

UNSW LIBRARY

50

S S H L

5378.94405/NEW/11

SHELF

THE UNIVERSITY OF  
NEW SOUTH WALES



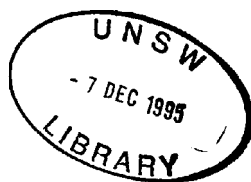
*Faculty of  
Commerce  
and Economics*

# HANDBOOK

1996



THE UNIVERSITY OF  
NEW SOUTH WALES



*Faculty of  
Commerce  
and Economics*

# HANDBOOK

1996

Subjects, courses and any arrangements for courses including staff allocated as stated in this Handbook are an expression of intent only. The University reserves the right to discontinue or vary arrangements at any time without notice. Information has been brought up to date as at 1 November 1995, but may be amended without notice by the University Council.

## **CREDIT POINTS - IMPORTANT NOTE**

From 1996, UNSW is introducing a university wide credit point system for all subjects offered to both undergraduate and postgraduate students. The system will mean that a subject will have the same credit point value irrespective of which faculty's course it is counting towards. Students will be able to determine the value of subjects taken from other faculties when planning their programs of study. The student load for a subject is calculated by dividing the credit point value of a subject by the total credit points required for the standard program for that year of the course. Student load is used to determine both HECS and overseas student fees. Students who take more than the standard load for that year of a course will pay more HECS.

Old subject measures have been replaced by new university credit points. Every effort has been made to ensure the accuracy of the credit point values shown for all subjects. However, if any inconsistencies between old and new credit point measures cause concern, students are advised to check with their faculty office for clarification before making 1996 subject selections based on the credit points shown in this handbook.

**The address of the University of New South Wales is:**

**The University of New South Wales  
SYDNEY 2052 AUSTRALIA**

**Telephone: (02) 385 1000**

**Facsimile: (02) 385 2000**

**Email: [RecordsAdmin@UNSW.edu.au](mailto:RecordsAdmin@UNSW.edu.au)**

**Telegraph: UNITECH, SYDNEY**

**Telex: AA26054**

**©The University of New South Wales 1995**

Designed and published by the Publications Section, The University of New South Wales  
Printed by Craft Printing Industries, Australia

**ISSN 1323-787X**



<b>Introduction</b>	<b>1</b>
<b>Calendar of Dates</b>	<b>3</b>
<b>Staff</b>	<b>5</b>
<b>Handbook Guide</b>	<b>11</b>
<b>Faculty Information</b>	<b>13</b>
Some People Who Can Help You .....	13
Higher School Certificate Prerequisites .....	13
Faculty of Commerce and Economics Enrolment Procedures .....	13
Examinations .....	13
Computing at UNSW .....	14
Faculty of Commerce and Economics Library Facilities .....	14
Students With Disabilities .....	15
Student Equity .....	15
Equal Opportunity in Education Policy Statement .....	15
Student Clubs and Societies .....	16
General Education Program .....	18
<b>Information on Schools and Disciplines</b>	<b>21</b>
School of Accounting .....	21
School of Asian Business and Language Studies .....	22
School of Banking and Finance .....	22
School of Business Law and Taxation .....	22
School of Economics .....	23
School of Industrial Relations and Organisational Behaviour .....	23
School of Information Systems .....	24
School of Marketing .....	24
Professional Recognition of Courses Offered by the Faculty .....	24
<b>Course Outlines Undergraduate Study</b>	<b>27</b>
Undergraduate Courses Offered in 1996 .....	27
Rules Governing the Award of the Degrees of Bachelor of Commerce and Bachelor of Economics .....	32
<b>Disciplinary Streams</b> .....	<b>35</b>
Accounting .....	35
Accounting Honours .....	36

Accounting Co-op Program .....	37
Asian Studies (BEc students only) .....	38
Business Economics (BCom students only) .....	38
Business Statistics (BCom students only) .....	39
Commercial Legal Studies .....	40
Economics (BEc students only) .....	40
Economics Honours (BEc students only) .....	42
Econometrics (BEc students only) .....	42
Econometrics Honours (BEc students only) .....	43
Economics/Econometrics (BEc students only) .....	44
Economics/Econometrics Honours (BEc students only) .....	44
Economic History (BCom students only) .....	45
Economic History (BEc students only) .....	45
Economic History Honours (BEc students only) .....	46
Finance .....	47
Finance Honours .....	47
German Studies .....	48
Hospitality Management (BCom students only) .....	49
Human Resource Management .....	49
Human Resource Management Honours .....	50
Industrial Relations .....	51
Industrial Relations Honours .....	51
Information Systems .....	52
Information Systems Honours .....	53
Information Systems and Management Co-op Program .....	54
Japanese Studies .....	55
Japanese Studies Honours .....	56
Japanese Studies Advanced Program .....	56
Japanese Studies Advanced Program Honours .....	57
Marketing .....	57
Marketing Honours .....	58
Undergraduate Thesis .....	58

## **Combined Commerce/Law Courses, Economics/Law Course and Commerce/Science Course**

**59**

Combined Courses leading to award of Degrees of:

Bachelor of Commerce/ Bachelor of Laws and

Bachelor of Economics/Bachelor of Laws .....

59

Rules Relating to the Bachelor of Commerce/Bachelor of Laws Course and  
the Bachelor of Economics/ Bachelor of Laws Course .....

59

4732 Bachelor of Commerce (Accounting)/Bachelor of Laws .....

60

4735 Bachelor of Commerce (Finance)/Bachelor of Laws .....

60

4750 Bachelor of Commerce (Industrial Relations)/Bachelor of Laws .....

61

4736 Bachelor of Commerce (Information Systems)/Bachelor of Laws .....

61

4710 Bachelor of Commerce (Marketing)/Bachelor of Laws .....

62

4745 Bachelor of Economics/Bachelor of Laws .....

62

Combined Courses leading to award of Degrees of Bachelor of Commerce

Bachelor of Science .....

63

3996 Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics) .....

64

## **Subject Descriptions Undergraduate Study**

**65**

Accounting .....

65

Commercial Legal Studies (School of Business Law and Taxation) .....

68

Economic History (School of Economics) .....

69

Econometrics/ Business Statistics (School of Economics) .....

72

Economics/ Business Economics (School of Economics) .....

74

Finance (School of Banking and Finance) .....

78

German Studies .....

81

Hospitality Management (School of Marketing).....	81
Human Resource Management and Industrial Relations (School of Industrial Relations and Organisational Behaviour) .....	82
Information Systems.....	85
Japanese Studies (School of Asian Business and Language Studies) .....	88
Korean (School of Asian Business and Language Studies) .....	91
Law.....	91
Marketing .....	97
Mathematics.....	99

<b>Course Outlines Graduate Study</b> .....	<b>103</b>
Course Requirements for the Degree of Master of Commerce (Honours).....	103
<b>School of Accounting</b> .....	<b>103</b>
2570 Master of Commerce (Honours).....	103
<b>School of Banking and Finance</b> .....	<b>104</b>
2574 Master of Commerce (Honours) .....	104
<b>School of Economics</b> .....	<b>104</b>
<b>Department of Economic History</b> .....	<b>104</b>
2573 Master of Commerce (Honours).....	104
<b>Department of Econometrics</b> .....	<b>104</b>
2572 Master of Commerce (Honours) .....	104
<b>Department of Economics</b> .....	<b>104</b>
2571 Master of Commerce (Honours).....	104
<b>School of Industrial Relations and Organisational Behaviour</b> .....	<b>105</b>
2576 Industrial Relations.....	105
2577 Organisational Behaviour .....	105
2578 Human Resource Management .....	105
<b>School of Information Systems</b> .....	<b>105</b>
2575 Master of Commerce (Honours).....	105
<b>School of Marketing</b> .....	<b>105</b>
2580 Master of Commerce (Honours).....	105
Course Objectives and Requirements for the Degree of Master of Commerce .....	106
Course Objectives and Requirements for the Graduate Diploma .....	110

<b>Subject Descriptions Graduate Study</b> .....	<b>115</b>
Accounting.....	115
Business Statistics (School of Economics, Department of Econometrics) .....	120
Commercial Legal Studies and Taxation Studies (School of Business Law and Taxation) .....	122
Economic History (School of Economics, Department of Economic History) .....	124
Economics (School of Economics, Department of Economics).....	125
Finance (School of Banking and Finance) .....	128
Hospitality Management (School of Marketing).....	130
Human Resource Management, Industrial Relations and Organisation and Management Studies (School of Industrial Relations and Organisational Behaviour) .....	131
Information Systems.....	137
Japanese Business Studies (School of Asian Business and Language Studies) .....	139
Marketing .....	141

<b>Conditions for the Award of Degrees</b> .....	<b>145</b>
<b>First Degrees</b> .....	<b>145</b>
<b>Higher Degrees</b> .....	<b>145</b>
Doctor of Philosophy(PhD).....	148
Master of Commerce (Honours) (MCom(Hons)) .....	150

Master of Commerce (MCom) .....	152
Master of Commerce (Customised) (MCom) .....	152
Graduate Diploma (GradDip) .....	153
Graduate Diploma in Commerce (Customised) (GradDip).....	154

---

<b>Scholarships and Prizes</b>	<b>155</b>
--------------------------------	------------

<b>Scholarships</b>	
---------------------	--

Undergraduate .....	155
---------------------	-----

Graduate .....	158
----------------	-----

<b>Prizes</b>	
---------------	--

Undergraduate .....	163
---------------------	-----

Undergraduate and Graduate .....	166
----------------------------------	-----

Graduate .....	167
----------------	-----

---

# Introduction

Welcome to the Faculty of Commerce and Economics. One of the primary aims of the Faculty is to offer both graduate and undergraduate courses which are relevant to a wide range of careers and professional interests in the commercial and industrial world, in the public service, and in teaching at both the secondary and tertiary level. Graduates of the Faculty are held in high regard and are eagerly sought by the business community. The Faculty has produced outstanding leaders in industry, government, politics, the trade union movement and academia. The Faculty is concerned to combine the strong development of fundamental conceptual issues with an emphasis upon the application of knowledge in the disciplines of commerce and economics.

A feature of both undergraduate and postgraduate courses in the faculty are core subjects that provide a foundation for subsequent specialisation.

At the undergraduate level the Faculty offers the Bachelor of Commerce, the Bachelor of Economics and the Bachelor of Commerce (Marketing and Hospitality Management) degrees. It is possible to combine the Bachelor of Commerce or Bachelor of Economics with a Bachelor of Laws degree and the Bachelor of Commerce majoring in finance with a specialised Bachelor of Science degree in mathematics. The Bachelor of Commerce allows students to major or double major, and take options from a range of disciplines. Disciplinary studies are offered in: accounting, business economics, business statistics, economic history, finance, information systems, industrial relations, human resource management, Japanese studies at an introductory or advanced level, commercial legal studies, and marketing. The Bachelor of Economics provides a thorough education in economics econometrics and/or economic history with the possibility of taking major or optional studies in other disciplines of the Faculty. The Bachelor of Commerce (Marketing and Hospitality Management) is an innovative four year program which combines skills training at TAFE and a degree with a double major. A four year Accounting Co-op Program, which permits co-majors in finance or economics, provides scholarships and opportunities for students to combine industrial experience with studies. A new four year Co-op Program in Information Systems and Management will commence in 1996.

Students are encouraged to aim for excellence, to upgrade from the undergraduate pass level to Honours, and to continue on to postgraduate study.

At the graduate level, the Faculty offers the Master of Commerce and a Graduate Diploma in Commerce, both of which are directed towards the development of professional and management skills through study of the major disciplines of the Faculty. In addition, the Faculty has strong research training programs leading to either the Master of Commerce (Honours) or the Doctor of Philosophy. Recent initiatives by the Faculty are providing new opportunities for studying management accounting, at the graduate level, by open learning mode; for corporate sponsored groups to study professional accounting through a customised program; and the Faculty is proud of its initiatives to offer the Master of Commerce in international accounting in agreement with Guangzhou University in China.

The Faculty continues to review and redesign courses and subjects in the light of research, teaching experience, the practical needs of employers, and student feedback. This ensures that the education provided remains closely focused on meeting the needs of both students and employers. This aim is assisted by the substantial interaction between the community and the Faculty through its research centres - the Centre for Advanced Empirical Software Research, the Centre for Applied Economic Research, the Japanese Economic and Management Studies Centre, the Australian Centre for Management Accounting Development, the Centre for Franchise Studies, the National Centre for Banking and Capital



Markets, the Information Technology Research Centre, the Industrial Relations Research Centre, and its consulting and continuing education activities in both the public and private sectors.

I encourage you to contact course advisers in the faculty if you have any questions about our courses, or need support as a student of the Faculty. I sincerely hope your experience with the Faculty is memorable, perhaps challenging, and ultimately rewarding. Again, I welcome you to the Faculty of Commerce and Economics.

R. A. Layton  
Dean

---

# Calendar of Dates

The academic year is divided into two sessions, each containing 14 weeks for teaching. Between the two sessions there is a break of approximately six weeks, which includes a one-week study period, two weeks for examinations, and three weeks recess. There is also a short recess of one week within each session.

Session 1 commences on the Monday nearest 1 March.

## Faculties other than Medicine, AGSM and University College

	1996	1997
<b>Session 1</b> (14 weeks)	4 March to 4 April 15 April to 14 June	3 March to 27 March 7 April to 13 June
<b>Mid-session recess</b>	5 April to 14 April	28 March to 6 April
<b>Study period</b>	15 June to 20 June	14 June to 19 June
<b>Examinations</b>	21 June to 9 July	20 June to 8 July
<b>Mid-year recess</b>	10 July to 28 July	9 July to 27 July
<b>Session 2</b> (14 weeks)	29 July to 27 September 8 October to 8 November	28 July to 26 September 7 October to 7 November
<b>Mid-session recess</b>	28 September to 7 October	27 September to 6 October
<b>Study period</b>	9 November to 14 November	8 November to 13 November
<b>Examinations</b>	15 November to 3 December	14 November to 2 Dec

---

## Important dates for 1996

### January

M 1	New Year's Day - Public Holiday
M 15	Medicine IV - Term 1 begins
Th 18	Medicine V - Term 1 begins
F 26	Australia Day - Public Holiday
T 30	Enrolment period begins for new undergraduate students and undergraduate students repeating first year

### February

M 12	AGSM Open Learning GMQ and GDM programs - Semester 1 begins
M 26	Medicine VI - Term 2 begins
	AGSM MBA program - Year 1 classes - Term 1 begins

### March

F 1	Last day for acceptance of provisional enrolment by re-enrolling students
M 4	Session 1 begins for faculties other than Medicine and AGSM
	AGSM MBA program - Year 2 classes - Term 1 begins
F 15	University College, ADFA - Session 1 begins
	Last day applications are accepted from students to enrol in Session 1 or whole year subjects
Su 17	Medicine IV - Term 1 ends
M 18	Medicine IV - Term 2 begins
Su 24	Medicine V - Term 1 ends
Su 31	Last day for students to discontinue without failure subjects which extend over Session 1 only
	HECS Census Date for Session 1

**April**

M 1	Medicine V - Term 2 begins
F 5	Good Friday - Public Holiday Mid-session recess begins for faculties other than Medicine, AGSM and University College, ADFA
S 6	Easter Saturday - Public Holiday
M 8	Easter Monday - Public Holiday
Su 14	Mid-session recess ends for faculties other than Medicine, AGSM and University College, ADFA
M 15	Medicine VI - Term 2 ends
Su 21	Medicine VI - Recess begins
M 22	Medicine VI - Recess ends
M 22	Medicine VI - Term 3 begins
Th 25	Anzac Day - Public Holiday
Su 28	Medicine IV - Term 2 ends
M 29	Medicine IV - Recess begins

**May**

S 4	University College, ADFA - May recess begins
Su 5	Medicine IV - Recess ends
M 6	Medicine IV - Term 3 begins
F 10	AGSM MBA program - all classes - Term 1 ends
M 13	AGSM MBA program - all classes - Examinations begin
F 14	Publication of provisional timetable for June examinations
F 17	AGSM MBA program - all classes - Examinations end
Su 19	University College, ADFA - May recess ends
W 22	Last day for students to advise of examination clashes
S 25	AGSM Open Learning GDM program - Semester 1 ends AGSM Open Learning GDM program - Examination

**June**

S 1	AGSM Open Learning GMQ program - Semester 1 ends AGSM Open Learning GMQ program - Examination
Su 2	Medicine V - Term 2 ends Medicine VI - Term 3 ends
M 3	AGSM MBA program - all classes - Term 2 begins Medicine VI - Term 4 begins
T 4	Publication of timetable for June examinations
M 10	Queen's Birthday - Public Holiday
T 11	Medicine V - Term 3 begins
F 14	Session 1 ends for faculties other than Medicine, AGSM and University College, ADFA
S 15	Study recess begins for faculties other than Medicine, AGSM and University College, ADFA
Su 16	Medicine IV - Term 3 ends
M 17	Medicine IV - Term 4 begins
Th 20	Study recess ends for faculties other than Medicine, AGSM and University College, ADFA
F 21	Examinations begin for faculties other than Medicine, AGSM and University College, ADFA
S 22	University College, ADFA - Session 1 ends
M 24	University College, ADFA - Mid-year recess begins
F 5	University College, ADFA - Examinations begin
T 9	Examinations end for faculties other than Medicine, AGSM and University College, ADFA
W 10	Mid-year recess begins for faculties other than Medicine, AGSM and University College, ADFA
M 15	AGSM Open Learning GMQ and GDM programs - Semester 2 begins
Su 21	University College, ADFA - Mid-year recess ends
M 22	University College, ADFA - Session 2 begins
F 26	Medicine VI - Term 4 ends
S 27	Medicine VI - Recess begins
Su 28	Mid-year recess ends for faculties other than Medicine, AGSM and University College, ADFA
M 29	Session 2 begins for faculties other than Medicine, AGSM and University College, ADFA

