

# Faculty of Commerce

## Member Units

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

## Degrees Offered

### Single Degrees

Bachelor of Business Administration  
 Dean's Scholars - Bachelor of Business Administration  
 Bachelor of Business Administration (Hospitality)  
 Bachelor of Commerce  
 Dean's Scholars - Bachelor of Commerce  
 Bachelor of Commerce (Honours)  
 Bachelor of Mathematics and Finance  
 Bachelor of Mathematics and Economics

### Double Degrees

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

For tuition fee information please see the following:

Domestic - <http://www.uow.edu.au/student/finances/studentcontributions.html>  
 International - <http://www.uow.edu.au/prospective/international/fees/>

This publication contains information which is current at December 2004. The University takes all due care to ensure the accuracy and currency of this information, but reserves the right to vary any information contained in this publication without notice. In particular, subject availability may change after the publication of the Handbook. For up-to-date subject information, students are advised to consult the online subject descriptions prior to enrolment, available at [www.uow.edu.au/handbook/](http://www.uow.edu.au/handbook/).

## Bachelor of Business Administration

|  |   |
|--|---|
| Testamur Title of Degree:                | Bachelor of Business Administration   |
| Abbreviation:                            | BBA   |
| Home Faculty:                            | Commerce  |
| Duration:                                | 3 years or part-time equivalent   |
| Total Credit Points:                     | 144   |
| Delivery Mode:                           | Face to Face  |
| Starting Session(s):                     | Autumn/Spring   |
| Location/ UOW Course code /and UAC Code: | Wollongong/ 783/ 753602<br>Shoalhaven/ SH783/ 753603<br>Batemans Bay/ BB783/ 753604<br>Bega/ BE783/ 753605<br>Moss Vale/ MV783/ 753606<br>Loftus/ LO783/ 753607 |
| CRICOS Code:                             | 039557G   |

## Overview

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

## Entry Requirements / Assumed Knowledge

Assumed Knowledge: Any two units of English. Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2004 for the Wollongong campus was UAI 81.

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

## Advanced Standing

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

## Course Requirements

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

## Course Program

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

### Plus one of each of the following pairs of subjects

(Note that in some locations only one subject from each pair may be offered).

|         |  |        |   |
|---------|--|--------|---|
| BUSS211 | Requirements Determinations and Systems Analysis | Autumn | 6 |
| ECON230 | Quantitative Analysis for Decision Making        | Spring | 6 |
| FIN226  | Financial Institutions                           | Spring | 6 |
| FIN227  | Finance in Small Business                        | Spring | 6 |
| MGMT201 | Organisational Behaviour                         | Autumn | 6 |
| MGMT206 | Managing Human Resources                         | Spring | 6 |

|         |                                    |         |   |
|---------|------------------------------------|---------|---|
| BUSS308 | Computer Systems Management        | Spring  | 6 |
| ECON309 | Environmental Economics            | Autumn  | 6 |
| MGMT348 | Employers and Industrial Relations | NA 2005 |   |
| MGMT389 | International Business Management  | Autumn  | 6 |

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

## Dean's Scholars - Bachelor of Business Administration

|                           |   |
|---------------------------|---|
| Testamur Title of Degree: | Dean's Scholars - Bachelor of Business Administration         |
| Abbreviation:             | BBADS   |
| Home Faculty:             | Commerce  |
| Duration:                 | 3 years or part-time equivalent                               |
| Total Credit Points:      | 144   |
| Delivery Mode:            | Day/evening   |
| Starting Session(s):      | Autumn/Spring   |
| Location:                 | Wollongong, Shoalhaven, Batemans Bay, Bega, Moss Vale, Loftus |
| UOW Course Code:          | 783A  |
| UAC Code:                 | 753920 Wollongong   |
| CRICOS Code:              | 042546G   |

### Overview

This degree provides an enriched educational experience for high achieving students that will encourage them to continue their studies through to the completion of honours and research degrees. This course is available to a limited number of candidates. Dean's Scholars receive one to one academic mentoring and have special opportunities to attend workshops and seminars. The degree includes the awarding of a book allowance and access to work experience.

### Entry Requirements

Entry will be by application form and interview for candidates with a minimum UAI of 93 or equivalent. Current Commerce students can apply for a course transfer to this program after completion of a minimum of 48 credit points at the University of Wollongong.

