual case analysis or business project. Enrolment is subject to the approval of the Head of School. The subject is taken only under special circumstances as a substitute for an approved subject under the Marketing major or double major schedule.

MARK395 Tourism Marketing 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MARK101

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

MARK397 Retail Marketing Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: (MARK101) or (MARK213) or (MARK293)

Subject Description: Retail Marketing Management will include a background to retailing, the scope of retailing, retailing strategies, merchandise and store management. Additionally topics such as location, non-store retailing, human resource management, logistics, promotion, pricing, customer service and store layout are also studied. Particular emphasis will be placed on case analysis in order to bring as much of the 'real world' as possible into the classroom.

MARK428 Honours Research Project 24cp

Annual/Spring Wollongong On Campus

Pre-requisites: Normally a minimum of 50% of 200-300 level specialisation subjects achieved to credit level or higher plus no subject failures.

Subject Description: A research topic undertaken by BCom(Hons) students, requiring the candidate to undertake a

substantial piece of research in a theoretical and/or practical applicational area of marketing. The topic must be approved by the Head of the School.

MARK430 Advanced Topics in Marketing 24cp (Honours)

Spring Wollongong On Campus

Annual Wollongong On Campus

Pre-requisites: Normally a minimum of 50% of 200-300 level major subjects achieved at credit level or higher plus no subject failures

Subject Description: A course of study prescribed by the Head of School, consisting of 4x300/900-level subjects which reflect the student's area of research. This subject is available to BCom(Hons) students.

MARK450 Joint Honours in Marketing 48cp

Annual Wollongong On Campus

Pre-requisites: Bachelor degree with a major or joint major in Marketing, and approval of the Head of School, Management, Marketing and Employment Relations. Normally students will have achieved a credit level or higher in at least 50% of their 200/300 level specialisation subjects.

Subject Description: The Marketing component of the subject will consist of coursework and a research thesis in a particular area of Marketing, such as Marketing Strategy, Consumer Behaviour, Services Marketing, International Marketing, New Product Marketing, Electronic Commerce, Business to Business Marketing, Marketing Research, Retail or Sales Management. The other component to be determined by the relevant discipline within the Commerce Faculty.

MGMT102 Business Communications 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

MGMT110 Introduction to Management and Employment Relations 6cp

Autumn/Spring Wollongong On Campus

Autumn Batemans Bay On Campus

Autumn Shoalhaven On Campus

Autumn Bega On Campus

Autumn Moss Vale On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: The subject examines a range of topics relevant to managers including: teams, leadership, decision making, motivation, strategy, business ethics and

Subject Descriptions

interorganisational relations (eg networks and strategic alliances). A number of themes are addressed throughout the subject such as diversity (gender and cross-cultural influences), power and control, and organisational learning. Organisational learning is seen as one of the key challenges facing managers in the next millennium.

MGMT142 Industrial Relations A 6cp

Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Subject Description: The employment relationship is studied in terms of the influence of social, economic, political and legal environment and the power resources of the actors and others who seek to influence employment. The organisation and policies of the major participants in the system are analysed in both historical and contemporary settings.

MGMT200 Management and Electronic Business 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: Must have completed a minimum of 48 credit points of subjects from the Commerce, Information Technology or Engineering schedules.

Subject Description: This subject identifies key management issues arising from the use of e-commerce in organisations and across organisations and in different industry sectors. It critically examines how e-commerce will impact across areas such as information and knowledge management, decision making, teamwork, communication, including the building of trust based relations across a complex array of organisational contexts. The subject will examine the different types of relationships, both internally and externally to the organisation, emerging from the e-commerce revolution. It will consider the 'new economy thesis' as it relates to e-commerce, and the managerial choices and strategies arising from such developments.