**August**

Su 4	Medicine VI - Recess ends
M 5	Medicine VI - Term 5 begins
F 9	Last day applications are accepted from students to enrol in Session 2 subjects Last day for students to discontinue without failure subjects which extend over the whole academic year AGSM MBA program - all classes - Term 2 ends
Su 11	Medicine IV - Term 4 ends Medicine V - Term 3 ends
M 12	AGSM MBA program - all classes - Examinations begin
F 16	Medicine IV - Recess begins
Su 18	AGSM MBA program - all classes - Examinations end
M 19	Medicine IV - Recess ends
S 31	Medicine IV - Term 5 begins Medicine V - Term 4 begins Last day for students to discontinue without failure subjects which extend over Session 2 only HECS Census Date for Session 2

**September**

M 2	AGSM MBA program - all classes - Term 3 begins
S 7	Open Day
Su 15	Medicine VI - Term 5 ends
M 16	Medicine VI - Term 6 begins
F 27	Closing date for applications to the Universities Admission Centre
S 28	Mid-session recess begins for faculties other than Medicine and AGSM
Su 29	University College, ADFA - September recess begins
M 30	Medicine IV - Term 5 ends Medicine IV - Term 6 begins

**October**

M 7	Labour Day - Public Holiday Mid-session recess ends for faculties other than Medicine and AGSM
T 8	University College, ADFA - September recess ends Publication of provisional timetable for November examinations
W 16	Last day for students to advise of examination clashes
Su 20	Medicine V - Term 4 ends
F 25	University College, ADFA - Session 2 ends
S 26	AGSM Open Learning GDM program - Examination
Su 27	Medicine VI - Term 6 ends
M 28	University College, ADFA - Examinations begin
T 29	Publication of timetable for November examinations

**November**

S 2	AGSM Open Learning GDM program - Semester 2 ends
F 8	AGSM Open Learning GDM program - Examination Session 2 ends for faculties other than Medicine, AGSM and University College, ADFA
S 9	AGSM MBA program - all classes - Term 3 ends Study recess begins for faculties other than Medicine, AGSM and University College, ADFA
Su 10	AGSM Open Learning GMQ program - Semester 2 ends
M 11	AGSM Open Learning GMQ program - Final Examination
Su 10	Medicine IV - Term 6 ends
M 11	AGSM MBA program - all classes - Examinations begin
Th 14	Study recess ends for faculties other than Medicine, AGSM and University College, ADFA
F 15	Examinations begin for faculties other than Medicine, AGSM and University College, ADFA
	University College, ADFA - Examinations end AGSM MBA program - all classes - Examinations end

**December**

T 3	Examinations end for faculties other than Medicine, AGSM and University College, ADFA
W 25	Christmas Day - Public Holiday
Th 26	Boxing Day - Public Holiday

Comprises Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems and Marketing; Centre for Applied Economic Research; Industrial Relations Research Centre, and Japanese Economic and Management Studies Centre.

**Dean**

Professor R. A. Layton

**Presiding Member**

Professor J. Piggott

**Associate Dean (Academic Administration)**

Dr P. Luey

**Associate Dean (Development)**

William Peter Birkett, MEd Syd., FCPA

**Director of Community and Business Education**

David Leonard Clark, BEd PhD Syd.

**Director of the Centre for Continuing Professional Education in Commerce**

Vacant

**Executive Officer**

Diane Jennifer Dwyer, BCom UNSW

**Senior Administrative Officer**

Rene Calderon Garcia, BA Philippines

**Administrative Officer**

Robert Reid, BA Monash, MA UNSW

**Administrative Assistants and Secretarial Support**

Nora Chee, BA Macarthur

Lyn Kerin

Sylvia Russell

Brigitte Sousa, BSc UNSW

Alice Yau

---

## Programming Unit

**Computer Systems Officers**

Mary Ackerman, BCom UNSW, GradDipDp Nepean C.A.E.

Ba Toan Nguyen, BAppSc U.T.S.

Terry Rowlands, BSc Griff.

Jimmy Sadeli, BSc UNSW

---

## School of Accounting

**Professor of Accounting and Head of School**

Kenneth Thomas Trotman, MCom PhD UNSW, FCPA, FCA

**Professors of Accounting**

William Peter Birkett, MEd Syd., FCPA

Wai Fong Chua, BA PhD Sheff., CPA, ACA

Robert Graham Walker, BCom UNSW, MEd PhD Syd.,

ACA

**Associate Professors**

Peter Faser Luckett, BA *Macq.*, PhD *Syd.*, ASA  
 Malcolm Conrad Miller, MCom *UNSW*, FCA, FCPA, FCIS,  
 FCIM, FAIM  
 Roger Simnett, MEd *Monash*, PhD *UNSW*, FCPA

**Senior Lecturers**

Brian Booth, BCom *Qld.*, MCom *UNSW*, FCPA, AAUQ  
 Graham Bradley, BEc *Syd.*, MCom PhD *UNSW*, FCPA  
 Richard Donald Morris, BCom *Qld.*, MBA PhD *UNSW*,  
 AAUQ(Prov), FCPA  
 Christopher Poullas, MEd *Syd.*, PhD *UNSW*, FCPA  
 Baljit Kaur Sidhu, MCom *Otago*, PhD *Syd.*, ACA(NZ),  
 FCPA  
 Graham George Sullivan, BCom *Auck.*, BA *Syd.*, MBA  
*UNSW*, FCPA, FCA

**Lecturers**

Maria Barbera, MCom *UNSW*, ASA  
 Lynn Barkess, BBus *N.R.C.A.E.*, DipEd *Syd.C.A.E.*, MCom  
*UNSW*, CPA  
 Jane Alexa Baxter, BCom *W'gong.*, MCom PhD *UNSW*,  
 FCPA  
 Michael Leo Briers, BCom *Tas.*  
 Maria Cadiz, BSc *Philippines*, MCom *UNSW*  
 Rodney Coyte, BCom *Melb.*, MCom *UNSW*, AACSB  
 Robert Mariusz Czernkowski, BCom *Tas.*, ASA  
 Wendy Joy Green, MCom *UNSW*, CPA, ACA  
 Cameron Hooper, BAdmin *Griff.*, MCom *UNSW*  
 Janice Loftus, BBus *N.S.W.I.T.*, MCom *UNSW*  
 John Stanley Macmullen, BCom *UNSW*, CPA  
 Nonna Martinov, BA *Tas.*, BBus *Kuring-gai C.A.E.*, ACA  
 Rosina Mladenovic, MCom *UNSW*, ASA  
 Peter John Roebuck, MCom *UNSW*, ACA  
 Alfred Edward Fulton Rofe, BA LLB *Syd.*, BCom *UNSW*,  
 FCPA, ACIS, ACIM, ASIA  
 Axel Klaus-Dieter Schulz, MCom *UNSW*

**Associate Lecturers**

Tyron Carlin, BCom *UNSW*  
 Shirley Carlton, MCom *UNSW*, ACA  
 Suresh Cuganesan, BCom *UNSW*  
 Roger Gibson, BCom *UNSW*  
 Noel Harding, BEc *Macq.*  
 Robyn Moroney, BEc *LaT.*, MCom *Melb.*  
 Richard Petty, BBus BCom *U.W.S.*  
 Weng Ming Siow, BEc *Monash*, MCom *UNSW*, ACA, CPA  
 Monte Wynder, BCom *Qld.*, BBus *U.S.Q.*, ASA

**Visiting Fellow**

Gordon Howitt, BEc *Syd.*, MCom *UNSW*, ASTC, FCPA

**Administrative Officer**

Colin Withers, BA *UNSW*

---

## School of Asian Business and Language Studies

**Associate Professor and Head of School**

William Raymond Purcell, BCom PhD *UNSW*, DipJap  
*Kyoto Gaidai.*

**Director of Language Studies and Senior Lecturer**

Chihiro Kinoshita Thomson, BA *Gakushuin U.*, Tokyo, MEd  
*Edd Arizona State*

**Senior Lecturer**

Hiroshi Masumi-So, BA *Kansai Gaidai*, MA *Monash*

**Lecturers**

William Spencer Armour, MA DipEd *Syd.*  
 Yoshinori Sasaki, BA *Osaka*, MA *Hawaii*, PhD *Ill.*  
 Shizuko Schaefer, DipEd *Meisel*, Kobe *Gakuin U.*, Med  
*UNSW*  
 Seong-Chul Shin, BA *Sahmyook U.*, Seoul, MEd *Yonsei U.*,  
 MA *Macq.*

**Associate Lecturers**

Yumiko Hashimoto, BA *Meiji*, MA *UNSW*  
 Sumiko Iida, BEd *Osaka U. Ed*, MA GDip Higher Ed *UNSW*  
 Hirokazu Mashimo, BA *Wako U.*  
 Kazuo Okamoto, BA DipEd *Musashino Women's U.*, To-  
 kyoo, MA *Syd.*, MCom *UNSW*  
 Fusako Osho, BA DipEd *Jissen Women's U.*, MA *Syd*  
 Emi Otsuji, BA *Tokyo Joshi U.*  
 Kazuhiko Teruya, BA DipEd *Ryukyu U.*, MA *Syd.*

**Administrative Officer**

Masako Ogawa, BA *Curtin*, BA *Macq.*

---

## Japanese Economic and Management Studies Centre

**Director**

Associate Professor W. R. Purcell

**Deputy Director**

Roger March

**Administrative Officer**

Masako Ogawa



---

## School of Banking and Finance

### Professor of Finance and Head of School

Ian Gayford Sharpe, BS *S.Ill.*, MA PhD *Stan.*, AAB(Snr)

### Senior Lecturers

Vic Edwards, BEc *Syd.*, MEc *Macq.*  
 Fariborz Moshirian, BA *Tas.*, MEc PhD *Monash*, DipEc *N.E.*  
 Anthony James Sheraz Naughton, PhD MBA *Brad.*, FCCA  
 Gabriel Noti, BE BSc *Syd.*, DipENA(FinEcon) *Paris*, MBA  
 PhD *UNSW*, FCPA, ASIA  
 Toan My Pham, BEc *Tas.*, MCom *UNSW*  
 Ah Boon Sim, BA MA PhD *Concordia*  
 Tommy Stamland, Sæ *Norway*, MS PhD *UC Berkeley*  
 Jo-Ann Suchard, BCom *N'cle. (N.S.W.)*, MCom *UNSW*  
 Jian-Xin Wang, BS *Tsinghua*, MA *Kansas*, PhD *Northwestern*

### Lecturers

Marie Rosalie Degabriele, BCom *UNSW*, ASA, AAB(Snr)  
 Steven Dennis, BBA MS PhD *Kentucky*  
 Peter Docherty, MEc *Syd.*  
 Neil Esho, BEc *Syd.*  
 Andrew Jeffrey, BCom BSc *UNSW*, BBus *U.T.S.*  
 Li-Anne Elizabeth Woo, BCom *UNSW*  
 Henry Ying Kuen Yip, BEc *Macq.*

### Associate Lecturers

James Bartle, MCom *UNSW*  
 Andrew Chalmers, BBS MBS *Massey*  
 Kingsley Yuen Lung Fong, BCom *UNSW*  
 Lucie Marie Leonie Ghosh, BSc *N.E.H. Rotterdam*, MCom  
 DipEd *UNSW*  
 Gregory Herder, MSc *Witw.*, LLM *Syd.*, MBA *UNSW*, ASA,  
 ASIA

### Visiting Professor

Arthur Moreau, BA *Syracuse*, BS MBA *Bradley*, PhD *Iowa*

### Computer Systems Officer

Vacant

### Administrative Assistant

Inge Mayne

### Lecturers

Cyril William Butcher, LLB *Well.*, LLM *Syd.*  
 Bruce Davidson Gordon, BA *Oregon State*, LLB *UNSW*  
 Anne Margaret McNaughton, BA *N'cle. (N.S.W.)*, LLB  
*UNSW*, LLM *Tueb. Germ.*  
 Frank Zumbo, BCom *UNSW*, LLB *Syd.*, LLM *UNSW*

### Associate Lecturers

Anil Chabbildas Hargovan, BA LLB *Natal*, LLM *Monash*  
 Michael James Legg, BCom *UNSW*

### Visiting Fellow

Albert William Lacey, AM, LLB *Syd.*, PhD *Lond.*, MBSC

---

## School of Economics

### Professor of Econometrics and Head of School

Ronald Anthony Bewley, BA *Sheff.*, PhD *UNSW*

### Professor of Statistics

Nanak Chand Kakwani, MA PhD *Delhi*, FASSA

### Professors of Economics

Ross David Milbourne, MCom *UNSW*, PhD *Calif.*  
 John Piggott, BA *Syd.*, MSc PhD *Lond.*

### Visiting Professors of Economics

Murray Chivers Kemp, BCom MA *Melb.*, PhD *Johns H.*  
 John Warwick Neville, BA *W.A.*, MA PhD *Calif.*, Hon. DSc  
*UNSW*, FASSA

### Executive Assistant to Head of School

David Meredith

### Computer Systems Officer

Nadia Blum, BEc *Bratislava*

### Administrative Assistant

Sue Nelson

---

## Department of Econometrics

### Senior Lecturer and Head of Department

Nripesh Podder, MA *Calc.*, PhD *UNSW*

### Associate Professors

Anthony David Owen, BA *Leic.*, MA PhD *Kent*, FSS  
 Eric Richard Sowe, BEc *Syd.*, BSc PhD *UNSW*, MSc  
*Lond.*

### Senior Lecturers

John Alton Zerby, MA *Penn. State and Vanderbilt*, MCIT

### Lecturers

John Raymond Ablett, BCom *UNSW*, MA *Brussels*  
 Lance Alexander Fisher, BA *Macq.*, MCom *UNSW*, PhD  
*Minn.*  
 Kevin Fox, MCom *Cant.*, MA *Brit. Col.*  
 Jane Murray, BEc *A.N.U.*, PhD *Syd.*  
 Alan Tze-kin Wan, BEc *Syd.*, MCom, PhD *Cant.*

---

## School of Business Law and Taxation

### Associate Professor and Head of School

Andrew Llewellyn Terry, LLM *Cant.*

### Professor of Accounting

John Lawrence Ryan, BA *St. Thomas*, BCL *New Br.*, PhD  
*Lond.*

### Senior Lecturers

Peter Desmond Giugni, LLM *Syd.*, MSocSc *UNSW*  
 Christopher John Taylor, BA LLM *Syd.*

**Associate Lecturers**

Judith Frances Watson, BCom *UNSW*  
 Louis Yeung, BSc *Makerere, MA Manc., Cert HE, UNSW*

---

**Department of Economic History****Senior Lecturer and Head of Department**

Barrie Drummond Dyster, MA *Syd.*, PhD *Tor.*

**Associate Professors**

Ian Clifford Inkster, BA *E.Anglia*, PhD *Sheff.*, FRHistS  
 John Albert Perkins, BScEcon *Hull*, PhD *UNSW*

**Senior Lecturers**

David Leonard Clark, BEc PhD *Syd.*  
 David Meredith, BA PhD *Exe.*

**Vice Chancellor's Post-Doctoral Fellow**

Deborah Jayne Oxley, BA PhD *UNSW*

---

**Department of Economics****Senior Lecturer and Head of Department**

John Kees Lodewijks, BEc *Syd.*, MEd *N.E.*, MA PhD *Duke*

**Associate Professors**

Robert Maxwell Conlon, MCom PhD *UNSW*  
 Geoffrey Harold Kingston, BA PhD *A.N.U.*  
 Behara Bhaskara Rao, BA *And.*, MA *Ban.*, BSc *Lond.*, PhD *UNSW*

**Senior Lecturers**

Christian Marie Alaouze, BAgSci MAgSci *Melb.*, MA PhD *Wisc.*  
 Geoffrey Francis Fishburn, BA PhD *UNSW*  
 Peter Robert Thomas Kriesler, BEc MEd *Syd.*, PhD *Cant.*  
 Paul Luey, BA *H.K.*, PhD *Edin.*  
 Mehdi Siamak Monadjemi, BS *Utah*, MS PhD *Ill.*  
 Glen Otto, BA *Qld.*, MA *A.N.U.*, PhD *Qu.*  
 Trevor Robert Stegman, BCom PhD *UNSW*  
 Truong Phouc Truong, BE *W.A.*, MA MEngSc *Syd.*, PhD *Macq.*  
 Neil Alastair Warren, BCom PhD *UNSW*  
 Geoffrey Herbert Waugh, BSc *Syd.*, MCom PhD *UNSW*

**Lecturers**

Garry Barrett, BEc *Syd.*, MA PhD *Br.Col.*  
 Mark Andrew Crosby, BEc *Adel.*, MA PhD *Qu.*  
 Diane Susan Enahoro, MCom *UNSW*, DipEd *Syd.*  
 Joshua Samuel Gans, BEc *Qld.*  
 Robert Hill, BA *York*, MA PhD *Br.Col.*  
 Andrew Chi Kuen Lo, BA *Melb.*, MA *UNSW*  
 Paul Pezanis-Christou, Maitrise DEA *Aix-Marseilles*, PhD *EUI*  
 Robin Ellen Stonecash, BA *Swarthmore*, MS *Wis.*, PhD *UNSW*  
 Graham Voss, BA *Vic.Br.Col.*, MA *McM.*, PhD *Qu.*  
 Jianguo Wang, BA *Wuhan*, MBA *Leuven*, MPhil *H.K.*, PhD *Monash*

---

**Centre for Applied Economic Research****Director**

Professor J. W. Neville

**Administrative Assistant**

Sandra Escobar

---

**School of Industrial Relations and Organisational Behaviour****Professor and Head of School**

Michael Quinlan, BEc PhD *Syd.*

**Associate Professor**

Braham Dabscheck, MEd *Monash*

**Senior Lecturers**

Allan Bordow, BS *Wis.*, MA *Columbia*, PhD *Colorado*  
 Anthony Francis Donovan, MA PhD *N.U.I.*  
 John Mathews, BSc *LSE*, MSc PhD *Lond.*

**Lecturers**

Bradon Ellem, BA *Ston.*, MA *Warw.*, PhD *W'gong.*  
 Ian Hampson, BA *Victoria*, MA *Macq.*, PhD *W'gong.*  
 John Holt, BA *CUC*, BSc *N'cle.(N.S.W.)*  
 David Morgan, BA *Flin.*  
 John Shields, BA *A.N.U.*, PhD *Syd.*  
 Lucy Taksa, BA *UNSW*, PhD *UNSW*  
 Christopher Wright, BEc PhD *Syd.*

**Associate Lecturers**

Dianne Fieldes, BA *A.N.U.*, DipEd *Syd.*  
 Suzanne Hammond, BA *LaT.*  
 Michael O'Donnell, BA *Dublin*, MA *PCL*

---

**Industrial Relations Research Centre****Director**

John Mathews

**Research Associates**

Professor Michael Quinlan  
 Dr B. Ellem  
 Dr B. Hesketh  
 Dr J. Mathews  
 Dr L. Taksa  
 Ms S. Hammond

## School of Information Systems

### Associate Professor and Head of School

Robert Hugh Edmundson, MCom PhD UNSW

### Professors of Information Systems

David Ross Jeffery, BCom Qld., MCom PhD UNSW  
Michael John Lawrence, BSc BE Syd., MS PhD Calif.

