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**COMMERCE SUBJECT DESCRIPTIONS**


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**ACCY100 Accounting IA**

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

**Credit Points:** 6**Contact Hours:** 2L 1T 1W 1 CL**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**

Spring	Loftus	On Campus
Spring	Wollongong	On Campus
Spring	Batemans Bay	On Campus
Spring	Bega	On Campus
Spring	Shoalhaven	On Campus
Spring	Moss Vale	On Campus
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** 2L 1T 1W 1 CL**Pre-requisites:** ACCY100 Accounting IA**Assessment:** See Subject Outline

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

**ACCY200 Financial Accounting IIA**

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

**Credit Points:** 6**Contact Hours:** 2L 1T 1W**Pre-requisites:** ACCY101, ACCY190, or ACCY100 and ACCY102**Exclusions:** Not To Count with ACCY202 and ACCY292**Assessment:** See Subject Outline

**Subject Description:** An introduction to accounting theory and critique, and the preparation of accounting statements to comply with accounting and statutory regulation. This

subject also covers reporting requirements for economic groups consisting of multiple legal entities.

**ACCY201 Financial Accounting IIB**

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

**Credit Points:** 6**Contact Hours:** 2L, 1T, 1W, 1CL,**Pre-requisites:** ACCY202 or ACCY200**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, 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.

**ACCY211 Management Accounting II**

Autumn	Loftus	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Bega	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Wollongong	On Campus
Autumn	Moss Vale	On Campus
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** 2L 1T 1W**Pre-requisites:** ACCY101, ACCY190 or ACCY100 and ACCY102**Exclusions:** ACCY212**Assessment:** See Subject Outline

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

**ACCY212 Accounting For Marketing Decisions****Credit Points:** 6**Not on offer in 2005****Pre-requisites:** ACCY101, ACCY190 or ACCY100**Exclusions:** ACCY211**Assessment:** See Subject Outline

**Subject Description:** The material covered will be almost identical to that in ACCY211 Management Accounting II. However, essays, assignments, tutorial work, projects and computer exercises may emphasise marketing decision.

**ACCY228 Tax Planning**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L,1T**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 through to retirement where income is minimal and investments start to be realised.

**ACCY231 Information Systems in Accounting**

Spring Wollongong On Campus

Spring Moss Vale On Campus

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Shoalhaven On Campus

**Credit Points:** 6**Contact Hours:** 2L 2T/CL**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**

Autumn Moss Vale On Campus

Autumn Shoalhaven On Campus

Autumn Bega On Campus

Autumn Batemans Bay On Campus

Autumn Wollongong On Campus

**Credit Points:** 12**Contact Hours:** Autumn 3L,2T,1W**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****Credit Points:** 6**Not on offer in 2005****Pre-requisites:** ACCY201 or ACCY202 and ACCY211**Assessment:** See Subject Outline

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

**ACCY312 Management Accounting III**

Spring Shoalhaven On Campus

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Moss Vale On Campus

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L,1T**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****Credit Points:** 6**Not on offer in 2005****Pre-requisites:** ACCY201 or ACCY202 and ACCY211**Assessment:** See Subject Outline

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

**ACCY328 International Taxation****Credit Points:** 6**Not on offer in 2005****Pre-requisites:** ACCY201**Assessment:** See Subject Outline

**Subject Description:** Globalisation has enabled more business operations to cross national boundaries. Hence there are implications of taxation at the level of the company as well as the individual. Cross border transactions need to be considered with respect to the taxes the entity may incur as they trade and how these have an impact on the pricing of products. Understanding of international taxation enables the individual and entity to plan the impacts of tax on their income and other trading activities. This subject takes a comparative perspective of a number of issues confronting both companies and individuals who transact across national borders. Comparisons of taxation between countries such as Australia, UAE, UK and the USA will made.

**ACCY332 Advanced Information Systems in Accounting**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L,1CL**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**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring**Pre-requisites:** ACCY231 or BUSS211 and BUSS212**Assessment:** See Subject Outline

**Subject Description:** To maintain competitiveness in the global electronic market-space organisations 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**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** ACCY231

**Assessment:** See Subject Outline

**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 Auditing and Assurance Services**

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

**Credit Points:** 6

**Contact Hours:** Spring 2L,1T,1CL

**Pre-requisites:** ACCY201

**Assessment:** See Subject Outline

**Subject Description:** Auditing and Assurance Services examines the contemporary risk and assurance approach to auditing, the collection and evaluation of audit evidence and the audit reporting process. Developing an understanding of the legal environment in which the auditor works, the teaching program focuses on the requirements of financial statement audit under the Corporations Law. In addition to this, the program introduces the use of computer assisted audit techniques and considers issues related to computer information systems audit.

### **ACCY343 Forensic Examination and Advanced Assurance Services**

Spring	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T, 1CL

**Pre-requisites:** ACCY201, FIN221 and LAW210

**Co-requisites:** ACCY342

**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**

Spring	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Spring 2S

**Pre-requisites:** ACCY200 or ACCY202

**Assessment:** See Subject Outline

**Subject Description:** Accounting and legal aspects of corporate and non-corporate insolvencies including liquidations and receiverships, alteration of capital, reconstruction, amalgamation and takeovers, and the use of insolvency procedures as a management strategy.