### Course Requirements

Candidates for this degree will be required to maintain a Weighted Average Mark (WAM) of at least 75 each year to continue in the program.

### Course Program

Dean's Scholars will complete all requirements as listed for the Bachelor of Business Administration degree and may be permitted to take accelerated programs after their first session.

### Other Information

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

## Bachelor of Business Administration (Hospitality)

|  |  |
|--|--|
| Testamur Title of Degree:                | Bachelor of Business Administration (Hospitality)                                |
| Abbreviation:                            | BBA (Hosp)   |
| Home Faculty:                            | Commerce   |
| Duration:                                | 3 years or part-time equivalent  |
| Total Credit Points:                     | 144  |
| Delivery Mode:                           | Day/evening  |
| Starting Session(s):                     | Autumn/Spring  |
| Location/ UOW Course code /and UAC Code: | Wollongong/ 783H/ 753910<br>Shoalhaven/ SH783H/ 753911<br>Loftus/ LO783H/ 753912 |
| CRICOS Code:                             | 042546G  |

### Overview

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

### Entry Requirements / Assumed Knowledge

## Course Information

Students need to be 18 years of age by 1 April in their first year of TAFE enrolment. Assumed knowledge is any two units of English. Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2004 was UAI 81.

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

## Advanced Standing

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

## Course Requirements

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

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

## Course Program

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

### Plus one of each of the following pairs of subjects

(Note that in some locations only one subject from each pair may be offered.)

|         |  |         |   |
|---------|--|---------|---|
| BUSS211 | Requirements Determinations and Systems Analysis | Autumn  | 6 |
| ECON230 | Quantitative Analysis for Decision Making        | Spring  | 6 |
| FIN226  | Financial Institutions                           | Spring  | 6 |
| FIN227  | Finance in Small Business                        | Spring  | 6 |
| BUSS308 | Computer Systems Management                      | Spring  | 6 |
| ECON309 | Environmental Economics                          | Autumn  | 6 |
| MGMT348 | Employers and Industrial Relations               | NA 2005 |   |
| MGMT389 | International Business Management                | Autumn  | 6 |

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

## Other Information

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

## Bachelor of Commerce

|   |  |
|---|--|
| Testamur Title of Degree:               | Bachelor of Commerce   |
| Abbreviation:                           | BCom   |
| Home Faculty:                           | Commerce   |
| Duration:                               | 3 years or part-time equivalent  |
| Total Credit Points:                    | 144  |
| Delivery Mode:                          | Face-to-face   |
| Starting Session(s):                    | Autumn/Spring  |
| Location/ UOW Course Code/and UAC Code: | Wollongong/ 710/ 753602<br>Shoalhaven/ SH710/ 753603<br>Bateman's Bay/ BB710/ 753604<br>Bega/ BE710/ 753605<br>Moss Vale/ MV710/753606 |
| CRICOS Code:                            | 027464A  |

## Overview

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

## Entry Requirements / Assumed Knowledge

Assumed Knowledge - any two units of English.

Entry is open to students who have gained a UAI or equivalent at a level determined by UOW for this calendar year. Entry for 2004 was UAI 81. Applications are also accepted from students who have successfully completed a recognised TAFE qualification or course of study from an accredited institution.

## Advanced Standing

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

## Course Requirements

- (1) To qualify for award of the degree of Bachelor of Commerce a candidate shall accrue an aggregate of at least 144 credit points, including a major study, by satisfactory completion of subjects listed in the General Schedule.
- (2) Students must complete and pass all core subjects plus one of the approved BCom degree majors, double majors or a major and a minor and elective subjects.
- (3) A maximum of 72 credit points of 100-level subjects can be undertaken as part of the Bachelor of Commerce Degree.
- (4) Students should note that a Pass Conceded, Pass Terminating or Pass Restricted grade at 300-level in any required subject for the selected major area does not satisfy degree requirements. A student wishing to graduate with a double major must obtain clear passes in both majors at 300-level to satisfy requirements.
- (5) Each major in the BCom requires 48 credit points and each minor requires 24 credit points as specified in the relevant schedules. The following rules apply:
  - a. Students must complete at least one major but may complete two if they wish. A single subject may count towards two different majors. However, such double counting can apply to only one, 6 credit point subject. Thus completing a second major will require completion of an additional 42 to 48 specified credit points. Where two or more subjects are common to two majors, the relevant Head of School will designate a replacement subject(s).
  - b. Students may complete one or two of the designated minors but the completion of a minor is not a degree requirement. A minor cannot be completed in the same discipline as the major, for example an Accountancy Major with an Accountancy Minor. A single subject may not count towards a major and minor or towards two minors; double counting is not permitted when completing a minor. Thus completing each minor will require an additional 24 specified credit points. Where one (or more) subject(s) is common to a major and a minor or to two different minors, the relevant Head of School will designate a replacement subject(s).