### Associate Professor

Marcus John O'Connor, MCom PhD UNSW, MACS

### Senior Lecturers

Donald Day, BBAJ Missouri, MA American, PhD Syracuse,  
MACS, MACM, MAIS  
Steve Elliot, BA Syd., MAppSci U.T.S., PhD Warw., MACS,  
MBCS  
Colin Freeman, BSc Adel., MSc Sheff., AALA, MinFisc  
Rodger Jamieson, MCom UNSW, ACA, MACS, CISA,  
MAIRM  
Graham Cedric Low, BE PhD Qld., MChemE

### Lecturers

John D'Ambra, BBus U.T.S., MCom UNSW, MACS  
Ben Cheng, BSc MCom UNSW, AACSB  
Geoffrey Dick, BBus U.S.Q., MCom UNSW, FCPA, AACSB  
Hugo Rehesaar, BA Syd., MCom UNSW, MACS, AIMM  
Janet Smith, BSc Bristol, MSc U.T.S.  
Gregory Marshall Stephens, MCom UNSW, ASA, CISA,  
AIMM  
Richard Webby, BCom PhD UNSW, MAIS

### Associate Lecturers

Mike Berry, BBus U.T.S.  
Melih Handzic, MSc Sarajevo  
Peter Parkin, MSc MA Massey  
Christine Van Toorn, BCom UNSW, ASA, CISA, ISACA

### Administrative Assistant

Millie Mark, BEc Monash

### Computer Systems Officers

Mary Ackerman, BCom UNSW, GradDip Dp Nepean  
C.A.E.  
Martin Fong, BAppSc R.M.I.T.  
Terry Rowlands, BSc Griff.

## School of Marketing

### Associate Professor and Head of School

George Holmes, DipM Liv.Poly., MA Lanc.

### Professor of Marketing

Roger Alexander Layton, MEc Syd., FAIM

### Adjunct Professor in Hospitality Management

William Ted Wright, BA Nebraska

### Senior Lecturers

Charles Beard, BSc PhD Manch.  
Margaret Craig-Lees, BA U.T.S., MA PhD UNSW  
Michael Simons, LLB Melb., MA Macq., GradDipEd U.T.S.,  
FCIA, ATRIF  
David Turner, BArch Syd., FRAIA

### Lecturers

Marion Burford, BSc Syd., MCom UNSW  
Richard Carter, BCom Guelph, MBA Melb.  
Chris Dubelaar, BASC Wat., MBA Laurier, PEng Ontario  
Michael Edwardson, DipHotelMgt Tas., BA GradDip  
AppPsych Chisholm I.T., MA Melb., MAPSS  
Lynne Freeman, MAME Lanc., DipAm I.M., DipMr  
M.R.S.(U.K.), MIM, MMRS  
Robert Maclean Hall, BA N'cle.(N.S.W.), PhD Macq.  
Shirley Hicks, BBus Qld., MCom UNSW  
Paul Henry, BBus U.T.S., MCogSc UNSW  
Roger St George March, BA DipEd Syd.  
Julie Morgan, MCom UNSW

### Associate Lecturers

Mary Caldwell, BCom UNSW  
Andrew Catsaras, MCom UNSW  
Julie Hargreaves, BE W'gong., GradDip(Bus) Edith Cowan  
Alistair Marshall, MA Well.  
Cathi McMullen, BCom UNSW  
Shalika Subasinghe, BCom Colombo, MBA New Hamp-  
shire  
Megan Twibill, BCom UNSW

### Administrative Officer

Nadia Withers, BA UNSW



---

# Handbook Guide

This Handbook is divided into two main sections comprising undergraduate study and graduate study. Course outlines are presented in each section providing a guide to the degrees within organisational units. This is followed by a full listing of subject descriptions in each section which provide details of subject content, contacts, session and prerequisite details.

As changes may be made to information provided in this Handbook, students should frequently consult the noticeboards of the schools and the official noticeboards of the University.

## Information Key

The following key provides a guide to abbreviations used in this book:

---

<b>CP</b>	credit points
<b>F</b>	full year (Session 1 plus Session 2)
<b>HPW</b>	hours per week
<b>L</b>	lecture
<b>P/T</b>	part-time
<b>S</b>	seminar
<b>S1</b>	Session 1
<b>S2</b>	Session 2
<b>S3</b>	full year (Session 1 plus Session 2)
<b>SS</b>	single Session, but which Session taught is not known at time of publication
<b>T</b>	tutorial/laboratory
<b>WKS</b>	weeks of duration
<b>X</b>	external
<b>X1</b>	Summer Session

---

## Prefixes

The identifying alphabetical prefixes for each organisational unit offering subjects to students in the Faculty of Commerce and Economics follow.

---

Prefix	Organisational Unit	Faculty/Board
ACCT	School of Accounting	Commerce & Economics
ECOH	Department of Economic History	Commerce & Economics
ECON	School of Economics, Departments of Econometrics and Economics	Commerce & Economics
FINS	School of Banking & Finance	Commerce & Economics
GERG	Department of German & Russian Studies	Arts & Social Sciences
HOSP	School of Marketing	Commerce & Economics
INFS	School of Information Systems	Commerce & Economics



Prefix	Organisational Unit	Faculty/Board
IROB	School of Industrial Relations & Organisational Behaviour	Commerce & Economics
JAPN	School of Asian Business and Language Studies	Commerce & Economics
KORE	School of Asian Business and Language Studies	Commerce & Economics
LAWS	School of Law	Law
LEGT	School of Business Law & Taxation	Commerce & Economics
MARK	School of Marketing	Commerce & Economics
MATH	School of Mathematics	Science
REGS	Division of the Registrar & Deputy Principal	

---

## Some People Who Can Help You

If you require advice about enrolment, degree requirements, progression within courses or any other general matters, contact The Faculty of Commerce and Economics Students Centre, Ground Floor, John Goodsell Building: telephone (02) 385 3189, fax (02) 313 7767. The Students Centre is staffed between 9am and 7pm Monday to Thursday and Friday, between 9am and 5pm.

For information and advice about subject content and requirements, contact the appropriate schools/teaching units.

**Important:** As changes may be made to information provided in this Handbook, students should frequently consult the noticeboards of the schools/teaching units and the official noticeboards of the University.

---

## Higher School Certificate Prerequisites

The Bachelor of Commerce, Bachelor of Commerce (Marketing and Hospitality), Bachelor of Economics, Bachelor of Commerce/Bachelor of Science, Bachelor of Commerce/Bachelor of Laws and Bachelor of Economics/Bachelor of Laws courses require students to have achieved a prescribed standard in Mathematics at the Higher School Certificate, or equivalent, before an offer of a place will be made. In addition, a number of subjects offered in these courses require students to have achieved a prescribed standard in English at the Higher School Certificate, or equivalent, before enrolment in such subjects is permitted.

Current HSC prerequisites, where applicable, are listed in the section *Undergraduate Study: Subject Descriptions* later in this Handbook.

---

## Faculty of Commerce and Economics Enrolment Procedures

Interested applicants to the Faculty of Commerce and Economics should contact the Faculty of Commerce and Economics Students Centre or Undergraduate or Postgraduate Admissions.

New students are informed of enrolment procedures at the time of offer.

All re-enrolling undergraduate students of the Faculty must collect a re-enrolment, or provisional enrolment, package from the Faculty of Commerce and Economics Students Centre in November. The provisional enrolment form must be returned by December 22.

All re-enrolling postgraduate students of the Faculty are sent re-enrolment forms and instructions in late October.

---

## Subject Timetables

Separate undergraduate and postgraduate subject timetables are distributed to re-enrolling students before the end of the current year of study. Additional copies are available from the Faculty of Commerce and Economics Students Centre. New undergraduate students are allocated individual subject timetables at enrolment.

---

## Examinations

In subjects under the control of the various teaching units in the Faculty of Commerce and Economics the published grade will be determined on the basis of a composite mark which will include, on a weighted basis, the results of the final examination, other prescribed examinations, essays and assignments. The exact method of weighting the components of the composite mark may differ from subject to subject, but students are advised of the weighting at the commencement of each session.

## Supplementary Examinations

Students may be required to sit for an oral and/or written supplementary examination, which will normally be held in the two weeks preceding the commencement of Session 2 or in early January. In general, this opportunity will only be offered to a student who has been prevented from taking an end of session examination or who has been placed at a serious disadvantage during the examination and whose circumstances have improved considerably in the period since the examination was held.

Students are advised not to undertake programs with which they cannot cope adequately and re-enrolling students are encouraged to seek the advice of enrolling officers in the Faculty on this matter.

## Use of Calculators

The Faculty of Commerce and Economics has resolved to advise all students to equip themselves with a portable electronic calculator, preferably one which possesses, in addition to the four basic arithmetic functions, those involving discounting and present value calculations.

These calculators should be a valuable study aid in expediting the routine aspects of assigned practical exercises throughout the year in many subjects. Such calculators may also be permitted, subject to the discretion of individual examiners, in examinations for subjects taught in the Faculty.

---

## Computing at UNSW

The Division of Information Services (DIS) encompasses information technology and the University Library at UNSW.

Specific University information which is frequently updated is available on the World Wide Web (WWW) in the UNSW home page at <http://www.unsw.edu.au> which has an index to its contents which includes URLs <http://www.acsu.unsw.edu.au> and <http://www.misu.unsw.edu.au>. You can access this information from your workstation and in any computing laboratory with access to WWW through Mosaic or Netscape.

The information provided on the WWW includes more details about DIS information technology units such as points of contact for particular areas of responsibility and services provided.

---

## Faculty of Commerce and Economics Library Facilities

Students and staff of the Faculty of Commerce and Economics are mainly served by the Social Sciences and Humanities Library. Students in the Department of Legal Studies and Taxation also need to use the Law Library.

## The Social Sciences and Humanities Library

This library is designed to serve the specialized reference and research needs of staff, postgraduate students and undergraduate students.

All students are welcome to use the library and to borrow books from it. The Social Sciences and Humanities Library is on level 3 and 4 of the library building.

The Library has a computerized on-line catalogue which provides up-to-date information on books on loan or in Open Reserve. Reference Staff of the Social Sciences and Humanities Library are there to help you use the on-line catalogue. The on-line catalogue will tell you where in the Library the material you want is located.

Social Sciences and Humanities Librarian: Pam O'Brien

## Undergraduate Services

Open Reserve houses items set as required course reading. Closed Reserve houses copies of journal articles and some University lecture tapes. Items in Reserve may only be used for restricted periods of time. Open and Closed Reserve are on Level 2 of the main Library. Study Kits, which are collections of required readings, are available for purchase from Unicoopy.

Photocopying facilities are available: at Unicoopy, the main photocopying area on Level 2; in each of the special subject libraries; and in Open Reserve. Change and assistance are available from Unicoopy staff on Level 2.

Library tours are available at the beginning of Session 1 and self-guided tours are available throughout the year.

## The Law Library

This library caters principally for the library needs of staff and students in the Faculty of Law, but it is also responsible for the extensive collection on taxation. All students are welcome to use the library and borrow books from it. However, most of the materials required by students in the Department of Legal Studies and Taxation are held in the Open Reserve Section on level 2 of the University Library.

Law Librarian: Jackie Patrick

## Faculty of Commerce and Economics Library/Reading Room

Officer-in-charge: Vacant

The library/reading room for undergraduate honours and graduate students in the Faculty of Commerce and Economics is located on the first floor of the John Goodsell Building. The reading room contains books and periodicals covering a wide range of subjects, and provides photocopying facilities and CD Rom access.

During session the reading room is open from 9 am to 9 pm Mondays to Thursdays and 9 am to 5 pm on Fridays.

Out of session the hours are 9 am to 5 pm. The reading room is closed each day between 12.00 - 1.00 pm.

Students wishing to use these library facilities, should register at the Enquiry Desk located in Room 127 on the first floor of the building.

## Students With Disabilities

The University of New South Wales has a policy of equal opportunity in education and seeks wherever possible to ensure maximum participation of students with disabilities.

The University offers a range of assistance: examination support; specialised equipment; educational support; parking provisions; library assistance.

A Resource Guide for students and staff with disabilities and a map showing wheelchair access is available from the Co-ordinator for Disability Support Services, the EEO Unit, the Library, the Student Guild, and the Student Equity Unit.

It is advisable to contact the the Co-ordinator for Disability Support Services during the enrolment period, to discuss any support needs.

The the Co-ordinator for Disability Support Services can be contacted on 385 4770 or at the Student Equity Unit, in the East Wing of the Quadrangle Building.

## Student Equity

The University of New South Wales is committed to providing an educational environment that is free from discrimination and harassment. Both commonwealth and state anti-discrimination law requires the University not to discriminate against students or prospective students on the following grounds: sex, race/ethnicity, age, disability, sexual harassment, racial harassment, disability harassment, marital status, pregnancy, sexual preference, HIV/AIDS. Also included are acts of vilification on the grounds of: race and HIV/AIDS.

### Complaint/Disputes

The University has internal dispute handling procedures to deal with complaints against staff or other students. The Discrimination and Harassment Grievance Procedures are handled by the Student Equity Unit of the Equal Employment Opportunity Unit. Complaints that largely concern academic matters are usually handled through the Head of School.

### Advocacy and Support

Students can seek assistance getting disputes resolved, either in relation to discrimination or academic matters. Assistance can be sought from various areas in the University including:

Student Equity Unit; Student Guild Advocacy Service; Student Counselling; Equal Employment Opportunity Unit; Course Co-ordinators; Senior Academic Staff; Heads of School.

Students may be confident that their interests will be protected by the University if a complaint is lodged. This means

that students should not be disadvantaged or victimised because they have, in good faith, sought to assert their rights to equal opportunity in education.

## Equal Opportunity in Education Policy Statement

Under the Federal Racial Discrimination Act (1975), Sex Discrimination Act (1984), Disability Discrimination Act (1992) and the New South Wales Anti-Discrimination Act (1977), the University is required not to discriminate against students, or prospective students, on the grounds of sex, marital status, pregnancy, race, nationality, national or ethnic origin, colour, homosexuality or disability. Under the University of New South Wales Act (1989), the University declares that it will not discriminate on the grounds of religious or political affiliations, views or beliefs.

### University Commitment to Equal Opportunity in Education

As well as recognising its statutory obligations as listed, the University will eliminate discrimination on any other grounds which it deems to constitute disadvantage. The University is committed to providing a place to study free from harassment and discrimination, and one in which every student is encouraged to work towards her/his maximum potential. The University further commits itself to course design, curriculum content, classroom environment, assessment procedures and other aspects of campus life which will provide equality of educational opportunity to all students.

### Special Admissions Schemes

The University will encourage the enrolment of students who belong to disadvantaged groups through programs such as the University Preparation Program and the ACCESS Scheme. Where members of disadvantaged groups are particularly under-represented in certain disciplines, the responsible faculties will actively encourage their enrolment.

### Support of Disadvantaged Students

The University will provide support to assist the successful completion of studies by disadvantaged group members through such means as the Aboriginal Education Program, the Supportive English Program and the Learning Centre. It will work towards the provision of other resources, such as access for students with impaired mobility, assistance to students with other disabilities, the provision of a parents' room on the upper campus, and increased assistance with English language and communication.

### Course Content, Curriculum Design, Teaching and Assessment, and Printed Material

Schools and faculties will monitor course content (including titles), teaching methods, assessment procedures, written material (including study guides and Handbook and Calendar entries) and audiovisual material to ensure that they are not discriminatory or offensive and that they encourage and facilitate full participation in education by disadvantaged people.

### Equal Opportunity Adviser Scheme

The University will continue its Equal Opportunity Adviser Scheme for students who feel that they have been harassed or who consider they have been disadvantaged in their education by practices and procedures within the University.

### Harassment Policy

The University is committed to ensuring freedom from harassment for all people working or studying within the institution. It will continue to take action, including disciplinary action, to ensure that freedom from harassment is achieved.

---

## Student Clubs and Societies

Students have the opportunity of joining a wide range of clubs and societies. Many of these are affiliated with the Student Guild. There are numerous religious, social and cultural clubs and also many sporting clubs which are affiliated with the Sports Association.

Clubs and societies seeking to use the name of the University in their title, or seeking University recognition, must submit their constitutions either to the Student Guild or the Sports Association, if they wish to be affiliated with either of these bodies, or to the Registrar and Deputy Principal for approval by the University Council.

### Accounting Students' Register

The Australian Society of CPAs enables all accounting students to be affiliated to Australia's largest professional accounting body through the ASR. Membership of the ASR offers many services including: access to one of the best accounting libraries in Australia; discount on purchase price of the Members Handbook, which contains the Australian Accounting Standards (a required text); subscription to the Society journal, *The Australian Accountant*; and access to seminars and courses organised by the Society.