### **ACCY372 Topics in Accounting History**

**Credit Points:** 6

**Not on offer in 2005**

**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**

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L,1CL, Spring 2L,1CL

**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**

Spring	Wollongong	On Campus
Autumn	Wollongong	On Campus

**Credit Points:** 6

**Contact Hours:** Spring, Autumn 2S

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**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**

**Credit Points:** 6

*Not on offer in 2005*

**Pre-requisites:** ITAC301

**Assessment:** See Subject Outline

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

**ACCY407 Empirical Research Methods**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**Pre-requisites:** ITAC301

**Assessment:** See Subject Program

**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**

**Credit Points:** 6

*Not on offer in 2005*

**Assessment:** See Subject Program

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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**

**Credit Points:** 6

*Not on offer in 2005*

**Assessment:** See Subject Outline

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

**ACCY418 Applied Management Accounting**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Outline

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

### **ACCY436 Management and Information Systems**

Autumn            Wollongong            On Campus

Spring            Wollongong            On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 1S, 1CL, Spring 1S, 1CL

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Outline

**Subject Description:** The general principles of auditing applied to the audit of computer-based accounting systems and the use of computers as an auditing tool. Particular emphasis on the positive aspects of auditing and internal control, including their contribution towards improvements in:

### **ACCY444 Issues in Auditing**

Spring            Wollongong            On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Assessment:** See Subject Outline

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

### **ACCY461 Professional Practice Accounting**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Outline

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Program

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

### **ACCY463 Professional Practice - Taxation**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Outline

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

### **ACCY468 Insolvencies**

Spring            Wollongong            On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**Assessment:** See Subject Outline

**Subject Description:** 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**

**Credit Points:** 6

**Not on offer in 2005**

**Assessment:** See Subject Outline

**Subject Description:** An examination of the environmental factors and processes by which accounting thought, practices and institutions originated and developed in the ancient, medieval and modern eras. Ancient accounts. Special-purpose account-keeping in the Middle Ages. Philosophy, influence and constraints of the double-entry system. Development of basic concepts of continuity, accrual accounting and limited liability. Impact of the Industrial Revolution and changing corporate environment on accounting development. Legislation and institutional influences on accounting.

### **ACCY474 Accounting Regulation**

Spring            Wollongong            On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**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****Credit Points:** 6**Not on offer in 2005****Assessment:** See Subject Outline**Subject Description:** A detailed examination of selected areas in federal, state, regional or local government accounting.**ACCY485 Special Topic in Accounting-A****Credit Points:** 6**Not on offer in 2005****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 Department, taking into account the expertise of academic staff, including visiting staff, and the interest of students.**ACCY486 Special Topic in Accounting-B****Credit Points:** 6**Not on offer in 2005****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 Department, taking into account the expertise of academic staff, including visiting staff, and the interest of students.**ACCY493 Research Essay****Credit Points:** 12**Not on offer in 2005****Pre-requisites:** ITAC301**Subject Description:** An individual program determined in consultation with the Head of Discipline.**ACCY495 Research Essay****Credit Points:** 6**Not on offer in 2005****Subject Description:** An individual program determined in consultation with the Head of Discipline.**BUSS102 Computer Systems**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 2CL**Pre-requisites:** Nil.**Assessment:** Assignments, mid-session test and final examination.**Subject Description:** This subject aims to provide an initial understanding of the hardware and software concepts of the computer systems, seen as a total information processing system in a business environment.**BUSS110 Introduction to Business Information Systems**

Autumn	Loftus	On Campus
Spring	Wollongong	On Campus
Autumn	Moss Vale	On Campus
Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Batemans Bay	On Campus
Autumn	Bega	On Campus
Intake C	Sydney	Modular
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** Refer to Faculty**Pre-requisites:** Nil.**Co-requisites:** Not to count with CSC1101.**Exclusions:** Not to count with CSC1101**Assessment:** Group assignment, spreadsheet test, database test, internet test, mid-term test and final examination.**Subject Description:** This subject examines the roles of information systems in a modern organisation. Topics covered include: information systems and their role in modern organisations; functions and purposes of various information systems and their components; system design and development process; information systems administration and management; social implications of information systems, hands-on experience in the use of productivity software. The practical component includes using the internet, word processing, spreadsheets and database systems.**BUSS111 Business Programming I**

Spring	Wollongong	On Campus
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 2CL, Summer 2005/2006**Co-requisites:** Not to count with CSC1111 or CSC1114**Assessment:** Assignments, programming tests, final examination**Subject Description:** The broad aim of this subject is to develop in students an understanding of the fundamental principles of programming as well as to develop skills in the design and implementation of well structured algorithms to a range of classical, business computing problems.**BUSS201 User-Centred Business Programming**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 2CL**Pre-requisites:** BUSS111 or CSC1111 or CSC1114**Assessment:** Tutorial assignments; practical test; final examination.**Subject Description:** The 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** HKBU Semester 1 B, DXB UG Autumn, Autumn 2L,2T,1CL

**Pre-requisites:** 6cp 100 level BUSS or CSC1

**Assessment:** Assignments; class test (in-session drawing exam); final examination.

**Subject Description:** This subject aims to introduce the student to the techniques and technologies of structured systems analysis. It examines the complementary roles of systems analysts, clients and users in life cycle development methods. Data flow analysis and process descriptions are introduced and the relation to object orientation examined. The student will make use of a Computer Aided Software Engineering (CASE) tool to document solutions to typical problems.