## Commerce Core

| Code    | Subject                                      | Session       | Credit |
|---------|--|---------------|--------|
| ACCY100 | Accounting IA                                | Autumn/Spring | 6      |
| ACCY102 | Accounting IB                                | Spring        | 6      |
| BUSS110 | Introduction to Business Information Systems | Autumn/Spring | 6      |
| COMM121 | Quantitative Methods I                       | Autumn/Spring | 6      |
| ECON101 | Macroeconomic Essentials for Business        | Autumn/Spring | 6      |
| ECON111 | Introductory Microeconomics                  | Autumn/Spring | 6      |

## Course Information

|         |   |               |   |
|---------|---|---------------|---|
| MARK101 | Marketing Principles                              | Autumn/Spring | 6 |
| MGMT110 | Introduction to Management & Employment Relations | Autumn/Spring | 6 |

Plus at least one Integrating subject selected from:

| Code    | Subject                                    | Session       | Credit |
|---------|--|---------------|--------|
| COMM303 | Development of Modern Business             | Spring 2005   | 6      |
| COMM351 | Business Ethics and Governance             | Spring 2005   | 6      |
| COMM327 | Business Innovation, Technology and Policy | Autumn/Spring | 6      |
| COMM328 | Contemporary Issues in Commerce            | NA 2005       | 6      |

Total Credit Points in Core = 54

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

### Major Study Areas:

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

### Accountancy

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

### Professional Recognition

On completion of a Bachelor of Commerce (Accountancy) degree you will have gained the necessary skills and qualifications to work as an accountant. Careful selection of subjects will ensure you can join one of the major professional accounting bodies.

The accounting bodies have student associations which you can join while you are studying at the University of Wollongong.

The Australian professional organisations are:

- CPA Australia
- The Institute of Chartered Accountants in Australia

### Subjects required for major study

| Code    | Subject                         | Session | Credit |
|---------|---------------------------------|---------|--------|
| ACCY200 | Financial Accounting IIA        | Autumn  | 6      |
| ACCY201 | Financial Accounting IIB        | Spring  | 6      |
| ACCY211 | Management Accounting II        | Autumn  | 6      |
| FIN221  | Business Finance I              | Autumn  | 6      |
| ACCY302 | Financial Accounting III        | Autumn  | 12     |
| ACCY312 | Management Accounting III       | Spring  | 6      |
| ACCY342 | Auditing and Assurance Services | Spring  | 6      |

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

### Applied Finance (Planning)

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

### Professional Recognition

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

### Subjects required for major study

| Code    | Subject                            | Session | Credit |
|---------|------------------------------------|---------|--------|
| ACCY228 | Tax Planning                       | Spring  | 6      |
| FIN221  | Business Finance I                 | Autumn  | 6      |
| FIN251  | Introduction to Financial Planning | Autumn  | 6      |
| FIN320  | Risk and Insurance                 | Spring  | 6      |
| FIN328  | Retirement and Estate Planning     | Spring  | 6      |
| FIN329  | Real Estate Planning               | Autumn  | 6      |
| FIN324  | Financial Statement Analysis       | Autumn  | 6      |
| MGMT215 | Small Business Management          | Autumn  | 6      |