For further information and application forms for the Accounting Students' Register, contact the Education Officer, Australian Society of CPAs, P.O. Box Q290, Queen Victoria Building, Sydney, NSW 2000 or phone (02) 262 6200; or the Society's Liaison Officer on Campus, Monte Wynder, School of Accounting, Quadrangle 3127, telephone (02) 385 5824.

### AIESEC

AIESEC is an organisation of university students interested in creating international and cultural understanding through the development of tomorrow's global citizens - today.

AIESEC achieves this through two main programmes: Our International Exchange Programme and our Global Theme Programme.

Our International Exchange Programme enables us to exchange graduates from over 81 countries to positions in Australia and overseas. Last year over 12 UNSW graduates got the chance to work overseas.

Our Global Theme Programme allows us to run projects on a common theme, currently 'Education Towards International and Cultural Understanding', on over 820 campuses worldwide. This allows AIESEC to not only find solutions to the theme but implement them with relevant bodies. This is truly thinking globally and acting locally.

Involvement in AIESEC can also provide students with extensive experience using business skills, such as marketing, time management, financial and people skills.

For more information on AIESEC and how you can get involved contact:

AIESEC  
Student Guild  
The University of New South Wales  
Sydney 2052 Australia

or in our office, Room 2050, Quadrangle Building  
telephone 385-5893 or fax 385-5798.

### Banking Students' Register

The Australian Institute of Bankers has a special category of subsidised membership for full-time students enrolled in the Faculty of Commerce and Economics who are interested in financial markets issues and are contemplating a future career in the banking and finance industry.

The benefits of student membership include receiving the AIB journal, *The Australian Banker*, the opportunity to attend professional development functions organised by the NSW State Committee (66 King Street, Sydney, telephone (02) 262 1249), access to the Institute's library and information on the educational requirements for professional awards offered by the AIB.

Application forms for student membership can be obtained from the Office of the School of Banking and Finance, or by contacting the Institute's Head Office, telephone (03) 9602 5811.

### Business Students Association

The BSA is one of the largest clubs available for Commerce and Economics students at the University of NSW, with between 1000 and 2000 members each year.

It provides social activities for students, giving them the chance to make new friends, as well as an opportunity to receive advice and support on university life from other students.

The BSA provides career-related events and talks on topical issues in all areas of business, including various subjects such as finance, accounting and marketing.

The BSA is also involved with creating new activities and obtaining sponsorship from a wide range of Australia's leading companies, bringing students in contact with many prospective employers.

For further information please write to:

Business Students Association  
Union Box 20A The University of New South Wales  
Sydney 2052 Australia



## The Economic Society of Australia

Students are eligible for membership of the Economic Society of Australia at a concessional rate through the New South Wales Branch. The Branch's financial year commences on 1st April and the student subscription rate is \$25 per annum compared with a full subscription rate of \$68 per annum. This concession applies to full-time students. Application for membership forms are available from the School of Economics office and require the attestation of a University staff member. Membership forms and information about the Society are also available from: The Hon Secretary, The Economic Society of Australia (NSW Branch), PO Box 211, Mosman, NSW 2088. Members receive the Society's journals, *The Economic Record* and *Economic Papers*. They may also subscribe at concessional rates to *The Australian Quarterly*. Meetings are held each month. The Branch holds functions at which current economic topics are discussed.

## The Industrial Relations Society of New South Wales

The Industrial Relations Society of New South Wales, formed in 1958, was the first organisation of its type to be formed in Australia.

Its objects are to organise and foster discussion, research, education and publication within the field of industrial relations. From its inception it has been highly successful in furthering its objectives and in bringing together representatives of trade unions, employers and government, the legal profession and academics, all of whom have contributed to the promotion of better industrial relations.

The proven success of the New South Wales Society is reflected by the fact that similar societies have been formed in each of the states of the Commonwealth and also in Papua New Guinea. This has also enabled the formation of a federal body, the Industrial Relations Society of Australia (composed of representatives of state societies) which is affiliated to the International Industrial Relations Association.

There are two branches of the NSW Society. One is located in Newcastle and the other in Illawarra.

Participation in the activities of the Society enables a free exchange of opinions, an understanding of the other person's point of view, new friendships and personal relations, all being factors designed to create goodwill and understanding in the fields of industrial relations. All members receive a copy of the two monthly Society's Newsletter and the quarterly publication *The Journal of Industrial Relations*. Regular activities include luncheons, occasional discussion groups and an annual convention.

Membership fees are payable each financial year and for the 1995/1996 financial year are \$26 for bona fide full-time students and \$50 for ordinary membership. The precise fee is available on the application form for membership. Enquiries should be addressed to:

The Honorary Secretary Industrial relations Society of NSW  
GPO Box 4479 Sydney 2001 Tel: (02) 873 1308 Fax: (02) 873 1306

## The University of New South Wales Japan Society

The UNSW Japan Society is run by students and is affiliated with CASOC and the Student Guild. Membership is open to all students of Japanese and anyone with an interest in Japanese culture.

The main aims of the Society are to:

1. supplement the Japanese language course by providing students with the opportunity to practise their language skills with native speakers in an informal atmosphere;
2. provide a means of communication outside the classroom between language students and staff;
3. promote better understanding between Japanese and Australian people;
4. keep members informed with regard to Japanese-related events.

Activities are held regularly and are advertised on the School of Asian Business and Language Studies notice-board, Level 1, Quadrangle Building.

For further information, please contact:

UNSW Japan Society The University of New South Wales  
Sydney NSW 2052 Australia Telephone (02) 385 5802

## Market Research Society of Australia NSW Division

Market research is the systematic collection and objective recording, classification, analysis and presentation of data concerning the behaviour, needs, attitudes, opinions, motivations, etc. of individuals and organisations (commercial enterprises, public bodies, etc.) within the context of their economic, social, political and everyday activities. It includes social research, insofar as this uses similar approaches and techniques in its study of issues and problems not directly connected with the marketing of goods and services. It also includes industrial marketing research and desk research, especially where these are concerned with the acquisition of original data from the field and not simply the secondary analysis of already available data.

The aim of the Society is to encourage the use of scientific method in marketing research and marketing, and to facilitate the acquiring of further professional skills by its members.

Established in Australia in 1955, the Society has over 1200 members in its five State divisions and is growing rapidly. It is the Australian representative of the International Marketing Federation. Its activities include courses, seminars and workshops on marketing research and marketing, and lectures by top Australian and overseas researchers. It publishes a monthly newsletter, and a biannual journal, *The Australian Marketing Researcher*. At the regular monthly meetings a variety of papers on marketing research is discussed. It also makes available an annual award to marketing students.

A fully affiliated branch of the Society operates on campus as the UNSW Marketing Society (see entry following.) It also makes available an annual award to marketing students.

Membership fees are: \$25 joining fee, Full \$185, Associate \$185, Student \$75. Address: Market Research Society of

Australia Ltd, NSW Div., PO Box 697, North Sydney, NSW 2059, telephone (02) 955 4830, fax (02) 955 5746. Enquiries from prospective members or visitors are welcomed, as are those from students or graduates interested in marketing research or marketing careers.

## The University of New South Wales Marketing Society

The UNSW Marketing Society was formed to cater for the specific needs of marketing students. It offers a unique opportunity for marketing students to develop their management and social skills. Each year, the success of the Society depends on the interest of the students themselves.

There is no membership fee for the Society. Fund raising helps finance various functions held by the Society, and to facilitate communication of necessary information.

The main objectives of the Society are: 1. to supplement the marketing course by developing close links with industry; 2. to represent marketing students in activities on campus; 3. to sponsor seminars, case studies and visiting guest speakers; 4. to provide an opportunity for marketing students to develop their management and communication skills; and 5. to organise social activities for marketing students and friends.

For further information contact:

The School Of Marketing Office, 3rd floor, John Goodsell Building.

## The Marketing Graduates Association

The MGA is open for membership to all UNSW Marketing graduates from both undergraduate and postgraduate degree courses.

Since the inception of the School of Marketing over 2000 degrees have been awarded. By joining the MGA as a graduate you become a member of what has become a very select and influential international body of corporate and social decision makers. The MGA offers the formal mechanism for maintaining the link between all marketing graduates.

The MGA regularly sponsors professional and social meetings. Part of the MGA's charter is continuing to professional development. Through its link with the School of Marketing members of the MGA can benefit from seminars and discussion of business issues by local and international speakers. Membership of the MGA provides members with access to a widespread and influential network of colleagues who share a unique educational experience.

For membership and fees enquiries please contact:

The Secretary of the Marketing Graduates Association Ms Julie Morgan School of Marketing c/- tel: (02) 385 3652

or by writing to:

School of Marketing The University of New South Wales Sydney NSW 2052 Australia

## Statistical Society of Australia: New South Wales Branch

The Statistical Society offers opportunities to exchange ideas with a range of statistical workers who are active in research, teaching, government, commerce, industry and consulting. Student membership is offered to bona fide students. The current subscription for a student member is \$37 per annum.

The branch holds Ordinary Meetings each month from April to November, as well as an Annual General Meeting in March. The branch conducts symposia for the study and discussion of particular statistical techniques or of statistical methods in a specialised field. In 1996 and every second year the Society holds its Australian Statistical Conference. Branch members pay reduced rates for attendance at both the symposia and the conferences.

Annual scholarships of up to \$1,000 each are awarded to students enrolled in a fourth year honours course in statistics.

Members of the branch receive *The Australian Journal of Statistics* (3 issues per year) and the Society's Newsletter (4 issues per year).

Requests for further information and for Application for Membership forms should be sent to the Honorary Secretary, Jennifer Kelly, AGB Mc Nair, PO Box 507, North Sydney, NSW 2059, telephone (02) 9911 7312, facsimile (02) 9959 4947.

---

## General Education Program

UNSW requires that all undergraduate students undertake a structured program in general education as an integral part of studies for their degree. The University believes that a General Education complements the more specialised learning undertaken in a student's chosen field of study and contributes to the flexibility which graduates are increasingly required to demonstrate. Employers repeatedly point to the complex nature of the modern work environment and advise that they highly value graduates with the skills provided by a broad general education, as well as the specialised knowledge provided in more narrowly defined degree programs. As well, over many years graduates of this University have reported that they greatly valued their General Education studies, which are found to be relevant to both career and personal development.

The General Education Program at UNSW intends to broaden students' understanding of the environment in which they live and work and to enhance their skills of critical analysis.

### Objectives of the General Education Program

The following objectives were approved by the Council of the University in December 1994.

1. To provide a learning environment in which students acquire, develop, and deploy skills of rational thought and critical analysis.
2. To enable students to evaluate arguments and information.

3. To empower students to systematically challenge received traditions of knowledge, beliefs and values.
4. To enable students to acquire skills and competencies, including written and spoken communication skills.
5. To ensure that students examine the purposes and consequences of their education and experience at University, and to foster acceptance of professional and ethical action and the social responsibility of graduates.
6. To foster among students the competence and the confidence to contribute creatively and responsibly to the development of their society.
7. To provide structured opportunities for students from disparate disciplines to co-operatively interact within a learning situation.
8. To provide opportunities for students to explore discipline and paradigm bases other than those of their professional or major disciplinary specialisation through non-specialist subjects offered in those other areas.
9. To provide an environment in which students are able to experience the benefits of moving beyond the knowledge boundaries of a single discipline and explore cross- and interdisciplinary connections.
10. To provide a learning environment and teaching methodology in which students can bring the approaches of a number of disciplines to bear on a complex problem or issue.

## General Education Requirements

The basic General Education requirements are the same for students in all courses:

- Four (4) session length subjects carrying a minimum of 7.5 credit points each or their equivalent, in combinations of session length and year long subjects;
- An additional fifty-six (56) hours of study which foster acceptance of professional and ethical action and social responsibility. This fifty-six hours of study may be distributed throughout the course, or exist as a separate subject, depending on the course.

Because the objectives of General Education require students to explore discipline and paradigm bases other than those of their professional or major disciplinary specialisation, **all students are excluded from counting subjects toward the fulfilment of the General Education requirement, which are similar in content or approach to subjects required in their course.**

Each Faculty has responsibility for deciding what subjects are *not* able to be counted towards the General Education requirement for their students. In most cases, this means that subjects offered by the Faculty in which a student is enrolled, or subjects which are a required part of a course even though offered by another Faculty, are *not* able to be counted toward the General Education requirement.

Students should consult the General Education Handbook for detailed information about what subjects may and may not be taken to fulfil the General Education requirements for each course offered by the Faculty. The General Education Handbook is freely available from all Faculty Offices.

## Additional information for undergraduate students who first enrolled before 1996

### Transitional arrangements

It is intended that no student will be disadvantaged by the change to the new General Education Program. The old Program had specific requirements to complete four session length subjects (or their equivalent) in designated categories A and B. The new General Education Program does not categorise subjects in the same way.

As a result, students who enrolled prior to 1996 will be given full credit for any General Education subjects completed up to the end of Session two 1995.

From the summer session of 1995-96, students will be required to satisfy the unfilled portion of their General Education requirement under the terms of the new Program.

The exemption of General Education requirements for some double or combined degree programs will continue to apply for students who enrolled in these exempt courses prior to 1996.



---

# Information on Schools and Disciplines

The Faculty of Commerce and Economics includes the Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems, and Marketing.

---

## School of Accounting

### Head of School

Professor K. T. Trotman

### Administrative Officer

Colin Withers

One of the objectives of the School of Accounting is the provision of undergraduate and postgraduate programs at varying levels, which address the educational needs of the accounting profession, industry, commerce and the public sector. The programs provide a context for study of present professional methods and standards and perspectives for exploring possible innovations. Students are encouraged to think clearly, critically and imaginatively about accounting and financial management and the contexts in which they are practised. Students are imbued with a sense of professionalism, and the capacities for leadership in their chosen field of practice. Accounting work is conducted in the following specialist fields of practice.

**Auditing:** Within diverse and evolving contexts of accountability, auditing refers to the examination, verification and evaluation of, and the reporting on financial or managerial processes, systems or outcomes in organisational settings, and management of the auditing function.

**External Reporting:** Refers to that area of accounting work concerned, in complex and changing contexts, with the design and operation of information and reporting systems directed to parties external to an organisation, and with the management of the function.

**Insolvency and Reconstruction:** Refers to that area of work which is concerned, in dynamic, stressed and pressing contexts, with: advising on, or reconstructing organisations which are under performing, potentially insolvent or insolvent; the winding-up of organisations which are insolvent; and reporting on the conduct and outcome to interested parties.

**Management Accounting:** Refers to processes and technologies designed to secure the effective use of organisational resources, in diverse, dynamic and competitive contexts.

**Taxation:** Taxation work performed by accountants involves designing, operating and evaluating systems of taxation management, in rapidly changing and globally competitive contexts.

**Treasury:** Refers to that area of work concerned, in changing, global contexts, with the management of financial risk for organisations, and with the management of the function.

For students who wish to prepare for professional practice in Accounting a **sample** course program follows. (See also the later section on 'Professional Recognition of Courses Offered by the Faculty of Commerce and Economics'.) This program plan incorporates a single major in Accounting with a minor in Commercial Legal Studies. Some of the subjects might be reorganised to suit a student's individual timetable.

### Year 1

#### Session 1

ACCT1501	Accounting and Financial Management 1A
ECON1101	Microeconomics 1
ECON1202	Quantitative Methods A
LEGT7711	Legal Environment of Commerce

#### Session 2

ACCT1511	Accounting and Financial Management 1B
ECON1102	Macroeconomics 1
ECON1203	Quantitative Methods B
INFS1602	Computer Information Systems 1

### Year 2

#### Session 1

ACCT2522	Accounting and Financial Management 2A
LEGT7721	Legal Transactions in Commerce
FINS2613	Business Finance
	Option

#### Session 2

ACCT2542	Accounting and Financial Management 2B
LEGT7741	Business Entities
	Option
	Option

**Year 3****Session 1**

ACCT3563	Accounting and Financial Management 3A
LEGT7751	Taxation Law
	Option
	Option

**Session 2**

ACCT3583	Accounting and Financial Management 3B
ACCT3708	Auditing
	Option
	Option

Students with a good academic record are encouraged to enter the Honours course in Accounting in the second year of the full-time course or in the corresponding stages of the part-time course. Applications to enter must be approved by the Head of School before the student enrolls in Year 2 of the full-time course or in the third stage of the part-time course. Applications should be addressed to the School of Accounting office as soon as possible after the publication of results in the year concerned.

Before finalising their enrolment, students are advised to discuss their requirements with staff members from the School of Accounting to ensure that all possible subject combinations are given consideration.

---

## School of Asian Business and Language Studies

**Head of School** Associate Professor W. R. Purcell

**Administrative Assistant**

Masako Ogawa, BA WAIT, BA (Hons) Macq

The study of Asian languages, culture and business practices has become increasingly important to Australia's economic future. The shift in focus of the international economy to Asia, and Australia's geographic proximity to the region, means that Australia's future is now inextricably linked to developments in Asia. As a result, the development of an Asia-literate population has become a national priority and a prerequisite for Australia's successful interaction with the region. Consequently, the demand for Asia-literate and Asian language-speaking graduates is high, particularly in the areas of banking and finance, information technology, law, hospitality management, education, accounting, property and trade and investment-related services. Japan is Australia's largest trading partner and supplier of capital, as well as being a major source of tourists. Korea is also one of Australia's major trading partners and the recent spectacular growth of the Korean economy is likely to open up further substantial opportunities over the next decade.

The School of Asian Business and Language Studies offers both Japanese and Korean language and area studies instruction to students studying in the Faculty. Students in the BCom are able to combine a major sequence in Japanese Studies in conjunction with all disciplines taught in the Faculty. Students in the BEc program are also able to undertake a joint major in Economics, Econometrics or Economic History and Japanese Studies. An Honours course in Japanese Studies is available within the BCom program. Students in the BCom and BEc programs are able

to include up to 3 years of study in Korean language within their degrees.