### **BUSS212 Database Management Systems**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T, 1CL

**Pre-requisites:** 6 credit points of BUSS100-level or CSC1100-level subjects

**Assessment:** Class tests, assignments, final examination.

**Subject Description:** This subject aims to provide a concise and modern treatment of introductory database topics that are useful for information systems professionals. The goal of this subject is to learn the fundamental database concepts including conceptual data modelling, the relational data model and relational algebra and develop skills in the design and manipulation of relational databases using Structured Query Language (SQL). The subject will also briefly introduce advanced database concepts and emerging database technologies.

### **BUSS213 Multimedia in Organisations**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L,2CL

**Co-requisites:** BUSS111 or CSC1111 or CSC1114

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L,2CL

**Pre-requisites:** BUSS111 or CSC1111 or CSC1114

**Assessment:** Assignments; class test and final examination.

**Subject Description:** The aims of this subject are to consolidate and extend students' knowledge and skills in structured programming and to introduce them to the concepts and practice of object oriented programming. To achieve this aim the subject will provide students with an opportunity to develop further programming skills and good coding style; develop skills in using the object-oriented concepts of inheritance, encapsulation, construction, access control, overloading and messaging; develop and display competency in the design and implementation of object-oriented programs to solve business problems.

### **BUSS215 Business Programming III**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L,2CL

**Pre-requisites:** BUSS214

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

**Subject Description:** This subject aims to reinforce the principles, techniques and methodologies in the design of software systems using the object-oriented approach. The subject will provide the students with the opportunity to: understand and develop skills in advanced programming techniques and software engineering techniques in business applications; develop programs to satisfy business requirements by utilising appropriate advanced techniques covered in this subject; solve realistic problems found in the workplace using appropriate techniques for development; broaden the use of Graphical User Interface in various business applications; further develop programming skills and good coding style with emphasis on modularisation; further develop skills and competency in the design and implementation of object-oriented software systems.

### **BUSS218 Systems Design and Architecture**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L 1T 1CL

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L 2T

**Pre-requisites:** 6 cp at 300 level BUSS or CSCI subjects

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L,2CL

**Pre-requisites:** BUSS212

**Assessment:** Assignments, mid-session exam 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**

DXB UG Spring Dubai On Campus

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** DXB UG Spring , Autumn 2L, 1T, 1Lab

**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 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2T,2CL

**Co-requisites:** 6 cps of 300-level BUSS subjects

**Assessment:** Practical test; major assignment and 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**Pre-requisites:** BUSS212 and BUSS111 or CSCI111

**Exclusions:** Not to count with BUSS216

**Assessment:** In-class tests/lab exercises 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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L,2CL

**Pre-requisites:** BUSS214

**Assessment:** Assignments, major assignment and final examination.

**Subject Description:** This subject aims to provide students with the concepts of object-oriented programming; the skills to design and write decision making programs using an object oriented programming tool; the concept of data structures and solid foundation in structured programming principles; familiarity of language-independent environment for designing business programs of moderate complexity and the ability of designing effective decision making programs by using the backtracking technique and recursion.

**BUSS318 Information Systems Project**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 1L, 2T

**Pre-requisites:** BUSS212

**Assessment:** Progress report; Project Diary; Presentation; final report and final examination.

**Subject Description:** This subject aims to provide student with: practical experience in the principles and techniques of project management; experience in the design of a real world project involving IS techniques; and practical experience in team work and project management skill development.

**BUSS391 Special Topic in Information Systems**

Spring	Wollongong	On Campus
Autumn	Wollongong	On Campus
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** 4hrs contact/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.

**COMM100 Employment Relations**

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

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1T

**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**

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

**Credit Points:** 6**Contact Hours:** Refer to Faculty**Assessment:** Not to count with ECON121

**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.

**COMM290 Applied Learning****Credit Points:** 6**Limited enrolment in 2005****Pre-requisites:** 48 Credit Points of Commerce Subjects and approval by the Head of School**Assessment:** Reflective Journal 40% Major Report 60%

**Subject Description:** This subject will enable Commerce students to earn 6 credit points for participation in one of a variety of workplace learning programs offered by the University, or by an outside organisation/professional association. The program may be a Team based business skills competition or an individual placement which is coordinated via an external agency or that the student organises themselves. Students must satisfy all requirements of their placement or business skills program, and prepare reports as specified by the co-ordinating body. It is the responsibility of the student to find a workplace learning program and present the proposal to the relevant Head of School or delegated staff member for approval. Approval will only be given providing a suitable supervisor within the relevant School is available.

**COMM303 Development of Modern Business**

Spring	Wollongong	On Campus
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**Credit Points:** 6**Contact Hours:** Refer to Faculty**Pre-requisites:** 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**

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus

**Credit Points:** 6**Contact Hours:** Autumn L2, T1, Spring L2, T1**Pre-requisites:** Any 72 credit points of subjects**Co-requisites:** N/A**Exclusions:** Not to count with ECON227 and ECON229

**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, commercialisation 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

## Subject Descriptions

incorporates elements from a variety of disciplines, including economics, management, marketing and law.

### **COMM328 Contemporary issues in Commerce**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** 72 cp including all Commerce core subjects

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

### **COMM351 Business Ethics and Governance**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** 72 cp

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

### **COMM401 Honours Coursework - Full time**

#### **COMM406 Honours Coursework - Part time**

Spring2005/

Autumn 2006 Wollongong On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

Annual Wollongong On Campus

**Credit Points:** 24/ 12 Part time

**Contact Hours:** Refer to Faculty

**Pre-requisites:** Entry to Honours

**Co-requisites:** N/A

**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.

Honours programs are on offer in Accountancy, Business Information systems, Econometrics, Economics, Finance, Human Resource Management, Industrial Relations, International Business, Management, and Marketing. Students enrolled in this subject will also take COMM402 or COMM407 Part time.