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

### Other Information

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

### Business Information Systems

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

### Professional Recognition

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

### Subjects required for major study

| Code   | Subject   | Session | Credit |
|--|---|---------|--------|
| BUSS111  | Business Programming I                          | Spring  | 6      |
| BUSS212  | Database Management Systems                     | Spring  | 6      |
| BUSS311  | Advanced Database Management Systems            | Autumn  | 6      |
| BUSS318  | Information Systems Project                     | Spring  | 6      |
| <b>Plus 24 credit points selected from either Systems Analysis and Design Strand</b> |   |         |        |
| BUSS211  | Requirements Determination and Systems Analysis | Autumn  | 6      |
| BUSS218  | Systems Design and Architecture                 | Spring  | 6      |
| BUSS308  | Computer Systems Management                     | Spring  | 6      |
| BUSS316  | Information Systems Prototyping                 | Autumn  | 6      |
| <b>Or Information Systems Development Strand</b>                                     |   |         |        |
| BUSS214  | Business Programming II                         | Autumn  | 6      |
| BUSS215  | Business Programming III                        | Spring  | 6      |
| BUSS312  | Distributed Information Systems                 | Autumn  | 6      |
| BUSS317  | Business Programming IV                         | Spring  | 6      |

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

### Business Law

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

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

### Subjects required for major study

| Code  | Subject                            | Session | Credit |
|---|------------------------------------|---------|--------|
| LAW100                                      | Law in Society                     | Autumn  | 6      |
| LAW210                                      | Contract Law                       | Spring  | 6      |
| <b>Plus 36 credit points selected from:</b> |                                    |         |        |
| LAW302                                      | Law of Business Organisations      | Autumn  | 6      |
| LAW315                                      | Taxation Law                       | Spring  | 6      |
| LAW316                                      | Occupational Health and Safety Law | Autumn  | 6      |
| LAW317                                      | E-Commerce Law                     | Spring  | 6      |

## Course Information

|        |   |        |   |
|--------|---|--------|---|
| LAW321 | Banking Law   | Spring | 6 |
| LAW330 | Law of Employment   | Autumn | 6 |
| LAW331 | Intellectual Property Law                                 | Autumn | 6 |
| LAW332 | Labour Relations Law                                      | Spring | 6 |
| LAW335 | Anti-Discrimination Law                                   | Spring | 6 |
| LAW348 | Media Law*  |        |   |
| LAW352 | Advanced Taxation Law*                                    |        |   |
| LAW360 | Foreign Investment Law in the People's Republic of China* |        |   |

\* Not on offer in 2005

## Economics

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

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

### Subjects required for major study

| Code      | Subjects  | Session       | Credit |
|-----------|---|---------------|--------|
| ECON205   | Macroeconomic Theory and Policy                             | Autumn/Spring | 6      |
| ECON215   | Microeconomic Theory and Policy                             | Autumn/Spring | 6      |
| ECON222   | Quantitative Methods II                                     | Autumn/Spring | 6      |
| ECON305   | Economic Policy   | Spring        | 6      |
| ECON316   | History of Economic Thought                                 | Autumn        | 6      |
| <b>Or</b> |   |               |        |
| ECON304   | The Historical Foundations of the Modern Australian Economy | Autumn        | 6      |

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

## Finance

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

### Preparatory Studies

Accounting, Economics, Mathematics and Statistics are all important foundations for understanding the theory and applications of finance principles. However, behavioural studies are also important for an understanding of applied finance issues and decision-making.

### Subjects required for major study

| Code    | Subjects                     | Session | Credit |
|---------|------------------------------|---------|--------|
| ACCY200 | Financial Accounting IIA     | Autumn  | 6      |
| FIN221  | Business Finance I           | Autumn  | 6      |
| FIN223  | Investments I                | Spring  | 6      |
| FIN322  | Business Finance II          | Spring  | 6      |
| FIN323  | Investments II               | Autumn  | 6      |
| FIN324  | Financial Statement Analysis | Autumn  | 6      |

Plus at least one of the following:

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

Plus at least one of the following:

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

## Human Resource Management

Increasingly, business firms and the public sector recognise that a major source of sustainable success is found in capable

and productive human resources. The human resource management (HRM) major focuses on the people side of organisations. It is relevant to students wishing to pursue a professional career in HRM as well as to those students who see people management as a necessary part of their future skills portfolio.

The major provides students with an understanding of human resource management theories, concepts and applications. This includes detailed study of theory and practices in key functional areas of HRM, including job analysis, recruitment and selection, training and development, change management and occupational health and safety management.

### Professional Recognition

The HRM major has accreditation from the Australian Human Resources Institute. Students are eligible for membership of the Institute.