MGMT201 Organisational Behaviour 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT110 or PSYC351

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

MGMT205 Recruitment & Selection 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT206 or MGMT398

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

MGMT206 Managing Human Resources 6cp

Autumn	Wollongong	On Campus
Spring	Shoalhaven	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Moss Vale	On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT110

Exclusions: MGMT398

Subject Description: This subject is an introduction to HR management. The subject is concerned with the concepts, techniques and activities involved in managing the flow of people through work organisations. The subject focuses on facilitating the acquisition and development of staff, positively influencing their job performance, and managing the processes of staff retention and turnover.

MGMT215 Small Business Management 6cp

Autumn	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ACCY101 or ACCY100 & ACCY102

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

MGMT218 Competitive Analysis 6cp

Spring	Wollongong	On Campus
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Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: ECON111

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

MGMT220 Organisational Studies 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** MGMT110 or PSYC351

Subject Description: This subject examines the structural characteristics of organisations in their environments and the different perspectives from which structures and environments can be understood to affect organisations members and organisational performance. Topics include: organisational structure; organisational size and relationships; technology, organisation and control; bureaucracy and professionalism; organisational change and evolution; organisational identity; organisational ethics; language and the organisation.

MGMT240 Industrial Relations B: Wage Determination 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Exclusions:** Not to count with ECON140, MGMT140 or ECON240

Subject Description: This subject examines principles and processes of wage determination. Special emphasis is placed on the development of the Australian arbitration system and contemporary social and economic factors influencing wage determination.

MGMT243 Work and Employment Relations 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Exclusions:** Not to count with ECON243

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

MGMT255 Inventory Management 6 cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** 12 credit points at 100 level – commerce subjects

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

MGMT300 Innovation and Electronic Commerce 6cp

Spring Wollongong On Campus

Exclusions: Not to count with COMM300

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

MGMT301 Managing Across Cultures 6cp

Autumn/Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

MGMT302 Business In Europe 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

MGMT303 Development of Modern Business 6cp**Contact Hours:** Not on offer in 2004**Pre-requisites:** MGMT110 or ECON111

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

MGMT306 Business In Australia 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

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

MGMT308 Introduction to Management For Professionals A 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Restrictions: This subject is not available to Commerce students. Students from other Faculties other than Science require approval of the subject coordinator.

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

MGMT309 Supply Chain Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: 12 credit points at 200 level

Assessment: Individual case study 30%, Group work 20%, Final examination 50%.

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

MGMT310 Introduction to Management For Professionals B 8cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Restrictions: This subject is not available to Commerce Students

Subject Description: Same course content as MGMT308, but with additional coursework, case studies and assignments.

MGMT311 Management of Change 6cp

Spring Wollongong On Campus

Prerequisites: MGMT110 or PSYC351

Subject Description: This subject deals with management of change in organisations. Topics include: sources of change, resistance to change, coping with change, organisational values, cultures and structures, technology and change, leadership and change, models of change, power and politics. Emphasis is place on the application of theory to case study examples.

MGMT314 Strategic Management 6cp

Autumn Wollongong On Campus

Autumn Shoalhaven On Campus

Autumn Batemans Bay On Campus

Autumn Bega On Campus

Autumn Moss Vale On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT110 or PSYC351 plus MARK213 or MARK101 or MGMT218 or MGMT220

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

MGMT316 Operations Management 6cp

Spring Wollongong On Campus

Prerequisites: ECON121 and ECON111

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

MGMT321 Occupational Health and Safety Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT398 or MGMT206 or PSYC351

Subject Description: This subject aims to give students a critical introduction to the broad subject of Occupational Health and Safety Management (OHSM) and to examine in detail some of the specific theoretical and practical issues related to the topic. Under the broad rubric of OHSM, there are a number of competing perspectives, views 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 OH&S.