### **COMM402 Honours Research - Full time**

#### **COMM407 Honours Research - Part time**

Spring2005/

Autumn2006 Wollongong On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

Annual Wollongong On Campus

**Credit Points:** 24/ 12 Part time

**Contact Hours:** Refer to Faculty

**Pre-requisites:** Entry to Honours

**Co-requisites:** N/A

**Subject Description:** The subject is appropriate for students doing honours in a single discipline in the Faculty of Commerce to enroll in the same subject. The research topic must be approved by the relevant Head of School. Students enrolled in this subject will also take COMM401 or COMM406 part time.

### **COMM403 Joint Honours Coursework - Full time**

#### **COMM408 Joint Honours Coursework - Part time**

Spring2005/

Autumn2006 Wollongong On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

Annual Wollongong On Campus

**Credit Points:** 24/ 12 Part time

**Contact Hours:** Refer to Faculty

**Pre-requisites:** Entry to Honours

**Co-requisites:** N/A

**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 disciplines. Students enrolled in this subject will also take COMM404 or COMM409 part time

### **COMM404 Joint Honours Research - Full time**

#### **COMM409 Joint Honours Research - Part time**

Spring2005/

Autumn2006 Wollongong On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

Annual Wollongong On Campus

**Credit Points:** 24/ 12 Part time

**Contact Hours:** Refer to Faculty

**Pre-requisites:** Entry to Honours

**Co-requisites:** N/A

**Subject Description:** The subject is appropriate for students doing honours in two disciplines in the Faculty of Commerce (eg Finance and Management) to enroll in the same subject. The research topic must be approved by the relevant Head of School. Students enrolled in this subject will also take COMM403 or COMM408 part time.

### **COMM405 Joint Honours - Full time**

#### **COMM410 Joint Honours - Part time**

Spring2005/

Autumn2006 Wollongong On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

Annual Wollongong On Campus

**Credit Points:** 24/ 12 Part time

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

**Pre-requisites:** Entry to Honours

**Co-requisites:** N/A

**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 disciplines. Students enrolled in this subject will also enroll 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**

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

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**Pre-requisites:** N/A

**Co-requisites:** N/A

**Subject Description:** This subject analyses relevant macroeconomic concepts and principles in an integrated macroeconomic environment. Simple macroeconomic models will be developed to characterise the interdependencies of the more important components parts of a macroeconomy. This will allow students to analyse some real world problems and to start identifying and formulating appropriate macroeconomic policies.

### **ECON111 Introductory Microeconomics**

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

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T, Spring, Spring, Spring, Spring, Spring 3L, 1T, Autumn 3L, 1T

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

### **ECON205 Macroeconomic Theory and Policy**

Spring	Wollongong	On Campus
Autumn	Wollongong	On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T, Autumn 2L, 1T

**Pre-requisites:** ECON101

**Co-requisites:** N/A

**Subject Description:** This subject analyses the major factors which determine economic behaviour in the aggregate and evaluate how alternative macroeconomic policies may improve

economic performance. In doing so the course examines the major determinants of aggregate demand equilibrium, namely consumption and investment demands, international factors, money and interest. Monetary and fiscal policies are examined using this analytic structure to determine the effectiveness of these policies for an open economy. Aggregate supply equilibrium is then analysed in terms of wages, prices and employment. The problems of inflation and employment are also considered along with possible wages policies. If time permits, longer term growth explanations of economic behaviour and associated policy prescriptions are briefly reviewed.

### **ECON208 Gender, Work and the Family**

Autumn	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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**

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 3L, 1T, Spring 2L 1T

**Pre-requisites:** ECON111

**Co-requisites:** N/A

**Subject Description:** This subject provides the theoretical foundation of modern microeconomic analysis by building upon the basic concepts covered in introductory microeconomics. Topics include the free market system and its operation under market regulation, and the imposition of excise taxes and subsidies. The theory of consumer behaviour is developed and applied to household choice problems, the index number problem, methods of taxation, and intertemporal choice. The theory of production and its costs is discussed, and used to develop models of optimal choice by producers in the long run and short run, including optimal output expansion, optimal input substitution, responses to technological change, and economies and diseconomies of scale. Models of market organization are studied with emphasis on monopoly power, oligopoly (including models of Nash, Cournot, Bertrand, and Stackelburg equilibria) and monopolistic competition. Welfare effects of market behaviour and regulation are analysed. Game theory is introduced and applied to simple problems of strategic choice in duopoly markets. The nature and consequences of asymmetric information are studied (including adverse selection, moral hazard, the principal agent problem, and signalling).

**ECON216 International Trade Theory & Policy**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** ECON111**Co-requisites:** N/A

**Subject Description:** This subject is designed to provide an introduction to international trade theory and international trade policy. It will examine the theory, policies, practices and institutions of relevance to a country's trade with other nations. The following broad questions will be addressed: Why do nations trade with each other? What are the gains and losses from free trade to the nations involved? What determines the pattern of international trade and production? What are the effects of various commercial policies on the nations involved and on the welfare of various groups within whose nations? How does the foreign exchange market work and in what ways does it facilitate or impede international trade? What are the possible effects of exchange-rate policies on a country's production, employment and price level? How is a country's trade performance linked to its external debt and economic growth? How can trade affect the local and global environment?