### Subjects required for major study

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

### International Business

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

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

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

### Subjects required for major study

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

### Logistics

Logistics is the concept of moving and handling goods and materials, from the beginning of production to the end of the sales process. It involves the management of activities including transport, storage, packaging, procurement, and inventory management.

The Logistics major combines many subject areas to develop a theoretical and practical understanding of the complexities of the activities of logistics. This major develops skills in strategic management, inventory planning, supply chain integration, transportation, distribution and warehousing.

Emphasis is placed on the ability to analyse budget aspects and the resources of logistics.

### Subjects required for major study

| Code    | Subjects                                  | Session | Credit |
|---------|---|---------|--------|
| ECON230 | Quantitative Analysis for Decision Making | Spring  | 6      |

## Course Information

|         |  |               |   |
|---------|--|---------------|---|
| ECON332 | Managerial Economics and Operations Research | Spring        | 6 |
| MGMT200 | Management and Electronic Business           | Autumn        | 6 |
| MGMT255 | Inventory Management                         | Autumn        | 6 |
| MGMT309 | Supply Chain Management                      | Spring        | 6 |
| MGMT316 | Operations Management                        | Spring        | 6 |
| MGMT328 | Transport Logistics Management               | Autumn        | 6 |
| MGMT332 | Enterprise and Innovation                    | Spring        | 6 |
| Or      |  |               |   |
| MGMT314 | Strategic Management                         | Autumn/Spring | 6 |

## Management

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

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

### Subjects required for major study

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

## Marketing

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

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

This major has a variety of subjects covering a range of topics in marketing including consumer behaviour, services marketing, marketing research and international marketing. There is opportunity to join several business-related student groups on campus such as the Marketing Society.

### Professional Recognition

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

### Subjects required for major study

| <u>Code</u> | <u>Subjects</u>                     | <u>Session</u> | <u>Credit</u> |
|-------------|-------------------------------------|----------------|---------------|
| MARK201     | Applied Marketing Research A        | Autumn         | 6             |
| MARK202     | Applied Marketing Research B        | Spring         | 6             |
| MARK217     | Consumer Behaviour                  | Autumn         | 6             |
| MARK270     | Services Marketing                  | Spring         | 6             |
| MARK301     | Internet Applications for Marketing | Spring         | 6             |
| MARK333     | Marketing Communications            | Autumn         | 6             |
| MARK343     | International Marketing             | Autumn         | 6             |
| MARK344     | Marketing Strategy                  | Spring         | 6             |

### Minor Study Areas

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

## Accountancy

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

**Business Information Systems**

| Code  | Subjects  | Session | Credit |
|---|---|---------|--------|
| BUSS111   | Business Programming I                          | Spring  | 6      |
| <b>Plus for the strand in Analysis and Design</b> |   |         |        |
| BUSS211   | Requirements Determination and Systems Analysis | Autumn  | 6      |
| BUSS218   | Systems Design and Architecture                 | Spring  | 6      |
| BUSS316   | Information Systems Prototyping                 | Autumn  | 6      |
| <b>OR for the strand in Data Management</b>       |   |         |        |
| BUSS212   | Database Management Systems                     | Spring  | 6      |
| BUSS308   | Computer Systems Management                     | Spring  | 6      |
| BUSS311   | Advanced Database Management Systems            | Autumn  | 6      |
| <b>OR for the strand in Systems Development</b>   |   |         |        |
| BUSS214   | Business Programming II                         | Autumn  | 6      |
| BUSS215   | Business Programming III                        | Spring  | 6      |
| BUSS317   | Business Programming IV                         | Spring  | 6      |

**Business Law**

| Code  | Subjects  | Session | Credit |
|---|---|---------|--------|
| LAW100                                      | Law in Society  | Autumn  | 6      |
| LAW210                                      | Contract Law  | Spring  | 6      |
| <b>Plus 12 credit points selected from:</b> |   |         |        |
| LAW302                                      | Law of Business Organisations                             | Autumn  | 6      |
| LAW315                                      | Taxation Law  | Spring  | 6      |
| LAW316                                      | Occupational Health and Safety Law                        | Autumn  | 6      |
| LAW317                                      | E-Commerce Law  | Spring  | 6      |
| LAW321                                      | Banking Law   | Spring  | 6      |
| LAW330                                      | Law of Employment   | Autumn  | 6      |
| LAW331                                      | Intellectual Property Law                                 | Autumn  | 6      |
| LAW332                                      | Labour Relations Law                                      | Spring  | 6      |
| LAW335                                      | Anti-Discrimination Law                                   | Spring  | 6      |
| LAW348                                      | Media Law   | Spring  | 6      |
| LAW352                                      | Advanced Taxation Law*                                    | Autumn  | 6      |
| LAW360                                      | Foreign Investment Law in the People's Republic of China* |         |        |