MGMT322 Training & Development 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** MGMT398 or MGMT206 or PSYC351

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

MGMT328 Transport Logistics Management 6cp

Spring Wollongong On Campus

Prerequisites: 12 credit points at 200 level**Assessment:** Assignment 1 20% Assignment 2 30% Final examination 50%

Subject Description: This student aims to provide a study of management of systems related to the transportation of products and services to the market. Topics will include quality and service to internal and external customers, analysis of locations for procurement, marketing and distribution. Strategic planning of transportation systems within and outside procurement locations with a strong bias towards supply chain management will be the focus of this subject. The role of marketing and IT, and in particular, information flows, will be crucial issues in this rapidly changing area. The trend towards outsourcing of transport logistics management will also be a major discussion topic. Outsourcing is a key strategic consideration that appears to be leading to 'one stop shopping' by the formation of companies who specialise in the core business of transport logistics.

MGMT332 Enterprise and Innovation 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** ACCY101 or ACCY100 & ACCY102 plus MARK213 or MARK101

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

MGMT340 Comparative Studies in Industrial Relations 6cp*Not on offer in 2004***Exclusions:** Not to count with ECON340**MGMT341 International and Comparative Employment Relations 6cp**

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Exclusions:** Not to Count for credit with ECON340 and COMM341

Subject Description: This subject integrates the traditional industrial relations and human resource management approaches, to focus on the 'global shifts' in industry that are transforming employment relations structures and practices in many countries. It reviews the debates linking these with national competitiveness.

MGMT342 Research Topics in Industrial Relations 6cp

Autumn Wollongong On Campus

Subject Description: This subject presents a multi-disciplinary overview of issues arising from the effects of gender on, and within, the workplace and the labour market. It addresses a range of concepts and methods necessary for understanding the position of women and men at work, both as workers and managers.

MGMT348 Employers and Industrial Relations 8cp

Autumn/ Spring Wollongong On Campus

Autumn Shoalhaven On Campus

Autumn Batemans Bay On Campus

Autumn Bega On Campus

Autumn Moss Vale On Campus

Contact Hours: Normally 2 hour Lecture, 1 hour Tutorial per week.**Exclusions:** Not to count with ECON348

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.

MGMT350 Total Quality Management 6cp

Spring Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.**Pre-requisites:** MGMT110 plus ECON121

Subject Description: The aim is to provide an introduction to the principles and tools associated with the management philosophy and technique called "Total Quality Management" (TQM). As a means of promoting critical analysis of this management philosophy, and skill development in the use of this technique, students will perform significant group work within the subject. This form of simulation of actual operational TQM practice, will require the students to apply TQM tools to a real operation, wherein, they will identify, analyse and nominate improvements to the quality systems of an organisation.

MGMT352 Negotiation, Advocacy and Bargaining 8cp

Autumn/Spring Wollongong On Campus

Exclusions: Not to count with ECON352

Subject Description: Introduces students to theories, concepts and techniques for developing and evaluating strategies and tactics for advocacy before industrial tribunals and negotiation at the workplace. Students will be assisted to develop a range of practical skills and familiarity with procedures through case studies and role playing, as well as a conceptual framework in which to analyse the role of different advocacy and negotiating strategies.

MGMT370 Project Management 6cp

Autumn Wollongong On Campus

Prerequisites: MGMT110 plus 6 cp from 200 MGMT subject

Subject Description: An overview of the major elements of project management: conception and planning, scheduling, budgeting, risk management, managing the project team and implementation. Other topics include projects and strategy, dealing with contractors and clients and managing international projects.

MGMT389 International Business Management 6cp

Autumn Wollongong On Campus

Contact Hours: 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT110 AND MARK213 or MARK101 OR MGMT218

Subject Description: This subject deals with the international business environment and the key issues involved in operating in international and global markets. The international and global business environment, entry modes, global strategies, functional strategies and the management and control of international/global operations are covered. On completion of this subject, students should have an understanding of international business and be able to apply key concepts in analysing and developing international business strategies.

MGMT392 Case Study 12cp

Annual Wollongong On Campus

Pre-requisites: MGMT398 & MGMT218

Subject Description: A study of a management problem arising from the experience of an organisation. Enrolment is subject to the approval of the subject coordinator.