**ECON221 Econometrics**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn L2 T1**Pre-requisites:** ECON121 or COMM121 or STAT131 or STAT231**Co-requisites:** N/A

**Assessment:** Tutorials/computing laboratory exercises, tests and examinations

**Subject Description:** This subject is designed so that students learn basic econometric methods and 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 also 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**

Spring Wollongong On Campus

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 3L, 1T, Autumn 3L, 1T**Pre-requisites:** N/A**Co-requisites:** N/A

**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**

Spring Loftus On Campus

Spring Wollongong On Campus

Spring Shoalhaven On Campus

Spring Batemans Bay Flexible

Spring Bega Flexible

Spring Moss Vale On Campus

**Credit Points:** 6**Contact Hours:** Refer to Faculty**Pre-requisites:** ECON121 or COMM121 or STAT131 or STAT231

**Subject Description:** This subject details 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**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1CL**Pre-requisites:** ECON121 or COMM121 or STAT131 or STAT231**Co-requisites:** N/A

**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**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** N/A**Co-requisites:** N/A

**Subject Description:** This subject studies the neo-classical, structuralist and culturalists views on industrialisation in Asia using country specific examples. It examines trade and industry policy, investment flows, economic integration and the international monetary system. The causes of Asian growth and meltdown are analysed. The strategies to overcome the main economic problems and the recent developments in the Asia-Pacific region are emphasised.

**ECON301 Monetary Economics**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1T**Pre-requisites:** ECON101**Co-requisites:** N/A

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

### ECON303 Economic Development Issues

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn L2, 1T

**Pre-requisites:** Both ECON101 and ECON111 or any 72 credit points of subjects

**Co-requisites:** N/A

**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: the relationship between economic growth and development; the role of the 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.

### ECON304 The Historical Foundations of the Modern Australian Economy

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** 72 credit points of study including ECON101 and ECON111

**Co-requisites:** N/A

**Subject Description:** This subject focuses on the development of the Australian economy over the last century and a half from both a domestic and international comparative perspective. It seeks to enhance our knowledge about, and understanding of, the modern Australian economy and its international standing by reference to a longer term process of development stretching back close to early British settlement. Following an overview of Australian experience, the subject will be presented thematically drawing upon key microeconomic and macroeconomic questions. Principal topics will include: growth trajectories and economic fluctuations; structural change and development; capital markets and financial institutions; population and immigration; human capital and labour supply; living standards and welfare; manufacturing and international business; market power; the development of a corporate economy; economic policy especially tariffs and competition; economic debates; regional engagement in Asia and globalisation. There will be an opportunity to analyse and discuss original historical documents and to write a research essay.

### ECON305 Economic Policy

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring L2,T1

**Pre-requisites:** ECON205 and ECON215

**Co-requisites:** N/A

**Exclusions:** Not to count with ECON207

**Subject Description:** This subject introduces students to some of the important macroeconomic and microeconomic policy issues facing governments in Australia and overseas. Government policy makers face questions such as how to best stimulate economic growth, how to best respond to various forms of market failure and how to best promote a competitive national economic environment. This subject introduces students to some of these issues in details and sets out some of the current economic thinking with regard to these questions. Students will be required to analyse applied research from the economics literature and draw on material from related areas such as political science.

### ECON307 International Monetary Economics

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** ECON101

**Co-requisites:** N/A

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

### ECON308 Labour Economics

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ECON111

**Co-requisites:** N/A

**Subject Description:** This subject studies labour supply, labour demand and wage rate determination in a market-orientated economy. The emphasis is on the development and application of economic theory rather than on an institutional approach. Several areas of application are drawn from the following list and analysed in some detail: the effects of welfare programs on labour-market participation and hours of work, the effects of imposing a minimum wage in both competitive and non-competitive labour markets, the theory of human capital and its use in explaining observed earnings differentials, an explanation for occupational wage differentials, discrimination in the labour market, the rationale for labour unions, the economic impact of labour unions, causes of unemployment. Examples relate mostly to the Australian and US labour markets but some comparisons are drawn with labour markets in other countries.

### ECON309 Environmental Economics

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring L2 T1

**Pre-requisites:** ECON111

**Co-requisites:** N/A

**Assessment:** Essay, Seminar Paper, Final examination

**Subject Description:** This subject will provide a comprehensive analysis of environmental issues using both the traditional theory of economic externalities and the newer

## Subject Descriptions

analysis of ecologically sustainable development. Both approaches will be used to explain the economic aspects of and evaluate environmental policy in Australia and developing countries.

### **ECON310 Cost Benefit Analysis**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** ECON215

**Subject Description:** This subject investigates the theoretical foundations and practical techniques of social cost benefit analysis (CBA). Topics include: the name and scope of CBA, the welfare foundations of CBA including Pareto optimality and social welfare functions, identification of costs and benefits, methods of valuation of costs and benefits in market and non-market situations, the theory and use of shadow prices, CBA decision criteria, time preference and the social discount rate, and CBA sensitivity methods. The limitations of CBA methods and ethical considerations are discussed. Students will develop and practice appropriate spreadsheet skills that facilitate the economic evaluation of complex projects in situations where benefits and costs occur over extended periods of time.

### **ECON311 Natural Resource Economics**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ECON111

**Subject Description:** The main objective of the subject is to develop skills in the economic analysis of natural resource problems. The subject 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ECON111

**Subject Description:** This subject provides the theoretical basis for analysis of firm structure, conduct and performance. It particularly focuses on issues related to the implementation of competitive policy from both a national and international perspective.