---

## School of Banking and Finance

**Head of School**

Professor I. G. Sharpe

**Administrative Assistant**

Inge Mayne

Finance is the study of financial and capital markets. It is concerned with decision making within those markets, and how values or prices of financial assets are determined. It is concerned with investment decisions (for example portfolio selection), financing decisions of a firm (dividend policy, debt and equity structures, and lease purchase decisions), and the development of risk-hedging strategies so as to minimize the damaging effects of adverse movements in share prices, interest rates, exchange rates, and other uncertainties.

A student may specialise in Finance or combine Finance with other disciplines of the faculty, Mathematics or Law. Depending on the program selected, Finance provides training for a wide range of vocations including: corporate financial managers or treasurers; portfolio managers for trust funds, superannuation funds and insurance companies; investment analysts and financial researchers in stockbroking firms, merchant banks, trading banks and government departments; and management consultants and takeover specialists in corporate advisory divisions of merchant banks, public accounting firms, and management consulting firms.

Deregulation of Australia's financial system has increased the demand for finance graduates, while students with double majors in Finance and Accounting, Economics, Information Systems, Marketing or Japanese Studies have good long-term career prospects.

---

## School of Business Law and Taxation

**Head of School**

Associate Professor A.L. Terry

Law and commerce are inextricably intertwined. The whole fabric of commerce is woven from a complex legal regime, judicial and statutory, which regulates all commercial activity. The study of commerce has always included an examination of the laws which govern its operation and it is the role of the School of Business Law and Taxation to provide a range of subjects addressing areas of law relevant to students in the Faculty of Commerce and Economics.

The subjects offered by the School fall into three broad categories: "foundation" subjects which expose students from all disciplines in the Faculty to a broad general education in the legal environment and regulation of commerce; "professional" subject which are recognised by the Australian Society of CPAs and the Institute of Chartered

Accountants in Australia for admission to those bodies; "specialist business law" subjects relevant to disciplinary streams within the Faculty.

At the undergraduate level the School offers a co-major in Commercial Legal Studies. At the graduate level the School offers MCom specialisations in Taxation and in Commercial Legal Studies.

The School's mission is different to that of a Law School - it is neither a greater nor a lesser mission, but it is a different one which is driven by an audience which is trained for commercial rather than legal practice. The School's focus is on teaching and research which is contemporary, relevant, innovative, regional in its focus and which adds value to the disparate disciplines which comprise "commerce" by teaching research areas relevant to the Faculty.

## School of Economics

### Head of School

Professor R. A. Bewley

### Executive Assistant to Head of School

Dr. David Meredith

The School of Economics offers full-time and part-time courses leading to the degrees of Bachelor of Commerce and Bachelor of Economics with specialisations in economics, econometrics or economic history.

The School undertakes the majority of teaching in the Bachelor of Economics Degree, and an important part of the Bachelor of Commerce core. The study of economics, as part of the BCom degree, has built up a reputation of combining an excellent academic standard with practicality and flexibility. Our offerings in the BCom give students the upmost amount of choice so they can select options that complement their career paths. Students can proceed with a minor or single major in business economics, business statistics or economic history, or they may combine two of these as a double major or any one with other disciplines of the faculty as a double major.

The Bachelor of Economics degree gives a solid grounding in economic analysis and quantitative techniques. The Bachelor of Economics allows students to do a single major in economics, econometrics or economic history, or any of these may be combined with each other or other disciplines of the faculty as a double major.

The core requirements of the Bachelor of Economics courses comprise three years of training in modern economic analysis, instruction in quantitative methods and techniques, an in-depth analysis of economics or econometrics and, in most cases, some exposure to economic history. The specialisation in economics provides a basic training in economics which is suitable for a wide range of careers in the private and public sectors of the economy.

In all specialisations, students who have a good academic record are encouraged to apply for enrolment in the Honours program. This requires an additional year of study. Students who wish to become professional economists, econometricians or economic historians are strongly advised to take the Honours course. Potential Honours students should discuss this option with their respective Head of Department.

## School of Industrial Relations and Organisational Behaviour

### Head of School

Professor M. Quinlan

### Administrative Assistant

Terry O'Callaghan

Industrial Relations is concerned with the wide range of issues and problems arising from the context of work in modern society. It focuses on the conventions and laws governing work relationships, and the way these are affected by the values of the larger society within which labour and management function.

The industrial relations institutions and procedures of a country reflect its economic, social, political and legal history, as well as the contemporary way of life of the people who relate to one another as employee and employer. The industrial relations program, therefore, is designed on a multi-disciplinary social science basis to foster an appreciation of the many important questions which arise for the individual, trade unions, employers and governmental bodies in respect of work.

The specialisation in industrial relations provides a basic training suitable for a wide range of modern vocations, such as industrial advocacy or research with trade unions and employer organisations, as well as careers as industrial relations or labour policy specialists with government bodies and international labour organisations.

The specialisation in human resource management provides a strong grounding in the policies and processes involved in managing people. These policies are increasingly being influenced by corporate strategy and business plans and are often seen as the key to enhancing organisational productivity. However, for these policies to be effective, it is essential to understand the way the dynamics within organisations influence the way policies are implemented. It is also imperative to understand how the legislative, social and political constraints affect the way these policies are developed and operate in practice.

A major or minor in human resource management provides a strong basis for anyone who is involved in managing people in work or non-work organisations. Specialists in human resource management are increasingly sought after in private and public sector organisations.

A sequence of subjects in human resource management makes an excellent combination with industrial relations.

The courses in Organisational Behaviour bring together the findings and techniques of individual, social and industrial psychology, sociology and other major social sciences in understanding human behaviour in organisations and the role of private, public and voluntary organisations in modern society.

The structure, functions and design of complex organisations, their management, the ways in which they change in response to external and internal forces, the significance of technology and culture and methods of managing change are some of the major issues dealt with. The courses constitute a significant adjunct and complement to more 'technical' studies e.g. accounting, finance, information systems, economics, marketing, industrial relations, and

contribute to a broader appreciation of problems and methods of general and functional management.

## School of Information Systems

### Head of School

Associate Professor R. H. Edmundson

### Administrative Assistant

Millie Mark

Information Systems is concerned with planning, analysis, design and operation of computerised systems used to process information in commerce, industry, government and research organisations. The data processing needs of the organisation are studied by systems analysts. Solutions to these needs, generally involving computerised equipment, are determined, and systems of processing information are designed and implemented.

Graduates often follow careers as programmers, systems analysts, business analysts, information technology specialists, data administrators, EDP auditors and database administrators. Major employers of Information Systems graduates include government departments, banks, oil companies, insurance companies, large manufacturing enterprises, retail companies, service industries, universities and other research organisations, and computer marketing organisations.

A new initiative of the School is the introduction of the Information Systems and Management Co-op Program. This is an industry linked education course leading to the award of the Bachelor of Commerce degree. The course gives students the skills, qualifications and opportunities in the area of business management, the use of information systems, commercial practice and the application of information systems to business opportunities. The course combines the normal requirements for the degree with coordinated experience in the sponsoring organisations. In this program students can combine the compulsory major study in information systems with another approved major or minor area of study. Admission to the program is through the scholarship selection procedures administered by the University Co-op Office.

## School of Marketing

### Head of School

Associate Professor G. Holmes

### Administrative Officer

Nadia Withers

Marketing is a management discipline concerned with exchange processes involving organisations and individuals.

The School of Marketing offers undergraduate courses leading to the award of the degrees of Bachelor of Commerce and Bachelor of Economics for undergraduates with a special interest in and aptitude for marketing positions.

The content of the marketing course includes not only the general field of marketing but also the related disciplines of economics, accounting, psychology, sociology and mathematics. The course is broadly based in a number of disciplines in order to give the prospective marketing executive a comprehensive training that will reflect the practice of marketing in both the private and public sectors. The Honours year deals with more advanced developments in marketing, and students are required to prepare a thesis.

Graduates find careers in marketing research, marketing management, retailing, wholesaling and a host of other business activities, as well as in government and education. Those primarily interested in statistical analysis in market research will probably have availed themselves of the option to do extra work in mathematics.

A specialist four year undergraduate degree course in marketing and hospitality management was introduced in 1989. This course adds hospitality management subjects to the full range of marketing subjects. These additional subjects include human resource management, tourism and hospitality law, together with hospitality management for hotels, resorts and restaurants. Students are provided with practical training at TAFE as part of the course, and are required to undertake studies in another language, adding to the richness of the degree. Graduates will find careers in major hotels and resorts, both in general management as well as in marketing.

## Professional Recognition of Courses Offered by the Faculty of Commerce and Economics

The degree courses offered by this Faculty are recognised by professional organisations in accordance with the details set out below:

### The Australian Society of CPAs

The Australian Society of CPAs has accepted this University as an approved tertiary institution for the purpose of the Society's membership qualifications.

Associate membership of the Society requires an accredited undergraduate degree with a major in accounting. Students who commence recognised courses after 1st January 1991 must also:

Pass acceptable examinations in auditing, Australian business law and Australian income taxation, or

Pass a coherent group or sequence of subjects in one of the following disciplines:

- finance
- management accounting
- information technology or
- other approved combination.

Students are advised to confirm membership requirements with the Society.



Graduates who commenced the MCom course in Professional Accounting prior to 1991 are eligible for associate membership of the Australian Society of CPAs on completion of professional requirements. Graduates commencing the course in 1991 or later are advised to contact the Society in writing for current requirements.

The MCom degree in auditing, external reporting, management accounting, taxation or treasury is recognised as the postgraduate study requirement for specialist designation in the appropriate discipline.

Students seeking professional recognition are also advised to contact the Society in writing for current requirements.

Students commencing courses in 1993 or later, should note that conceded passes are not accepted in units required for Society Membership unless a further unit has been passed in the same subject area. For example, a conceded pass will be accepted in Accounting and Financial Management 1A and 1B because other accounting units follow. However a conceded pass will not be accepted in Accounting and Financial Management 3A, 3B or Auditing.

### **The Institute of Chartered Accountants in Australia**

Graduates who have completed the Bachelor of Commerce degree course are eligible under the Institute's new admission requirements to enter the 'Professional Year' leading to membership, provided they have included in their course the following subjects:

ACCT2522	Accounting and Financial Management 2A or
ACCT2532	Accounting and Financial Management 2A (Honours)
ACCT2542	Accounting and Financial Management 2B or
ACCT2552	Accounting and Financial Management 2B (Honours)
ACCT3563	Accounting and Financial Management 3A or
ACCT3573	Accounting and Financial Management 3A (Honours)
ACCT3583	Accounting and Financial Management 3B or
ACCT3593	Accounting and Financial Management 3B (Honours)
ACCT3708	Auditing or
ACCT3718	Auditing (Honours)
FINS2613	Business Finance
INFS1602	Computer Information Systems 1
LEGT7711	Legal Environment of Commerce
LEGT7721	Legal Transactions in Commerce
LEGT7741	Business Entities
LEGT7751	Taxation Law

Students undertaking the combined Bachelor of Commerce/Bachelor of Laws Course should substitute the following six subjects for the last four subjects listed above.

LAWS1420	Contracts
LAWS2140	Public Law
LAWS4010	Business Associations 1
LAWS4020	Business Associations 2
LAWS4440	Elements of Income Tax Law
LAWS4450	Advanced Revenue Law

Students are also advised to contact the Institute in writing for current requirements.

### **The Institute of Chartered Secretaries and Administrators**

The Institute of Chartered Secretaries and Administrators grants the maximum recognition permitted by its regulations. Graduates of the Bachelor of Commerce (Accounting) are granted exemption from twelve of the fifteen subjects prescribed in the Institutes's examination syllabus, provided they include in their course the required subjects as set down in the Institute's information sheet covering exemptions granted to Universities and teaching bodies in New South Wales.

To satisfy the educational criteria, an applicant must:

(a) hold a relevant undergraduate degree, i.e. one with a major in at least one of the following four areas: Accounting, Information Systems/Computing, Economics/Finance, Marketing

and:

(b) have included or additionally passed at least one unit in each of the following three areas: Strategic Management, Financial Management, Corporate Law.

These units must be accredited by the Institute, whether offered within an undergraduate degree or diploma.

Students are also advised to contact the Institute in writing for any changes in current requirements. Applicants for membership forms are available from the Registrar, GPO Box 1594, Sydney 2001. Applicants are to provide details of their work experience, academic qualifications and an application fee.

### **Institute of Corporate Managers, Secretaries and Administrators**

This ICMSA is the professional association for 10,000 company secretaries and corporate managers in Australia. It also operates as the Australian Division of the International, 70,000 member strong, Institute of Chartered Secretaries and Administrators to which most ICMSA members also belong.

The ICMSA accredits subjects which, if completed, count towards the academic requirements of both professional associations. During the course of their studies, students are encouraged to become ICMSA Student Members.

For details of accredited subjects and student membership contact Dr John Nelson, National Education Manager, ICMSA, 70 Castlereagh Street, Sydney (telephone: 223 5744).

### **The Australian Computer Society**

The Australian Computer Society recognises that students who have completed the requirements for the award of the Bachelor of Commerce degree have achieved the standard of knowledge required for Level 1 entry to membership if they have included in their course any six (6) subjects from INFS1602 Computer Information Systems 1, INFS2603 Systems Analysis and Design, INFS2607 Business Data Networks, INFS3605 Software Engineering, INFS3608 Advanced Database Systems, INFS3611 Advanced Analysis and Design, INFS4805 Information Systems Auditing. In addition the Society recognises that students who have successfully completed any four or five of the above sub-

jects have achieved the standard required for Level 2 entry to membership and successful completion of any three subjects from the above list for Level 3 entry.

Students who have completed the Master of Commerce degree course are recognised as having achieved the standard of knowledge required for Level 1 entry if they have successfully completed any five subjects from:

INFS3605	Software Engineering
INFS3608	Advanced Database Systems
INFS3611	Advanced Analysis and Design
INFS5905	Information Systems Auditing
INFS5953	Information Systems Management
INFS5983	Business Data Communications
INFS5986	Research Topics in Information Systems 1
INFS5987	Research Topics in Information Systems 2
INFS5988	Business Information Systems
INFS5989	Information Systems Design
INFS5991	Decision Support Systems

and for Level 2 if they have included in their course any three or four of the subjects listed.

### **The Securities Institute of Australia**

The Securities Institute of Australia grants exemptions from certain units leading to associate membership of the Insti-

tute to graduates who have completed finance subjects offered in the BCom, BEc or MCom degree courses.

Applications for registration, exemption or admission should be made direct to Institute.

### **The Australian Institute of Banking and Finance**

The educational requirements for Senior Associateship\* will be satisfied upon graduates being awarded either:

1. Any BCom or BEc degree

or

2. The Master of Commerce Degree in Finance, Treasury or Banking.

*\* Senior Associateship also requires a minimum of two years' employment in the banking and finance industry. Students are also advised to contact the AIB for current requirements.*

### **The Financial Planning Association of Australia**

The Financial Planning Association of Australia allows exemptions in their Diploma of Financial Planning course for students who successfully complete:

FINS3631 Risk and Insurance  
and  
LEGT7751 Taxation Law

# Course Outlines

## Undergraduate Study

### Undergraduate Courses Offered in 1996

The program numbers and corresponding course titles are listed as a guide for enrolment purposes. Students must nominate a course of study and program code at enrolment time. Subject to the Rules appearing below, students may change specialisations throughout their degree.

The program codes and combinations of majors listed are a guide only and may be subject to alteration.