MGMT393 Special Topics A 6cp

Autumn/Spring Wollongong On Campus

Pre-requisites: 12 cp from 100/200 level MGMT subjects

Subject Description: Enrolment is subject to the approval of the subject Coordinator. Selected issues in general management and in the various functional areas of management.

MGMT398 Human Resource Management 6cp

Annual Wollongong On Campus

Spring Shoalhaven On Campus

Spring Batemans Bay On Campus

Spring Bega On Campus

Spring Moss Vale On Campus

Contact Hours: Wollongong 2 hour Lecture, 1 hour Tutorial per week.

Pre-requisites: MGMT110

Exclusions: MGMT206

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

MGMT404 Honours International Business 48cp

Annual Wollongong On Campus

Pre-requisites: Normally a credit level average of 200 and 300 level subjects.

Subject Description: This subject comprises coursework, as approved by the Head of School of Management, Marketing, & Employment and a thesis. This thesis must be a piece of original international business research which will be examined by internal and external and external examiners.

MGMT405 Joint Honours in Management 48cp

Annual Wollongong On Campus

Pre-requisites: Normally a credit level average of 200 and 300 level subjects.

Subject Description: This subject comprises coursework, and a thesis in management and another cognate discipline (as approved by the Heads of both the academic units involved). The thesis must be a piece of original research which will be examined by internal and external examiners.

MGMT406 Honours Human Resource Management 48cp

Annual Wollongong On Campus

Pre-requisites: Normally a credit level average of 200 and 300 level subjects.

Subject Description: This subject comprises coursework, as approved by the Course Coordinator in the School of Management, Marketing & Employment Relations and a thesis. This thesis must be a piece of original human resource management which will be examined by internal and external and external examiners.

MGMT407 Joint Honours in Human Resource Management 6cp*Not on offer in 2004***Pre-requisites:** Normally a credit average of 200 and 300 level subjects**Subject Description:** This subject comprises coursework and a thesis in human resource management and another cognate discipline (as approved by the Course Coordinator of both the academic units/disciplines involved). The thesis must be a piece of original research, which will be examined by internal and external examiners.**MGMT422 Honours Industrial Relations 48cp****Annual/Spring** Wollongong On Campus**Subject Description:** The subject comprises coursework, as prescribed by the Head of the School of Management, Marketing and Employment Relations, and thesis. The thesis must be a piece of original research and is evaluated by internal and external examiners.**MGMT428 Honours Research Project 24cp****Annual** Wollongong On Campus**Pre-requisites:** As for MGMT429**Subject Description:** A research topic agreed with by the Head of the School in any field of management study.**MGMT429 Advanced Topics in Management (Honours) 24cp****Annual/Spring** Wollongong On Campus**Pre-requisites:** Normally a minimum of 50% of 200/300 level subjects in a major, achieved at credit level or higher plus no subject failures**Subject Description:** A course of study prescribed by the Head of School for honours students in one or more of the following areas: Strategy, HRM (including International HRM), Organisation, Enterprise Development, Operations Management and International Business Operations.**MGMT450 Honours Employment Relations 48cp****Annual** Wollongong On Campus**Pre-requisites:** Normally a credit level average of 200- and 300-level subjects**Subject Description:** This subject comprises course work, as approved by the Head of the School and a thesis. The thesis must be a piece of original employment relations research which will be evaluated by internal and external examiners.**MGMT452 Joint Honours in Industrial Relations 24cp****Annual** Wollongong On Campus**Subject Description:** The course work consists of components chosen by the Head of School of Management, Marketing and Employment Relations from those required of students in MGMT422 Industrial Relations. The other 24 credit points in another discipline must be in 400-level subjects approved by the relevant Head of School. The thesis must be a piece of original research and is evaluated by internal and external examiners.