### **ECON315 Applied Microeconomics**

**Credit Points:** 6

**Not on offer in 2005**

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ECON205 and ECON215

**Co-requisites:** N/A

**Subject Description:** This subject provides a review of the evaluation of economic ideas through the development of differing schools of thought in economics. The subject focuses on issues which provide a basis for discussion of the criticism and alternatives suggested by the classical, neoclassical, behavioural, Austrian, modern institutionalists and post Keynesian schools.

### **ECON317 Economics of Health Care**

Autumn Wollongong On Campus

**Credit Points:** 8

**Contact Hours:** Autumn 2L, 1T

**Subject Description:** This subject surveys 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**

Autumn Wollongong On Campus

Autumn Shoalhaven On Campus

Autumn Bega On Campus

Autumn Batemans Bay On Campus

Autumn Moss Vale On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** N/A

**Co-requisites:** N/A

**Subject Description:** This subject surveys 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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** ECON111

**Assessment:** Mid-session Quiz and Final exam Research report Presentation Participation

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** ECON122 and ECON222

**Co-requisites:** N/A

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring L2 T1

**Pre-requisites:** ECON221 or ECON231 or MARK239

**Co-requisites:** N/A

**Assessment:** Tutorials. computing laboratory exercises, tests and examinations.

**Subject Description:** The subject consists of two parts. The first part focuses on the basic concepts in understanding and modelling the behaviour of time-series data (time-series analysis) in economics or related fields and the major linear time-series models usually used. The second part deals with the foundation and applications for more realistic or policy-oriented situations using the method of many-sector

econometric models (1) using these data, and (2) consisting of sets of many regression equations, or (3) consisting of sets of many jointly dependent or simultaneous equations.

### **ECON331 Financial Economics**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** DXB UG Spring , Spring 2L, 1T

**Pre-requisites:** ECON111 and either ECON121 or COMM121

**Co-requisites:** N/A

**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 and Operations Research**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** 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**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** ECON122 or ECON222

**Co-requisites:** N/A

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** ECON101 and ECON111

**Co-requisites:** N/A

**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

## Subject Descriptions

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**

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus

**Credit Points:** 8

**Contact Hours:** Autumn L2, T1, Spring L2

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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**

Autumn	Wollongong	On Campus
Spring	Wollongong	On Campus

**Credit Points:** 8

**Contact Hours:**, Autumn L2, T1, Spring L2

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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.

### **FIN221 Business Finance I**

Spring	Wollongong	On Campus
Autumn	Moss Vale	On Campus
Autumn	Wollongong	On Campus
Autumn	Shoalhaven	On Campus
Autumn	Bega	On Campus
Autumn	Batemans Bay	On Campus
Summer 05/06	Wollongong	On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**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.

### **FIN223 Investments I**

Spring	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

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

### **FIN226 Financial Institutions**

Spring	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**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.

### **FIN227 Finance in Small Business**

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

**Credit Points:** 6

**Contact Hours:** Spring 2L 1T

**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.

### **FIN241 International Financial Management**

Autumn	Wollongong	On Campus
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**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

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

**Exclusions:** This subject is not to be attempted in parallel with ACCY221 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.

### **FIN251 Introduction to Financial Planning**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ACCY100 & ACCY102

**Co-requisites:** FIN221 or ACCY221

**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.

### **FIN320 Risk and Insurance**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** FIN221 or ACCY221

**Exclusions:** Not to count with ACCY327

**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.

### **FIN322 Business Finance II**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**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.

### **FIN323 Investments II**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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.

### **FIN324 Financial Statement Analysis**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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).

### **FIN325 Banking Practice**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** ACCY221 or FIN221

**Exclusions:** Not to count with ACCY325

**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.

### **FIN328 Retirement and Estate Planning**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** ACCY221/FIN221 & FIN251

**Exclusions:** Not to count with ACCY328

**Assessment:** See Subject Outline

**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.

**FIN329 Real Estate Planning**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1T**Pre-requisites:** ACCY221/FIN221 & FIN251**Exclusions:** Not to count with ACCY329**Assessment:** See Subject Outline

**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.

**FIN351 International Business Finance**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**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.

**FIN352 Critical Perspectives in Finance**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** ACCY221 or FIN221 and 12 additional credit points from subjects with the Finance major**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.

**FIN353 Global Electronic Finance****Credit Points:** 6**Not on offer in 2005****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.

**FIN359 Selected Issues in Finance****Credit Points:** 6**Contact Hours:** Autumn 2S**Pre-requisites:** ACCY221 or FIN221**Exclusions:** Not to count with ACCY359**Assessment:** See Subject Outline

**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.

**FIN422 Investment Analysis**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2S**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 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.

**FIN423 Investment Management**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2S**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.

**FIN424 Corporate Financial Information Analysis**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2S**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.

#### **FIN425 Banking Theory and Practice**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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.

#### **FIN426 Studies in Business Finance**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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.

#### **FIN427 Small Business Finance**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**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.

#### **FIN428 Multinational Financial Management**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2S

**Exclusions:** Not to count with ACCY428

**Assessment:** See Subject Outline

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

#### **FIN487 Special Topic in Finance**

**Credit Points:** 6

**Contact Hours:** Autumn 2S

**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.

#### **MARK101 Marketing Principles**

Spring Loftus On Campus

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Shoalhaven On Campus

Spring Moss Vale On Campus

Autumn Wollongong On Campus

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** 2L, 1T

**Pre-requisites:** Nil

**Co-requisites:** Nil

**Exclusions:** Not to count with MARK213, MARK293 or MGMT213

**Subject Description:** The subject examines basic marketing concepts to build up a sound understanding. The material assists those who want to be specialist marketers and those interested in undertaking other business or professional studies. What you learn in this subject will be of value to you for the rest of your lives as consumers and as members of the business community.