#### BCom Course Code 3502

Program Code	Major
1000	Accounting
1010	Accounting (Honours)
1090	Accounting Co-op Program
1200	Accounting and Business Economics
1290	Accounting and Business Economics Co-op Program
1211	Accounting and Business Economics (Honours in Accounting)
1201	Accounting and Business Statistics
1213	Accounting and Business Statistics (Honours in Accounting)
1700	Accounting and Commercial Legal Studies
1711	Accounting and Commercial Legal Studies (Honours in Accounting)
1202	Accounting and Economic History
1216	Accounting and Economic History (Honours in Accounting)
1300	Accounting and Finance
1311	Accounting and Finance (Honours in Accounting)
1312	Accounting and Finance (Honours in Finance)
1390	Accounting and Finance Co-op Program

Program Code	Major
1400	Accounting and Human Resource Management
1411	Accounting and Human Resource Management (Honours in Accounting)
1412	Accounting and Human Resource Management (Honours in Human Resource Management)
1401	Accounting and Industrial Relations
1413	Accounting and Industrial Relations (Honours in Accounting)
1414	Accounting and Industrial Relations (Honours in Industrial Relations)
1500	Accounting and Information Systems
1511	Accounting and Information Systems (Honours in Accounting)
1512	Accounting and Information Systems (Honours in Information Systems)
1800	Accounting and Japanese Studies
1811	Accounting and Japanese Studies (Honours in Accounting)
1812	Accounting and Japanese Studies (Honours in Japanese Studies)
1840	Accounting and Advanced Japanese Studies
1861	Accounting and Advanced Japanese Studies (Honours in Accounting)
1862	Accounting and Advanced Japanese Studies (Honours in Advanced Japanese)
1600	Accounting and Marketing
1611	Accounting and Marketing (Honours in Accounting)
1612	Accounting and Marketing (Honours in Marketing)
2000	Business Economics
2100	Business Economics and Accounting
2112	Business Economics and Accounting (Honours in Accounting)

Program Code	Major	Program Code	Major
2200	Business Economics and Business Statistics	2864	Business Statistics and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
2700	Business Economics and Commercial Legal Studies	2601	Business Statistics and Marketing
2201	Business Economics and Economic History	2614	Business Statistics and Marketing (Honours in Marketing)
2300	Business Economics and Finance	2002	Economic History
2312	Business Economics and Finance (Honours in Finance)	2102	Economic History and Accounting
2400	Business Economics and Human Resource Management	2119	Economic History and Accounting (Honours in Accounting)
2411	Business Economics and Human Resource Management (Honours in Human Resource Management)	2702	Economic History and Commercial Legal Studies
2401	Business Economics and Industrial Relations	2302	Economic History and Finance
2414	Business Economics and Industrial Relations (Honours in Industrial Relations)	2319	Economic History and Finance (Honours in Finance)
2500	Business Economics and Information Systems	2404	Economic History and Human Resource Management
2512	Business Economics and Information Systems (Honours in Information Systems)	2413	Economic History and Human Resource Management (Honours in Human Resource Management)
2800	Business Economics and Japanese Studies	2405	Economic History and Industrial Relations
2812	Business Economics and Japanese Studies (Honours in Japanese Studies)	2416	Economic History and Industrial Relations (Honours in Industrial Relations)
2840	Business Economics and Advanced Japanese Studies	2502	Economic History and Information Systems
2862	Business Economics and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	2519	Economic History and Information Systems (Honours in Information Systems)
2600	Business Economics and Marketing	2802	Economic History and Japanese Studies
2612	Business Economics and Marketing (Honours in Marketing)	2819	Economic History and Japanese Studies (Honours in Japanese Studies)
2001	Business Statistics	2842	Economic History and Advanced Japanese Studies
2101	Business Statistics and Accounting	2869	Economic History and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
2114	Business Statistics and Accounting (Honours in Accounting)	2602	Economic History and Marketing
2701	Business Statistics and Commercial Legal Studies	2619	Economic History and Marketing (Honours in Marketing)
2202	Business Statistics and Economic History	3000	Finance
2301	Business Statistics and Finance	3010	Finance (Honours)
2314	Business Statistics and Finance (Honours in Finance)	3100	Finance and Accounting
2402	Business Statistics and Human Resource Management	3111	Finance and Accounting (Honours in Finance)
2412	Business Statistics and Human Resource Management (Honours in Human Resource Management)	3112	Finance and Accounting (Honours in Accounting)
2403	Business Statistics and Industrial Relations	3200	Finance and Business Economics
2415	Business Statistics and Industrial Relations (Honours in Industrial Relations)	3211	Finance and Business Economics (Honours in Finance)
2501	Business Statistics and Information Systems	3201	Finance and Business Statistics
2514	Business Statistics and Information Systems (Honours in Information Systems)	3213	Finance and Business Statistics (Honours in Finance)
2801	Business Statistics and Japanese Studies	3700	Finance and Commercial Legal studies
2814	Business Statistics and Japanese Studies (Honours in Japanese Studies)	3711	Finance and Commercial Legal Studies (Honours in Finance)
2841	Business Statistics and Advanced Japanese Studies	3202	Finance and Economic History
		3216	Finance and Economic History (Honours in Finance)
		3400	Finance and Human Resource Management
		3411	Finance and Human Resource Management (Honours in Finance)

Program Code	Major	Program Code	Major
3412	Finance and Human Resource Management (Honours in Human Resource Management)	4311	Human Resource Management and Finance (Honours in Human Resource Management)
3401	Finance and Industrial Relations	4312	Human Resource Management and Finance (Honours in Finance)
3413	Finance and Industrial Relations (Honours in Finance)	4400	Human Resource Management and Industrial Relations
3414	Finance and Industrial Relations (Honours in Industrial Relations)	4411	Human Resource Management and Industrial Relations (Honours in Human Resource Management)
3500	Finance and Information Systems	4412	Human Resource Management and Industrial Relations (Honours in Industrial Relations)
3511	Finance and Information Systems (Honours in Finance)	4500	Human Resource Management and Information Systems
3512	Finance and Information Systems (Honours in Information Systems)	4511	Human Resource Management and Information Systems (Honours in Human Resource Management)
3800	Finance and Japanese Studies	4512	Human Resource Management and Information Systems (Honours in Information Systems)
3811	Finance and Japanese Studies (Honours in Finance)	4800	Human Resource Management and Japanese Studies
3812	Finance and Japanese Studies (Honours in Japanese Studies)	4811	Human Resource Management and Japanese Studies (Honours in Human Resource Management)
3840	Finance and Advanced Japanese Studies	4812	Human Resource Management and Japanese Studies (Honours in Japanese Studies)
3861	Finance and Advanced Japanese Studies (Honours in Finance)	4840	Human Resource Management and Advanced Japanese Studies
3862	Finance and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	4861	Human Resource Management and Advanced Japanese Studies (Honours in Human Resource Management)
3600	Finance and Marketing	4862	Human Resource Management and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
3611	Finance and Marketing (Honours in Finance)	4600	Human Resource Management and Marketing
3612	Finance and Marketing (Honours in Marketing)	4611	Human Resource Management and Marketing (Honours in Human Resource Management)
4000	Human Resource Management	4612	Human Resource Management and Marketing (Honours in Marketing)
4010	Human Resource Management (Honours)	4001	Industrial Relations
4100	Human Resource Management and Accounting	4015	Industrial Relations (Honours)
4111	Human Resource Management and Accounting (Honours in Human Resource Management)	4101	Industrial Relations and Accounting
4112	Human Resource Management and Accounting (Honours in Accounting)	4113	Industrial Relations and Accounting (Honours in Industrial Relations)
4200	Human Resource Management and Business Economics	4114	Industrial Relations and Accounting (Honours in Accounting)
4211	Human Resource Management and Business Economics (Honours in Human Resource Management)	4203	Industrial Relations and Business Economics
4201	Human Resource Management and Business Statistics	4212	Industrial Relations and Business Economics (Honours in Industrial Relations)
4213	Human Resource Management and Business Statistics (Honours in Human Resource Management)	4204	Industrial Relations and Business Statistics
4700	Human Resource Management and Commercial Legal Studies	4214	Industrial Relations and Business Statistics (Honours in Industrial Relations)
4711	Human Resource Management and Commercial Legal Studies (Honours in Human Resource Management)	4701	Industrial Relations and Commercial Legal Studies
4202	Human Resource Management and Economic History	4713	Industrial Relations and Commercial Legal Studies (Honours in Industrial Relations)
4216	Human Resource Management and Economic History (Honours in Human Resource Management)		
4300	Human Resource Management and Finance		

Program Code	Major	Program Code	Major
4205	Industrial Relations and Economic History	5216	Information Systems and Economic History (Honours in Information Systems)
4219	Industrial Relations and Economic History (Honours in Industrial Relations)	5400	Information Systems and Human Resource Management
4301	Industrial Relations and Finance	5411	Information Systems and Human Resource Management (Honours in Information Systems)
4313	Industrial Relations and Finance (Honours in Industrial Relations)	5412	Information Systems and Human Resource Management (Honours in Human Resource Management)
4314	Industrial Relations and Finance (Honours in Finance)	5401	Information Systems and Industrial Relations
4401	Industrial Relations and Human Resource Management	5413	Information Systems and Industrial Relations (Honours in Information Systems)
4413	Industrial Relations and Human Resource Management (Honours in Industrial Relations)	5414	Information Systems and Industrial Relations (Honours in Industrial Relations)
4414	Industrial Relations and Human Resource Management (Honours in Human Resource Management)	5800	Information Systems and Japanese Studies
4501	Industrial Relations and Information Systems	5811	Information Systems and Japanese Studies (Honours in Information Systems)
4513	Industrial Relations and Information Systems (Honours in Industrial Relations)	5812	Information Systems and Japanese Studies (Honours in Japanese Studies)
4514	Industrial Relations and Information Systems (Honours in Information Systems)	5840	Information Systems and Advanced Japanese Studies
4801	Industrial Relations and Japanese Studies	5861	Information Systems and Advanced Japanese Studies (Honours in Information Systems)
4813	Industrial Relations and Japanese Studies (Honours in Industrial Relations)	5862	Information Systems and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
4814	Industrial Relations and Japanese Studies (Honours in Japanese Studies)	5090	Information Systems and Management Co-op Program
4841	Industrial Relations and Advanced Japanese Studies	5600	Information Systems and Marketing
4863	Industrial Relations and Advanced Japanese Studies (Honours in Industrial Relations)	5611	Information Systems and Marketing (Honours in Information Systems)
4864	Industrial Relations and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	5612	Information Systems and Marketing (Honours in Marketing)
4601	Industrial Relations and Marketing	6000	Marketing
4613	Industrial Relations and Marketing (Honours in Industrial Relations)	6010	Marketing (Honours)
4614	Industrial Relations and Marketing (Honours in Marketing)	6100	Marketing and Accounting
5000	Information Systems	6111	Marketing and Accounting (Honours in Marketing)
5010	Information Systems (Honours)	6112	Marketing and Accounting (Honours in Accounting)
5100	Information Systems and Accounting	6200	Marketing and Business Economics
5111	Information Systems and Accounting (Honours in Information Systems)	6211	Marketing and Business Economics (Honours in Marketing)
5112	Information Systems and Accounting (Honours in Accounting)	6201	Marketing and Business Statistics
5200	Information Systems and Business Economics	6213	Marketing and Business Statistics (Honours in Marketing)
5211	Information Systems and Business Economics (Honours in Information Systems)	6700	Marketing and Commercial Legal Studies
5201	Information Systems and Business Statistics	6711	Marketing and Commercial Legal Studies (Honours in Marketing)
5213	Information Systems and Business Statistics (Honours in Information Systems)	6202	Marketing and Economic History
5700	Information Systems and Commercial Legal Studies	6216	Marketing and Economic History (Honours in Marketing)
5711	Information Systems and Commercial Legal Studies (Honours in Information Systems)	6900	Marketing and German Studies
5202	Information Systems and Economic History	6911	Marketing and German Studies (Honours in Marketing)
		6400	Marketing and Human Resource Management

<b>Program Code</b>	<b>Major</b>	<b>Program Code</b>	<b>Major</b>
6411	Marketing and Human Resource Management (Honours in Marketing)	2300	Economics and Finance
6412	Marketing and Human Resource Management (Honours in Human Resource Management)	2311	Economics and Finance (Honours in Economics)
6401	Marketing and Industrial Relations	2901	Economics and German Studies
6413	Marketing and Industrial Relations (Honours in Marketing)	2913	Economics and German Studies (Honours in Economics)
6414	Marketing and Industrial Relations (Honours in Industrial Relations)	2400	Economics and Human Resource Management
6500	Marketing and Information Systems	2411	Economics and Human Resource Management (Honours in Economics)
6511	Marketing and Information Systems (Honours in Marketing)	2401	Economics and Industrial Relations
6512	Marketing and Information Systems (Honours in Information Systems)	2414	Economics and Industrial Relations (Honours in Economics)
6800	Marketing and Japanese Studies	2500	Economics and Information Systems
6811	Marketing and Japanese Studies (Honours in Marketing)	2511	Economics and Information Systems (Honours in Economics)
6812	Marketing and Japanese Studies (Honours in Japanese Studies)	2800	Economics and Japanese Studies
6840	Marketing and Advanced Japanese Studies	2811	Economics and Japanese Studies (Honours in Economics)
6861	Marketing and Advanced Japanese Studies (Honours in Marketing)	2840	Economics and Advanced Japanese Studies
6862	Marketing and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	2861	Economics and Advanced Japanese Studies (Honours in Economics)
<b>BCom</b>		2600	Economics and Marketing
<b>Course Code 3571</b>		2611	Economics and Marketing (Honours in Economics)
<b>Marketing and Hospitality Management (Pass)</b>		2001	Econometrics
<b>BEc</b>		2011	Econometrics (Honours)
<b>Course Code 3543</b>		2101	Econometrics and Accounting
2000	Economics	2113	Econometrics and Accounting (Honours in Econometrics)
2010	Economics (Honours)	2701	Econometrics and Commercial Legal Studies
2100	Economics and Accounting	2713	Econometrics and Commercial Legal Studies (Honours in Econometrics)
2111	Economics and Accounting (Honours in Economics)	2202	Econometrics and Economic History
2900	Economics and Asian Studies	2216	Econometrics and Economic History (Honours in Econometrics)
2911	Economics and Asian Studies (Honours in Economics)	2219	Econometrics and Economic History (Honours in Economic History)
2700	Economics and Commercial Legal Studies	2301	Econometrics and Finance
2711	Economics and Commercial Legal Studies (Honours in Economics)	2313	Econometrics and Finance (Honours in Econometrics)
2200	Economics and Econometrics	2402	Econometrics and Human Resource Management
2211	Economics and Econometrics (Honours in Economics)	2412	Econometrics and Human Resource Management (Honours in Econometrics)
2212	Economics and Econometrics (Honours in Econometrics)	2403	Econometrics and Industrial Relations
2210	Economics and Econometrics (Honours in Both)	2415	Econometrics and Industrial Relations (Honours in Econometrics)
2201	Economics and Economic History	2501	Econometrics and Information Systems
2213	Economics and Economic History (Honours in Economics)	2513	Econometrics and Information Systems (Honours in Econometrics)
2214	Economics and Economic History (Honours in Economic History)	2801	Econometrics and Japanese Studies
		2813	Econometrics and Japanese Studies (Honours in Econometrics)
		2841	Econometrics and Advanced Japanese Studies

Program Code	Major
2863	Econometrics and Advanced Japanese Studies (Honours in Econometrics)
2601	Econometrics and Marketing
2613	Econometrics and Marketing (Honours in Econometrics)
2002	Economic History
2012	Economic History (Honours)
2102	Economic History and Accounting
2116	Economic History and Accounting (Honours in Economic History)
2702	Economic History and Commercial Legal Studies
2716	Economic History and Commercial Legal Studies (Honours in Economic History)
2302	Economic History and Finance
2316	Economic History and Finance (Honours in Economic History)
2404	Economic History and Human Resource Management
2413	Economic History and Human Resource Management (Honours in Economic History)
2405	Economic History and Industrial Relations
2416	Economic History and Industrial Relations (Honours in Economic History)
2502	Economic History and Information Systems
2516	Economic History and Information Systems (Honours in Economic History)

Program Code	Major
2802	Economic History and Japanese Studies
2816	Economic History and Japanese Studies (Honours in Economic History)
2842	Economic History and Advanced Japanese Studies
2866	Economic History and Advanced Japanese Studies (Honours in Economic History)
2602	Economic History and Marketing
2616	Economic History and Marketing (Honours in Economic History)

#### **Combined Commerce/Law, Economics/Law and Commerce/Science Courses**

4732	Bachelor of Commerce (Accounting)/ Bachelor of Laws
4735	Bachelor of Commerce (Finance)/ Bachelor Laws
4750	Bachelor of Commerce (Industrial Relations)/ Bachelor of Laws
4736	Bachelor of Commerce (Information Systems)/ Bachelor of Laws
4710	Bachelor of Commerce (Marketing)/ Bachelor of Laws
4745	Bachelor of Economics/Bachelor of Laws
3996	Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics)

## **Rules Governing the Award of the Degrees of Bachelor of Commerce and Bachelor of Economics**

For rules relating to courses which are no longer offered to new students, please refer to earlier Faculty Handbooks. Copies of these rules are also available from the Faculty of Commerce and Economics Students Centre.

### **Rule 1 - Pass and Honours Degrees**

The degrees of Bachelor of Commerce or Bachelor of Economics may be conferred as a Pass degree or as an Honours degree. There shall be three classes of Honours, namely Class 1, Class 2 in two Divisions and Class 3. In cases of superior academic performance throughout the course, the Pass degree will be conferred with merit.

### **Rule 2 - Disciplinary Minors**

Students not completing the requirements of two majors in the Bachelor of Commerce degree must choose options so that they complete a 'disciplinary minor' in a discipline other than their major. All students satisfying the requirements of the Bachelor of Economics degree automatically satisfy

'disciplinary minor' requirements in Econometrics. A 'disciplinary minor' is defined as four approved session units, or equivalent value for subjects taught outside of the faculty, of which no more than two may be first year units.

### **Rule 3 - Transfer Between Degrees**

Candidates are admitted to the Bachelor of Commerce, the Bachelor of Commerce (Marketing and Hospitality Management), the Bachelor of Commerce (Finance)/ Bachelor of Science (Maths), or the Bachelor of Economics course. There is no automatic transfer between these courses. Candidates may seek to transfer between courses and decisions will be made by the Faculty Admissions Committee.

### **Rule 4 - Assessable Hours**

Normal workload expectations for each degree are a minimum of 10 hours per week per unit, including class contact hours, preparation and time spent on all assessable work.



## Rule 5 - Passing in a Subject

Where, in the following rules, reference is made to the requirement that a candidate shall pass a subject, the requirement shall be construed as meaning that the candidate shall:

- (1) attend such lectures, seminars and tutorials as may be prescribed in that subject;
- (2) complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of the Teaching Unit concerned.

## Rule 6 - Minimum Time for Completion

A candidate enrolled in a full-time course may not complete the requirements for the Pass degree in less than six sessions or the Honours degree in less than eight sessions. A candidate enrolled in a part-time course may not normally complete the requirements for the Pass degree in less than twelve sessions or the Honours degree in less than fourteen sessions, provided that these periods may, with the consent of the Head of the Teaching Unit, be reduced to ten sessions and twelve sessions respectively in exceptional cases.

## Rule 7 - Normal Program

Except in exceptional circumstances, a candidate must enrol in a minimum of two subjects per session, and will not be permitted to enrol for more than four subjects.

## Rule 8 - Nomination of Program

A candidate must nominate on the enrolment form the specialisation intended when enrolling for the first year. A candidate may change from one program to another but not more than once per year. The change requires the approval of the course authority and unless it is a transfer between a pass and an honours program, the change must be completed before enrolment is finalized for the particular year.

## Rule 9 - Course Requirements

### Bachelor of Commerce 3502, 3571

To complete the requirements for the award of the degree of Bachelor of Commerce:

1. A student must complete and pass 24 units for the Pass degree.
2. Each student must pass the following six core units:  
 ACCT1501 Accounting and Financial Management 1A  
 ACCT1511 Accounting and Financial Management 1B  
 ECON1101 Microeconomics 1  
 ECON1102 Macroeconomics 1  
 ECON1202 Quantitative Methods A  
 ECON1203 Quantitative Methods B
3. Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Ap-

proved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics.