\* Not on offer in 2005

**Economics**

| Code      | Subjects                        | Session       | Credit |
|-----------|---------------------------------|---------------|--------|
| ECON205   | Macroeconomic Theory and Policy | Autumn/Spring | 6      |
| <b>Or</b> |                                 |               |        |
| ECON215   | Microeconomic Theory and Policy | Autumn/Spring | 6      |

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

**Electronic Commerce**

24 credit points selected from:

| Code    | Subjects                                      | Session | Credit |
|---------|---|---------|--------|
| ECON319 | Electronic Commerce and Economics of Business | Autumn  | 6      |
| FIN353  | Global Electronic Finance                     | Autumn  | 6      |
| MARK301 | Internet Applications for Marketing           | Spring  | 6      |
| MGMT200 | Management and Electronic Business            | Autumn  | 6      |
| MGMT300 | Innovation and E-commerce                     | Spring  | 6      |

**Finance**

| Code   | Subject            | Session | Credit |
|--------|--------------------|---------|--------|
| FIN221 | Business Finance I | Autumn  | 6      |

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

**Human Resource Management**

24 credit points selected from:

| Code    | Subjects                 | Session | Credit |
|---------|--------------------------|---------|--------|
| MGMT201 | Organisational Behaviour | Autumn  | 6      |

## Course Information

|         |   |               |   |
|---------|---|---------------|---|
| MGMT205 | Recruitment and Selection               | Spring        | 6 |
| MGMT206 | Managing Human Resources                | Autumn/Spring | 6 |
| MGMT220 | Organisational Studies                  | Spring        | 6 |
| MGMT311 | Management of Change                    | Spring        | 6 |
| MGMT314 | Strategic Management                    | Autumn/Spring | 6 |
| MGMT321 | Occupational Health & Safety Management | Spring        | 6 |
| MGMT322 | Training and Development                | Autumn        | 6 |

## Industrial Relations

| <u>Code</u> | <u>Subjects</u>                            | <u>Session</u> | <u>Credit</u> |
|-------------|--|----------------|---------------|
| COMM100     | Employment Relations                       | Autumn         | 6             |
| MGMT240     | Industrial Relations B: Wage Determination | Spring         | 6             |
| MGMT342     | Special Topics: Industrial Relations       | NA 2005        |               |
| MGMT352     | Negotiation, Advocacy and Bargaining       | Spring         | 6             |

## International Business

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

## Logistics

| <u>Code</u> | <u>Subjects</u>                | <u>Session</u> | <u>Credit</u> |
|-------------|--------------------------------|----------------|---------------|
| MGMT255     | Inventory Management           | Autumn         | 6             |
| MGMT309     | Supply Chain Management        | Spring         | 6             |
| MGMT316     | Operations Management          | Spring         | 6             |
| MGMT328     | Transport Logistics Management | Autumn         | 6             |

## Management

| <u>Code</u> | <u>Subjects</u>         | <u>Session</u> | <u>Credit</u> |
|-------------|-------------------------|----------------|---------------|
| MGMT102     | Business Communications | Spring         | 6             |

Plus 18 credit points selected from 200 and 300 level MGMT subjects

## Marketing

24 credit points from 200 and 300 level MARK subjects.