#### **MARK201 Applied Marketing Research A**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** MARK101 or MARK213 or MARK239

**Exclusions:** Not to count with MARK319

**Subject Description:** In an increasingly dynamic environment where market data and computers are easily available, marketing research is not a field of competitive advantage. However, failure to engage in marketing research activity leads to disadvantages in the strong competitive market place. Mastering marketing research is necessary for successful marketing. This subject will focus on the practice of marketing research by integrating theory and application. Applied Marketing Research includes the research process from the problem definition to the fieldwork design. The remaining components are covered in Applied Marketing Research B.

**MARK202 Applied Marketing Research B**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** MARK101 or MARK213, MARK201**Exclusions:** Not to count with MARK239

**Subject Description:** In an increasingly dynamic environment where market data and computers are easily available, marketing research is not a field of competitive advantage. However, failure to engage in marketing research activity leads to disadvantages in the strong competitive market place. Mastering marketing research is necessary for successful marketing. This subject will focus on the practice of marketing research by integrating theory and application. Applied Marketing Research B (MARK202) continues where Applied Marketing Research A (MARK201) ends and encompasses the entire marketing research process starting with the fieldwork phase: organising, supervising and conducting fieldwork, entering data, analysing data, drawing conclusions and reporting the findings.

**MARK213 Marketing Principles**

Spring Wollongong On Campus

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L 1T, Autumn 2L 1T**Exclusions:** Not to count with MARK101

**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**

Autumn Bega On Campus

Autumn Batemans Bay On Campus

Autumn Shoalhaven On Campus

Autumn Moss Vale On Campus

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1T, Autumn 2L,1T, Autumn 2L, 1T, Autumn 2L, 1T, DXB UG Spring, Autumn 2L 1T**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.

**MARK270 Services Marketing**

Spring Wollongong On Campus

Spring Bega On Campus

Spring Shoalhaven On Campus

Spring Batemans Bay

On Campus

Spring Moss Vale

On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** (MARK101) or (MARK213) or (MARK293)

**Subject Description:** This subject covers the practice of marketing of services. Significantly, this incorporates both conceptual and practical issues not always evident in the existing marketing literature covering the marketing of products. As well, the global growth of the service sector has focused attention on the marketing function for organisations serving this sector. This subject is designed to equip practitioners to function effectively in the expanding world of services marketing.

**MARK301 Internet Applications for Marketing**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L 1T**Pre-requisites:** (MARK101) or (MARK213)

**Subject Description:** This subject deals with the issues facing internet users to establish the distinctly different environment in which people operate online. This grounding is then used as a basis to build an understanding of the internet to key applications in marketing such as research, adding value in the areas of product, distribution, pricing and promotion. It is a consumer focussed perspective that most students will be able to relate to from their own experience and therefore suitable for a 2nd or 3rd year undergraduate subject.

**MARK317 Business to Business Marketing**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L 1T**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.

**MARK320 Social Marketing**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Spring 2L, 1T**Pre-requisites:** (MARK101) or (MARK213)

**Subject Description:** Social marketing seeks to change strongly ingrained behaviour or firmly held beliefs in a manner that benefits individuals and society at large. Examples of social marketing include campaigns to reduce or prevent smoking, alcohol consumption, drug use, domestic violence and unsafe driving. This subject examines how to design a step-by-step program that will move the target audience from

indifference to action and ultimately maintenance. This is achieved by applying marketing techniques and concepts to the solution of various social problems. This subject will use a case-study approach to teaching the key concepts and skills of social marketing, drawing on current and historic Australian and international campaigns.

### MARK333 Marketing Communications

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

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

**Subject Description:** Advertising and 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

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Shoalhaven On Campus

Spring Moss Vale On Campus

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** MARK101 or MARK213 PLUS 12 credit points from 200 level MARK subjects

**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

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L 1T

**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

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L 1T

**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 and training, motivation, compensation and incentives, approaches to evaluation and control.

### MARK393 Special Topic in Marketing

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn

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

**Subject Description:** Selected issues in marketing. Enrolment is subject to approval of the Head of Discipline for Marketing.

### MARK394 Special Topic in Marketing B

**Credit Points:** 6

**Not on offer in 2005**

**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 the Marketing Discipline. 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

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**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

## Subject Descriptions

marketing plants 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L,1T

**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**

**Credit Points:** 24

**Not on offer in 2005**

**Pre-requisites:** Normally a minimum of 50% of 200-300 level specialisation subjects achieved t 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 Department of Marketing.

### **MGMT102 Business Communications**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**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**

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

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Subject Description:** This subject introduces students to a range of management and employment relations topics. It is designed to provide an opportunity for students to acquire understanding, through lectures supported by student participation in simulations, of the history of management and employment relations, and the challenges managers face in a global business environment in the tasks of planning, organising leading and controlling. Topics examined will include: history of management and employment relations thought, social responsibilities and managing diversity, organisational culture, operations management, quality, globalisation, decision making, planning, employee voice, organisational structure, managing change, motivation, leadership, teamwork, the control and regulation of the employment relationship, and management of human resources. The subject is presented from the point of view of managers but student will learn how the different interests between employers and employees affect management processes.