**Substitution** Students may seek approval to substitute any subject offered by faculties, other than the Faculty of Commerce and Economics, for which they have the prerequisite, in partial fulfilment of their General Education requirement, up to a maximum of 56 hours. Substituted subjects may not count as both options in the Bachelor of Commerce or Bachelor of Economics programs and as substitutes for General Education subjects.

**Students who enrolled in 1995 or earlier** Students who undertook subjects to fulfil the Faculty's General Education requirements in 1995 or previous years will be credited with these subjects for the purpose of meeting the Faculty's current General Education rules.

4. Each student must include the following in their degree program:

4.1 either a major of at least eight units in an approved disciplinary stream and a minor of at least four units in an approved disciplinary stream; or

4.2 a double major of fourteen units, consisting of at least seven units in each of two approved disciplinary streams

5. In addition to the pass degree requirements the award of a degree with Honours requires:

5.1 the completion of at least eight units (single major) or seven units (double major) in a disciplinary stream specified as necessary preparation for fourth year studies, and

5.2 the completion of four specified units in fourth year in one of these disciplines, and a thesis that is the equivalent of two units.

Honours studies may proceed in more than one disciplinary stream prior to fourth year. In the fourth year, Honours may be taken in one discipline only.

6. Approved disciplinary streams are listed hereafter:

### Approved Disciplinary Streams (Pass)

Accounting  
 Accounting Co-op Program†  
 Business Economics  
 Business Statistics  
 Commercial Legal Studies\*  
 Economic History  
 Finance  
 German Studies††  
 Human Resource Management  
 Hospitality Management††  
 Industrial Relations  
 Information Systems  
 Information Systems and Management Co-op Program  
 Japanese Studies\*  
 Japanese Studies (Advanced Program)\*  
 Law\*\*  
 Marketing

†Available as a single major or combined with Finance or Business Economics only

\*\*Not available as a single major, but as a co-major only

††Available only as a co-major integrated Program with Marketing

\*\*Available to combined Law students only, for the purpose of satisfying disciplinary minor requirements

**Approved Disciplinary Streams (Honours)**

To the end of fourth year:

Accounting  
Finance  
Human Resource Management  
Industrial Relations  
Information Systems  
Japanese Studies  
Japanese Studies (Advanced Program)  
Marketing

**Bachelor of Economics 3543**

To complete the requirements for the degree of Bachelor of Economics:

1. A student must complete and pass 24 units for the Pass degree.

2. Each student must pass the following six core units:

ACCT1501 Accounting and Financial Management 1A  
ACCT1511 Accounting and Financial Management 1B  
ECON1101 Microeconomics 1  
ECON1102 Macroeconomics 1  
ECON1202 Quantitative Methods A  
ECON1203 Quantitative Methods B

3. Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics.

**Substitution** Students may seek approval to substitute any subject offered by faculties, other than the Faculty of Commerce and Economics, for which they have the prerequisite, in partial fulfilment of their General Education requirement, up to a maximum of 56 hours. Substituted subjects may not count as both options in the Bachelor of Commerce or Bachelor of Economics programs and as substitutes for General Education subjects.

**Students who enrolled in 1995 or earlier** Students who undertook subjects to fulfil the Faculty's General Education requirements in 1995 or previous years will be credited with these subjects for the purpose of meeting the Faculty's current General Education rules.

4. Each student must include the following in their degree program:

4.1 either a major of at least ten units in the Economics, Econometrics or Economic History disciplinary streams (including units taken as core studies);

4.2 or a double major of fifteen units, with at least eight units in one of the Economics, Econometrics or Economic History disciplinary streams, and at least seven units in another approved disciplinary stream.

5. In addition to the pass degree requirements the award of a degree with Honours requires:

5.1 the completion of at least ten units (single major) or eight units (double major) in the Economics, Econometrics or

Economic History disciplinary streams specified as necessary preparation for fourth year studies, and

5.2 the completion of four specified units in fourth year, and a thesis that is the equivalent of two units.

Honours studies may proceed in more than one disciplinary stream prior to fourth year. In the fourth year, Honours may be taken in the Economics, Econometrics or Economic History disciplinary streams only, or a combined Honours program in Economics and Econometrics may be taken.

6. Approved disciplinary streams are listed hereafter:

**Approved Disciplinary Streams (Pass)**

Accounting  
Asian Studies†  
Commercial Legal Studies\*  
Economics  
Econometrics  
Economics/Econometrics  
Economic History  
Finance  
German Studies†  
Human Resource Management  
Industrial Relations  
Information Systems  
Japanese Studies\*  
Japanese Studies (Advanced Program)\*  
Marketing

†Available only as a co-major integrated Program with Economics

\*Not available as a single major, but as a co-major only

**Approved Disciplinary Streams (Honours)**

To the end of third year:

Accounting  
Finance  
Human Resource Studies  
Industrial Relations  
Information Systems  
Japanese Studies  
Japanese Studies (Advanced Program)  
Marketing

**To the end of fourth year:**

Economics  
Econometrics  
Economics/Econometrics  
Economic History

**Rule 10 - Honours Degree**

Upon completion of first or second years of a full-time course or the corresponding stages of a part-time course, a candidate may make a written application to the Head of the Teaching Unit concerned for permission to enrol for an Honours degree. When such permission is granted but a candidate's later performance is unsatisfactory, permission to continue as an Honours student may be withdrawn and the student may proceed to an appropriate Pass degree.

A person on whom the Pass degree of Bachelor of Commerce or Bachelor of Economics has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce or Bachelor of Economics, except

with special permission on the recommendation of the Head of the Teaching Unit.

### Rule 11 - Credit for Subjects Passed at Another University

Subject to the University rules governing admission with advanced standing, subjects passed at another university may be counted towards fulfilling the requirements of the degree but, in general, not more than four subjects studied for a year or equivalent which are already counted for another degree may be counted towards the requirements for the Bachelor of Commerce or Bachelor of Economics. Advanced standing will not normally be granted for subjects completed more than 7 years before the date of admission of the applicant, except with the approval of the Head of the Teaching Unit.

### Rule 12 - Options

Subject to the requirements of the individual programs, students may choose options from any approved subject

taught in the University. The approval for subjects (other than General Education electives) to count as options is given by the course authority. Heads of the Teaching Units may, in exceptional circumstances, vary subjects in prescribed programs. Apart from service courses for other faculties, all subjects offered by the Faculty of Commerce and Economics will be automatically approved as options save that no subject can be counted both as an option and as a prescribed subject.

### Rule 13 - Order of Progression of Subjects

It is expected students shall undertake core subjects in the equivalent of their first year. It is expected failed subjects will be repeated in the first session in which it is next offered.

### Rule 14 - Prerequisite and Corequisite Requirements

Except in exceptional circumstances, a candidate shall not enrol in any subject without having satisfied the prescribed prerequisite or corequisite requirements.

## Disciplinary Streams

### Accounting

Select sufficient subjects to make up minor, co-major or single major requirements, or select single subjects as options, as appropriate.

Subject ID	Subject Name	Prerequisite	Session	HPW
ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T2
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T2
ACCT2522	Accounting & Financial Management 2A	ACCT1511 <b>Excluded:</b> ACCT2532	1	L2 T2
ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2542	Accounting & Financial Management 2B	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3563	Accounting & Financial Management 3A	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3583	Accounting & Financial Management 3B	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	L2 T2
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3708	Auditing	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L2 T1.5

Subject ID	Subject Name	Prerequisite	Session	HPW
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2
ACCT4805	Global Accounting Issues	ACCT3563 or ACCT3573	2	L3
ACCT4818	Advanced Auditing Technologies	ACCT3708 or ACCT3718	Not offered 1996	
ACCT4820	Contemporary Issues in Management Accounting	ACCT2522 or ACCT2532	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3

## Accounting Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Required Prior to Year 4

ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2

### Year 4

ACCT4794	Thesis (Accounting)	Admission to BCom degree course at Honours level majoring in Accounting	1 or 2	n.a.
ACCT4851	Current Developments in Accounting Research - Financial	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
ACCT4852	Current Developments in Accounting Research - Managerial	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
ACCT4897	Seminar in Research Methodology	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
plus one Honours Option chosen from:				
ACCT4804	Development of Accounting Thought	Admission to BCom degree course at Honours level majoring in Accounting	Not offered 1996	
ACCT4809	Current Developments in Auditing Research	Admission to BCom degree course at Honours level majoring in Accounting	2	L3
ACCT 4867	Special Topic in Accounting	ACCT4897 <b>Note:</b> must consult Head of School	1 or 2	n.a.

## Accounting Co-op Program

This Program is available as a single major or combined with Finance or Business Economics in the BCom degree only.

Entry to the Program is at first year only, and through the scholarship selection procedures administered by the Co-op Program Office.

This is a four year degree program.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
ACCT8691	Industrial Training 1	Admission to the Program by selection	Year 1, XI	8-10wks
ACCT8692	Industrial Training 2	ACCT8691	Year 3, S2	26 wks
ACCT8693	Industrial Training 3	ACCT8692	Year 4, S1	26 wks

### Subject List

Select sufficient subjects to make up co-major or single major requirements, as appropriate.

ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T2
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T2
ACCT2522	Accounting & Financial Management 2A	ACCT1511 <b>Excluded:</b> ACCT2532	1	L2 T2
ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2542	Accounting & Financial Management 2B	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3563	Accounting & Financial Management 3A	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3583	Accounting & Financial Management 3B	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	L2 T2
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3708	Auditing	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L2 T1.5
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2
ACCT4805	Global Accounting Issues	ACCT3563 or ACCT3573	2	L3
ACCT4818	Advanced Auditing Technologies	ACCT3708 or ACCT3718	Not offered	1996
ACCT4820	Contemporary Issues in Management Accounting	ACCT2522 or ACCT2532	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3

## Asian Studies (BEc students only)

This Program is available only as a co-major integrated Program with Economics.

### Required

(i) Students must enrol in and pass enough language units to reach a standard equivalent to intermediate level. If a student has satisfactory HSC competence in the language this will require two units, if not four. In the case of the Japanese language, students entering without HSC competence should enrol in four consecutive core units of Japanese beginning with JAPN1000 Japanese Communication 1A. Students entering the Japanese language program with HSC, or above, competence will be admitted to a suitable level, subject to a placement test.

(ii) Students must enrol in and pass at least six units relating to a particular country or group of countries as approved by the Head of School. These may include language units and must include at least two economics units, one of which may be ECOH2305 Modern Asian Economic History.

## Business Economics (BCom students only)

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3

### Options (may be selected from List A or List B)

To satisfy either single or double major requirements, at least two Options must be chosen from List B.

#### List A

ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Australian Macroeconomic Policy	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON2106	Post-Keynesian Political Economy	ECON1102 or ECON1104	Not offered 1996	
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2108	Industry Economics and Australian Industrial Policy	ECON2101 or ECON2103	Not offered 1996	
ECON2109	Economics of Natural Resources	ECON2101 or ECON2103	1	3
ECON2110	Alternative approaches to Economics	ECON1102 or ECON1104	2	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2113	The Development of Modern Economics	ECON1102 or ECON1104	Not offered 1996	
ECON2115	Japanese International Economic Relations	ECON1102 or ECON1104	2	3
ECON2116	Japanese Economic Policy	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics and Cost Benefit Analysis	ECON1101 or ECON1103	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>List B</b>				
ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3103	Monetary Theory and Policy	ECON2102	1	3
ECON3104	International Monetary Economics	ECON2102	2	3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	ECON2101 or ECON2103	Not offered 1996	
ECON3106	Public Finance	ECON2101 or ECON2103	Not offered 1996	
ECON3107	Economics of Labour Markets	ECON2101	Not offered 1996	
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	1	3
ECON3109	Economic Growth, Technology and Structural Change	ECON2101 or ECON2103	1	3
ECON3110	Developing Economies and World Trade	ECON2101 or ECON2103	2	3
ECON3111	Contemporary Japanese Economy	ECON2115 or ECON2116	Not offered 1996	
ECON3112	The Newly Industrializing Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3115	Economics of Developing Countries	ECON1102 or ECON1104	Not offered 1996	
ECON3116	International Economics	ECON2101 and ECON2102	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	2	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

## Business Statistics (BCom students only)

### Required

ECON1202	Quantitative Methods A	HSC Requirements	1 or 2	3
ECON1203	Quantitative Methods B	ECON1202	1 or 2	3

### Options (may be selected from List A or List B)

To satisfy either single or double major requirements, at least two Options must be chosen from List B

### List A

ECON2202	Analysis of Survey Data	ECON2206	Not offered 1996	
ECON2204	Dynamic Models	ECON1202	1	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2210	Applied Business Statistics	ECON1203	1	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>List B</b>				
ECON3202	Mathematical Methods in Economics	ECON1202	2	2
ECON3205	Case Studies in Business Statistics	ECON2206 and ECON2209	Not offered	1996
ECON3206	Modeling High-Frequency Time Series Data	ECON2206	1	3
ECON3213	Comparative Forecasting Techniques	ECON2206 or ECON2209	2	3

## Commercial Legal Studies

This Program is not available as a single major, but as a co-major only.

### Required

LEGT7711	Legal Environment of Commerce	HSC Requirements	1 or 2	L2 T1
----------	-------------------------------	------------------	--------	-------

**Options (may be selected from List A or List B. At least one from List A and at least three from List B)**

### List A

LEGT7721	Legal Transactions in Commerce	LEGT7711	1 or 2	L2 T1
LEGT7731	Marketing and Distribution Law	Nil	1 or 2	L2 T1
LEGT7761	Law of Finance and Securities	Nil	1	L2 T1
LEGT7771	Information Technology Law	LEGT7711 or INFS1602	2	L2 T1

### List B

LEGT7741	Business Entities	LEGT7711	2	L3 T1
LEGT7751	Taxation Law	LEGT7711	1	L3 T1
LEGT7781	Regulatory Law: Theory and Practice	LEGT7711	2	L2 T1
LEGT7791	International Investments: Law, Tax and Strategy	LEGT7711 or permission from Head of School	2	L2 T1
LEGT7811	Corporations: Law, Tax and Strategy	LEGT7741 and LEGT7751	2	L2 T1
LEGT7821	Commercial Legal Research	LEGT7711 or permission from Head of School	Not offered	1996

## Economics (BEc students only)

### Required

ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3



Subject ID	Subject Name	Prerequisite	Session	HPW
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3

### Options (may be selected from List A or List B)

To satisfy single major requirements, students must do either ECON3101 (Microeconomics 3) or ECON3102 (Macroeconomics 3) and at least two Options must be chosen from List B.

To satisfy double major requirements, at least two Options must be chosen from List B.

### List A

ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Australian Macroeconomic Policy	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON2106	Post-Keynesian Political Economy	ECON1102 or ECON1104	Not offered	1996
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2108	Industry Economics and Australian Industrial Policy	ECON2101 or ECON2103	Not offered	1996
ECON2109	Economics of Natural Resources	ECON2101 or ECON2103	1	3
ECON2110	Alternative Approaches to Economics	ECON1102 or ECON1104	2	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2113	The Development of Modern Economics	ECON1102 or ECON1104	Not offered	1996
ECON2115	Japanese International Economic Relations	ECON1102 or ECON1104	2	3
ECON2116	Japanese Economic Policy	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics and Cost Benefit Analysis	ECON1101 or ECON1103	2	3
ECON3111	Contemporary Japanese Economy	ECON2115 or ECON2116	Not offered	1996
ECON3112	The Newly Industrializing Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3115	Economics of Developing Countries	ECON1102 or ECON1104	Not offered	1996

### List B

ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3103	Monetary Theory and Policy	ECON2102	1	3
ECON3104	International Monetary Economics	ECON2102	2	3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	ECON2101 or ECON2103	Not offered	1996
ECON3106	Public Finance	ECON2101 or ECON2103	Not offered	1996

Subject ID	Subject Name	Prerequisite	Session	HPW
ECON3107	Economics of Labour Markets	ECON2101	Not offered	1996
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	1	3
ECON3109	Economic Growth, Technology and Structural Change	ECON2101 or ECON2103	1	3
ECON3110	Developing Economies and World Trade	ECON2101 or ECON2103	2	3
ECON3116	International Economics	ECON2101 and ECON2102	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	2	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3
ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4164	Economic Methodology	ECON2102	1	3

### Economics Honours (BEc students only)

#### Year 4 Required

ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4127	Economics Thesis	Admission to Honours	3	n.a.
ECON4164	Economic Methodology	ECON2102	1	3

Plus two further Options from List B of the Economics Disciplinary Stream above. If students have not completed the following subjects in earlier years these two units must include:

ECON3101	Microeconomics 3	ECON2101	1	3
or				
ECON3102	Macroeconomics 3	ECON2102	2	3
and				
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	1	3

### Econometrics (BEc students only)

#### Required (for single major)

ECON1202	Quantitative Methods A	HSC Requirements	1 or 2	3
ECON1203	Quantitative Methods B	ECON1202	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2204	Dynamic Models	ECON1202	1	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON2215	Statistics for Econometrics	ECON2206	2	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Options</b>				
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2212	Applied Economic Statistics	ECON1203	Not offered	1996
ECON3202	Mathematical Methods in Economics	ECON1202	2	3
ECON3206	Modelling High-Frequency Time Series Data	ECON2206	1	3
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3

**Required (for double major)**

ECON1202	Quantitative Methods A	HSC Requirements	1 or 2	3
ECON1203	Quantitative Methods B	ECON1202	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON3203	Econometric Theory	ECON2215	1	3

Plus one of the following options:

**Options**

ECON2204	Dynamic Models	ECON1202	1	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2210	Applied Business Statistics	ECON1203	1	3
ECON2212	Applied Economic Statistics	ECON1203	Not offered	1996
ECON2215	Statistics for Econometrics	ECON2206	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	2	3
ECON3213	Comparative Forecasting Techniques	ECON2206 or ECON2209	2	3

**Econometrics Honours (BEC students only)****Year 4****Required**

ECON4201	Applied Econometrics	ECON2207 and ECON2101 or ECON2102	1	3
ECON4202	Time Series Analysis	ECON3203	2	3
ECON4203	Special Topics in Econometrics I	Permission of the Head of Department	1	3
ECON4204	Special Topics in Econometrics II	Permission of the Head of Department	2	3
ECON4227	Thesis	Permission of the Head of Department	3	n.a.