## Dean's Scholars - Bachelor of Commerce

|                           |   |
|---------------------------|---|
| Testamur Title of Degree: | Dean's Scholars - Bachelor of Commerce                |
| Abbreviation:             | BCOMDS  |
| Home Faculty:             | Commerce  |
| Duration:                 | 3 years or part-time equivalent                       |
| Total Credit Points:      | 144   |
| Delivery Mode:            | Day/evening   |
| Starting Session(s):      | Autumn/Spring   |
| Location:                 | Wollongong, Shoalhaven, Batemans Bay, Bega, Moss Vale |
| UOW Course Code:          | 710A  |
| UAC Code:                 | 735610 Wollongong                                     |
| CRICOS Code:              | 042546G   |

## Overview

This degree provides an enriched educational experience for high achieving students that will encourage them to continue their studies through to the completion of honours and research degrees. This course is available to a limited number of candidates. Dean's Scholars receive one to one academic mentoring and have special opportunities to attend workshops and seminars. The degree includes the awarding of a book allowance, individualised mentoring and access to work experience relevant to their chosen careers.

## Entry Requirements

Entry will be by application form and interview for candidates with a minimum UAI of 93 or equivalent. Current Commerce students can apply for a course transfer to this program after completion of a minimum of 48 credit points at the University of Wollongong.

## Course Requirements

Candidates for this degree will be required to maintain a Weighted Average Mark (WAM) of at least 75 each year to continue in the program.

## Course Program

Dean's Scholars will complete all requirements as listed for the Bachelor of Commerce degree and may be permitted to take accelerated programs after their first session.

## Other Information

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

## Bachelor of Commerce (Honours)

|                           |                                |
|---------------------------|--------------------------------|
| Testamur Title of Degree: | Bachelor of Commerce (Honours) |
| Abbreviation:             | BCom (Honours)                 |
| Home Faculty:             | Commerce                       |
| Duration:                 | 1 year                         |
| Total Credit Points:      | 48                             |
| Delivery Mode:            | On Campus                      |
| Starting Session(s):      | Autumn/Spring                  |
| Location:                 | Wollongong                     |
| UOW Course Code:          | 711                            |
| CRICOS Code:              | 001710F                        |

## Overview

An Honours degree is awarded for one additional year of study following the successful completion of a three-year degree with superior performance throughout the degree. To qualify for the award of Bachelor of Commerce (Honours) a candidate must satisfy Rules 103 (5), (6), (7), (8) & 118 of the Bachelor Degree Rules. The Head/s of the relevant discipline and the Head of School must approve admission to this degree.

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

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

*(Double majors are also permitted)*

|         |  |     |
|---------|--|-----|
| COMM401 | Honours Coursework - coursework component for a single major       | 24  |
| COMM406 | Honours Coursework Part time                                       | 122 |
| COMM402 | Honours Research - research component for a single major           | 122 |
| COMM407 | Honours Research Part time   | 122 |
| COMM403 | Joint Honours Coursework - coursework component for a double major | 12  |
| COMM408 | Joint Honours Coursework Part time                                 |     |
| COMM404 | Joint Honours Research - research component for a double major     | 24  |

|         |   |    |
|---------|---|----|
| COMM409 | Joint Honours Research Part time  | 12 |
| COMM405 | Joint Honours - Commerce component of a double major when the second major is in another Faculty. Appropriate for double degrees. |    |
| COMM410 | Joint Honours Part time   |    |

## **Bachelor of Mathematics and Finance, Bachelor of Mathematics and Economics** *Refer to the Faculty of Informatics*

### **Double Degrees with Bachelor of Commerce**

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

For further information refer to the Policy Guidelines for Double Degrees at:  
[http://www.uow.edu.au/handbook/courserules/double\\_degree.html](http://www.uow.edu.au/handbook/courserules/double_degree.html).

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

### **Course Requirements**

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

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

#### **Bachelor of Arts - Bachelor of Commerce:**

Students must:

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

#### **Bachelor of Communication and Media Studies - Bachelor of Commerce**

Students must:

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

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

#### **Bachelor of Creative Arts - Bachelor of Commerce:**

Students must:

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

#### **Bachelor of Engineering - Bachelor of Commerce:**

Students must complete a minimum of 264 credit points as follows:

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

**Bachelor of Laws - Bachelor of Commerce:**

Students must complete, satisfactorily and independently, each of (a), (b) and (c) as follows:

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

**Bachelor of Science (Faculty of Science) - Bachelor of Commerce:**

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

**Bachelor of Science (Faculty of Health and Behavioural Sciences) - Bachelor of Commerce:**

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

**Bachelor of Psychology - Bachelor of Commerce:**

Students must complete a total of 264 credit points. This double degree fulfils the requirements needed to become a registered psychologist.

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

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