### **MGMT142 Industrial Relations A**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** N/A

**Co-requisites:** N/A

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

### **MGMT200 Management and Electronic Business**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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, internal processes and culture, and relationships with supply chains, customers, government and society. The subject examines the different types of relationships, both internal and external 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 technological and organisational change related to electronic business.

### **MGMT201 Organisational Behaviour**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L,1T

**Pre-requisites:** MGMT110 and 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**

Spring Wollongong On Campus

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Shoalhaven On Campus

Spring Moss Vale On Campus

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** 2L, 1T

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T, DXB UG Spring

**Pre-requisites:** MGMT110 or PSYC351

**Subject Description:** This subject examines the structural characteristics of organisations in their environments and the different perspective's 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 change and evolution; organisational identity; organisational ethics; language and the organisation.

#### **MGMT240 Industrial Relations B: Wage Determination**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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.

#### **MGMT255 Inventory Management**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**Pre-requisites:** Must have completed a minimum of 12 credit points of 100 level commerce subjects.

**Co-requisites:** None

**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

## Subject Descriptions

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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring

**Exclusions:** Not to count with COMM300

**Subject Description:** Electronic Commerce and the information technology and communications systems it employs can be seen as 'transforming technology' that is changing the way that all firms do business. The subject aims to show the relationship between the management of innovation and the wide-reaching consequences of the 'virtual world' of global electronic commerce and the Internet on innovation, organisational structures and business strategies. The subject will provide training and development on some of the theoretical and professional issues involved in the management of product (goods and services) and process innovation. The focus will be on the strategic implications of innovation in general, and electronic commerce in particular, as a source of competitive advantage for both firms and industries. The subject content will have an international focus by exploring the use of innovation and electronic commerce as a source of competitive advantage within the international business context.

### **MGMT301 Managing Across Cultures**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn

**Pre-requisites:** MGMT110 plus 12 cps from 200 or 300 level Faculty of Commerce subjects

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

### **MGMT308 Introduction to Management For Professionals A**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 1T

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

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

**Co-requisites:** None

**Exclusions:** None

**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 underpinnings of supply chain.

### **MGMT311 Management of Change**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring

**Pre-requisites:** 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, creation of organisational visions and missions, leading organisational change, models of organisational change, creation and change of organisational cultures. Emphasis is placed on the application of theory to case study examples.

### **MGMT314 Strategic Management**

Spring Wollongong On Campus

Autumn Bega On Campus

Autumn Batemans Bay On Campus

Autumn Shoalhaven On Campus

Autumn Moss Vale On Campus

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**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**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**Pre-requisites:** ECON121 or COMM121 and ECON111

**Subject Description:** This subject explores the issues in production and operations managements in manufacturing

and service organisations. Includes an overview of issues such as capacity, facility and layout planning, problems of job design and work measurement, production scheduling, inventory and quality control.

### **MGMT321 Occupational Health and Safety Management**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** MGMT110 and 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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Autumn 2L, 2T

**Pre-requisites:** MGMT110 and 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; organisational learning and the learning organisation; organisational development; evaluation of training and development.

### **MGMT328 Transport Logistics Management**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**Pre-requisites:** 12 credit points at 200 level

**Co-requisites:** None

**Assessment:** Assignment 1 20% Assignment 2 30% Final Examination 50%

**Subject Description:** This subject is to develop an understanding of the logistics planning and control process. Emphasis is placed on finished goods movement and storage in the context of total supply chain management. The operational areas studied span customer service, transportation, inventory, order processing, warehousing and material handling. The organisation and administration of these functional areas is developed on an integrated basis leading to strategic positioning of a firm's logistical competency. The teaching method is a combination of lectures and class discussions. A limited number of cases and/or problems may be assigned.

### **MGMT332 Enterprise and Innovation**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** ACCY101 or ACCY100 & ACCY102 plus MARK213 or MARK101

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

### **MGMT341 International and Comparative Employment Relations**

Spring Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Spring 2L, 1T

**Pre-requisites:** MGMT110 plus 12 cps from Faculty of Commerce 200 or 300 level subjects

**Co-requisites:** N/A

**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**

Autumn Wollongong On Campus

**Credit Points:** 6

**Contact Hours:** Refer to Faculty

**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**

**Credit Points:** 6

**Not on offer in 2005**

**Pre-requisites:** N/A

**Co-requisites:** N/A

**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 Quality Management**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** DXB UG Spring, Spring 2L, 1T**Pre-requisites:** MGMT110 plus ECON121 or COMM121

**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 & Bargaining**

Spring Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Refer to Faculty**Pre-requisites:** N/A**Co-requisites:** N/A**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***Not on offer in 2005***Credit Points:** 6**Contact Hours:** Refer to Faculty**Pre-requisites:** MGMT110 plus 6 cp from 200 MGMT subject**Co-requisites:** None

**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**

Autumn Shoalhaven On Campus

Autumn Bega On Campus

Autumn Batemans Bay On Campus

Autumn Moss Vale On Campus

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Autumn 2L, 1T**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 will have an understanding of international business and be able to apply key concepts in analysing and developing international business strategies.

**MGMT392 Case Study**

Annual Wollongong On Campus

**Credit Points:** 12**Contact Hours:** Refer to Faculty**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**

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** Refer to Faculty**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**

Spring Wollongong On Campus

Spring Bega On Campus

Spring Batemans Bay On Campus

Spring Shoalhaven On Campus

Spring Moss Vale On Campus

Autumn Wollongong On Campus

**Credit Points:** 6**Contact Hours:** 2L, 1T**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.