**Economics/Econometrics (BEc students only)**

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON1202	Quantitative Methods A	HSC Requirements	1 or 2	3
ECON1203	Quantitative Methods B	ECON1202	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

Plus at least one Option in each of Econometrics (from the list below), Economics (List B), and Economic History

**Options**

At least one of:

ECON2204	Dynamic Models	ECON1202	1	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2212	Applied Economic Statistics	ECON1203	Not offered	1996
ECON2215	Statistics for Econometrics	ECON2206	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	2	3
ECON3206	Modelling High-Frequency Time Series Data	ECON2206	1	3
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3

**Economics/Econometrics Honours (BEc students only)****Year 4****Required**

ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4164	Economic Methodology	ECON2102	1	3
ECON4201	Applied Econometrics	ECON2207 and ECON2101 or ECON2102	1	3
ECON4202	Time Series Analysis	ECON3203	2	3
ECON4227	Thesis	Permission of the Head of Department	3	n.a.

**Economic History (BCom students only)**

<b>Subject ID</b>	<b>Subject Name</b>	<b>Prerequisite</b>	<b>Session</b>	<b>HPW</b>
<b>Required</b>				
ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
<b>Options</b>				
ECOH1301	Australia in the International Economy in the 20th Century	HSC Requirements	1	3
ECOH1302	Australia and the Asia-Pacific Economies	HSC Requirements	2	3
ECOH2301	Management and Business Development	ECON1102	1	3
ECOH2303	Economic Change in Modern China 1700-1949	ECON1102	Not offered	1996
ECOH2304	Economic Transformation in the People's Republic of China	ECON1102	Not offered	1996
ECOH2305	Modern Asian Economic History	ECON1102	1	3
ECOH2311	German Economy and Society	ECON1102	1	3
ECOH2313	Australian Economic Development in the 20th Century	ECON1102	1	3
ECOH2314	The Experience of the Soviet Union	ECON1102	Not offered	1996
ECOH2317	Banking and Financial History	ECON1102	Not offered	1996
ECOH2318	Making the Market	ECON1102	2	3
ECOH2319	Economic Policy in Australia	ECON1102	2	3
ECOH2320	Life and Death: Demographic Economic History	ECON1102	2	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	2	3
ECOH3304	Shaping Australia, 1788-1914	ECON1102	Not offered	1996
ECOH3305	Modern Australian Capitalism	ECON1102	1	3
ECOH3306	Comparative Economic Systems in Historical Perspective	ECON1102	Not offered	1996
ECOH3307	Multinationals - Theory and History	ECON1102	Not offered	1996

**Economic History (BEc students only)****Required**

ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Options</b>				
ECOH1301	Australia in the International Economy in the 20th Century	HSC Requirements	1	3
ECOH1302	Australia and the Asia-Pacific Economies	HSC Requirements	2	3
ECON2202	Analysis of Survey Data	ECON2206	Not offered 1996	
ECOH2301	Management and Business Development	ECON1102	1	3
ECOH2303	Economic Change in Modern China 1700-1949	ECON1102	Not offered 1996	
ECOH2304	Economic Transformation in the People's Republic of China	ECON1102	Not offered 1996	
ECOH2305	Modern Asian Economic History	ECON1102	1	3
ECOH2311	German Economy and Society	ECON1102	1	3
ECOH2314	The Experience of the Soviet Union	ECON1102	Not offered 1996	
ECOH2317	Banking and Financial History	ECON1102	Not offered 1996	
ECOH2318	Making the Market	ECON1102	2	3
ECOH2319	Economic Policy in Australia	ECON1102	2	3
ECOH2320	Life and Death: Demographic Economic History	ECON1102	2	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	2	3
ECOH3304	Shaping Australia, 1788-1914	ECON1102	Not offered 1996	
ECOH3305	Modern Australian Capitalism	ECON1102	1	3
ECOH3306	Comparative Economic Systems in Historical Perspective	ECON1102	Not offered 1996	
ECOH3307	Multinationals - Theory and History	ECON1102	Not offered 1996	

### Economic History Honours (BEC students only)

#### Year 4 Required

ECOH4323	Approaches to Economic Social History	ECON1102	1	3
ECOH4324	Aspects of Australian Economic Development	ECON1102	1	3
ECOH4325	Seminar in Research Methods	ECON1102	2	3
ECOH4326	Comparative Issues in Economic History	ECON1102	2	3
ECOH4327	Thesis	Permission of Head of Department	3	n.a.

## Finance

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
FINS2612	Australian Capital Markets	ECON1102 (Corequisite) ECON1203 (Corequisite)	1 or 2	L2 T1
FINS2613	Business Finance	FINS2612 or any two of ACCT1511, ECON1102 ECON1203	1 or 2	L2 T1
FINS2624	Investments	FINS2613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624	1 or 2	L2 T1
<b>Options</b>				
FINS2622	Asian Capital Markets	FINS2612	1 or 2	L3
FINS3625	Applied Corporate Finance	FINS2613	2	L2 T1
FINS3630	Bank Financial Management	FINS2612 and FINS2613	1 or 2	L3
FINS3633	Real Estate Finance and Investment	FINS2624	1 or 2	L3
FINS3634	Credit Analysis and and Lending	FINS2612 and FINS2613	2	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1 or 2	L3
FINS3636	Interest Rate Risk Management	FINS2624	Not offered 1996	
FINS3774	Financial Decision Making - Under Uncertainty	Credit or better in FINS2624	1	L3
FINS3775	Research Methods in Finance 1	FINS3774	2	L3

## Finance Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Required Prior to Year 4

FINS2612	Australian Capital Markets	ECON1102 (Corequisite) ECON1203 (Corequisite)	1 or 2	L2 T1
FINS2613	Business Finance	FINS2612 or any two of ACCT1511, ECON1102, ECON1203	1 or 2	L2 T1
FINS2624	Investments	FINS2613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624	1 or 2	L2 T1
FINS3774	Financial Decision Making Under Uncertainty	Credit or better in FINS2624	1	L3
FINS3775	Research Methods in Finance 1	FINS3774	2	L3

To satisfy single major requirements, at least two Options must be chosen from List A following.  
To satisfy double major requirements, at least one Option must be chosen from List A following.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4</b>				
FINS4779	Research Methods in Finance 2	FINS3775	1	L3
FINS4794	Thesis (Finance)	Permission of the Head of School	2	n.a.

Plus three further Options (at least two must be selected from List B)

### Options (may be selected from List A or List B)

#### List A

FINS2622	Asian Capital Markets	FINS2612	1 or 2	L3
FINS3625	Applied Corporate Finance	FINS2613	2	L2 T1
FINS3630	Bank Financial Management	FINS2612 and FINS2613	1 or 2	L3
FINS3633	Real Estate Finance and Investment	FINS2624	1 or 2	L3
FINS3634	Credit Analysis and Lending	FINS2612 and FINS2613	2	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1 or 2	L3
FINS3636	Interest Rate Risk Management	FINS2624	Not offered 1996	

#### List B

FINS4776	Advanced Topics in Asset Pricing	FINS3774 and FINS3775	2	L3
FINS4777	Advanced Topics in Corporate Finance	FINS3774 and FINS3775	1	L3
FINS4778	Recent Developments in Banking Research	FINS3630 and FINS3774	1	L3

## German Studies

This Program is available only as a co-major integrated Program with Marketing in the Bachelor of Commerce degree and as a co-major integrated Program with Economics in the Bachelor of Economics.

#### Required

GER1200	German for Professional Purposes 1A	HSC Requirements	Not offered 1996	
GER1201	German for Professional Purposes 1B	GER1200	Not offered 1996	
GER2200	German for Professional Purposes 2A	GER1201	1	5
GER2201	German for Professional Purposes 2B	GER2200	2	5
GER3200	German for Professional Purposes 3A	GER2201	1	5
GER3201	German for Professional Purposes 3B	GER3200	2	5
ECOH2311	German Economy and Society	ECON1102	1	3



## Hospitality Management (BCom students only)

This Program is available only as a co-major integrated Program with Marketing and only to those students admitted to the Bachelor of Commerce (Marketing and Hospitality Management) degree - course code 3571.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
HOSP1999	Hospitality Industry Employment 1	Admission to course 3571	Year 2, S1	
HOSP2999	Hospitality Industry Employment 2	HOSP1999	Year 3, S1	
HOSP3009	Financial Control in the Hospitality Industry	ACCT1511 and TAFE studies	1	L2 T2
HOSP3010	Legal Aspects of Tourism	TAFE studies	2	L2 T2
HOSP3999	Hospitality Industry Employment 3	HOSP2999	Year 4, S1	
HOSP4002	Hotel and Resort Management	MARK3073	2	L1 S2
HOSP4004	Strategic Management in Hospitality and Tourism	HOSP3009 and MARK3073	2	L1 S2
HOSP4013	Hospitality Service Management	MARK3073	1	L2 T2 S2
HOSP4014	Managing People in the Hospitality Industry	HOSP4013	2	L2 T2 S2
HOSP4015	Hospitality Facilities Management	HOSP3009	1	L2 T2 S2

During the first three sessions, candidates will undertake concurrent studies in Operational Hospitality Training either with the TAFE Sector or approved training college of their choice, usually one day per week for each session. A course fee of approximately \$1800 is payable.

Language studies are a requirement of the course. These must be at least one or two units offered by the University to be counted as Options toward the degree.

Attendance and satisfactory participation in a Communications Skills/Effective Public Speaking course, held over six weeks during the first semester of the second year attracts a separate fee of approximately \$60.

## Human Resource Management

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1712	Management of Organisations	HSC Prerequisites	1	3
IROB2704	Industrial Relations 2B (Social Organisation of Work)	IROB2703 or IROB1712	2	3.5
IROB2718	Human Resource Management	IROB1701 or IROB1712	1	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3724	Strategic Human Resource Management	IROB2718 or IROB1712	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Options</b>				
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3

## Human Resource Management Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1712	Management of Organisations	HSC Prerequisites	1	3
IROB2704	Industrial Relations 2B (Social Organisation of Work)	IROB2703 or IROB1712	2	3.5
IROB2718	Human Resource Management	IROB1701 or IROB1712	1	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3708	History and Philosophy of Human Resource Management Thesis Workshop*	IROB3705 and with permission of the Head of the Teaching Unit	2	3
IROB3724	Strategic Human Resource Management	IROB2718 or IROB1712	2	3

*\*IROB3708 History and Philosophy of Human Resource Management is a prerequisite for Year 4 Honours and should normally be taken as an Option in the Session preceding the Honours year.*

### Options

IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3

### Year 4 Required

IROB4731	Industrial Relations Case Studies A	IROB3706	1	3
IROB4732	Industrial Relations Case Studies B	IROB3706	2	3
IROB4733	Industrial Relations Seminar	Admission to Honours	3	3
IROB4738	Thesis (Human Resource Management)	IROB3708 and Admission to Honours	3	n.a.

## Industrial Relations

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1702	Industrial Relations 1B (Australian Trade Unionism)	IROB1701	2	3.5
IROB2703	Industrial Relations 2A (Industrial Relations in the Global Economy)	IROB1701	1	3.5
IROB2704	Industrial Relations 2B (Social Organisation of Work)	IROB2703 or IROB1712	2	3.5
IROB2715	Labour History	IROB1701	2	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3706	Industrial Relations 3B (Industrial Relations Policies and Processes)	IROB3705	2	3.5
<b>Options</b>				
IROB1712	Management of Organisations	HSC Prerequisites	1	3
IROB2714	Industrial Democracy	IROB1701	Not offered 1996	
IROB2716	Industrial Conflict	IROB1701	Not offered 1996	
IROB2718	Human Resource Management	IROB1701 or IROB1712	1	3
IROB2720	Japanese Employment Relations	IROB1701	Not offered 1996	
IROB2722	Industrial Relations in the Asian NICs	IROB2703	Not offered 1996	
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3719	Industrial Relations Theory	IROB2704	Not offered 1996	
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3
IROB3722	Wages and Incomes Policy	IROB3720	Not offered 1996	

## Industrial Relations Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1702	Industrial Relations 1B (Australian Trade Unions)	IROB1701	2	3.5
IROB2703	Industrial Relations 2A (Industrial Relations in the Global Economy)	IROB1701	1	3.5

Subject ID	Subject Name	Prerequisite	Session	HPW
IROB2704	Industrial Relations 2B (Social Organisation of Work)	IROB2703 or IROB1712	2	3.5
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3706	Industrial Relations 3B (Industrial Relations)	IROB3705 Policies and Processes	2	3.5
IROB3707	Industrial Relations Research Methods and Thesis Workshop*	IROB3705 and with the permission of the Head of the Teaching Unit	2	3

*\*IROB3707 Industrial Relations Research Methods and Thesis Workshop is a prerequisite for Year 4 Honours and should normally be taken as an Option in the Session preceding the Honours year.*

### Options

IROB1712	Management of Organisations	HSC Prerequisites	1	3
IROB2714	Industrial Democracy	IROB1701	Not offered	1996
IROB2715	Labour History	IROB1701	1	3
IROB2716	Industrial Conflict	IROB1701	Not offered	1996
IROB2718	Human Resource Management	IROB1701 or IROB1712	1	3
IROB2720	Japanese Employment Relations	IROB1701	Not offered	1996
IROB2722	Industrial Relations in the Asian NICs	IROB2703	Not offered	1996
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3719	Industrial Relations Theory	IROB2704	Not offered	1996
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3
IROB3722	Wages and Incomes Policy	IROB3720	Not offered	1996

### Year 4 Required

IROB4731	Industrial Relations Case Studies A	IROB3706	1	3
IROB4732	Industrial Relations Case Studies B	IROB3706	2	3
IROB4733	Industrial Relations Seminar	Admission to Honours	3	3
IROB4734	Thesis (Industrial Relations)	IROB3707 and Admission to Honours	3	n.a.

## Information Systems

### Required

INFS1602	Computer Information Systems 1	Nil	1 or 2	3
INFS1603	Business Data Management	Nil	1 or 2	3
INFS2603	Systems Analysis and Design	INFS1602 and INFS1603	2	3
INFS2607	Business Data Networks	INFS1602	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Options</b>				
INFS2609	Commercial Programming	INFS1602 and INFS1603	1	3
INFS3603	Executive Support Systems	INFS1602 and INFS1603	1	3
INFS3604	Information Function Management	INFS2603	2	3
INFS3605	Software Engineering	INFS2609	1	3
INFS3606	Advanced Data Networks	INFS2607	Not offered 1996	
INFS3608	Advanced Database Systems	INFS1602 and INFS1603	1	3
INFS3611	Advanced Analysis and Design	INFS2603	2	3

## Information Systems Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Year 4 Required

INFS4794	Thesis (Information Systems)	Admission to BCom Honours majoring in Information Systems	2	n.a.
INFS4886	Research Topics in Information Systems 1	Admission to BCom Honours majoring in Information Systems	1	3
INFS4887	Research Topics in Information Systems 2	Admission to BCom Honours majoring in Information Systems	2	3

### Options

Two Options must be chosen from:

INFS4774	Information Systems Security	INFS1603, INFS2607 and Admission to BCom Honours majoring in Information Systems	1	3
INFS4805	Information Systems Auditing	INFS1602 and Admission to BCom Honours majoring in Information Systems	2	3
INFS4810	Advanced Data Management	Admission to BCom Honours majoring in Information Systems	1	3
INFS4811	Knowledge Based Information Systems	Admission to BCom Honours majoring in Information Systems	2	3
INFS4812	Software Engineering Management	Admission to BCom Honours majoring in Information Systems	1	3
INFS4825	Object-Oriented Information Systems	INFS3605 and Admission to BCom Honours majoring in Information Systems	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
INFS4848	Information Systems Project Management	Admission to BCom Honours majoring in Information Systems	2	3
INFS4853	Information Systems Management	Admission to BCom Honours majoring in Information Systems	2	3
INFS4857	Information and Decision Technology	Admission to BCom Honours majoring in Information Systems	1	3
INFS4891	Decision Support Systems	Admission to BCom Honours majoring in Information Systems	1	3
INFS4893	Special Topic in Information Systems	Admission to BCom Honours majoring in Information Systems	1 or 2	3

### Information Systems and Management Co-op Program

This Program is available only to students admitted through the scholarship selection procedures administered by the Co-op Program office. Entry to the program is at first year only.

This is a four year degree program combining the requirements of the BCom with 18 months of co-ordinated industrial experience. Industrial training extends outside university sessions.

#### Required

Subject ID	Subject Name	Prerequisite	Session	HPW
INFS1602	Computer Information Systems 1	Nil	1 or 2	3
INFS1603	Business Data Management	Nil	1 or 2	3
INFS2603	Systems Analysis and Design	INFS1602 and INFS1603	2	3
INFS3604	Information Function Management	INFS2603	2	3
INFS2791	Industrial Training A	INFS1602 and INFS1603	1 (Year 2)	
INFS3792	Industrial Training B	INFS2603	2 (Year 3)	
INFS4793	Industrial Training C	INFS3604	1 (Year 4)	

#### Options

Subject ID	Subject Name	Prerequisite	Session	HPW
INFS2607	Business Data Networks	INFS1602	2	3
INFS2609	Commercial Programming	INFS1602 and INFS1603	1	3
INFS3603	Executive Support Systems	INFS1602 and INFS1603	1	3
INFS3605	Software Engineering	INFS2609	1	3
INFS3606	Advanced Data Networks	INFS2607	Not offered 1996	
INFS3608	Advanced Database Systems	INFS1602 and INFS1603	1	3
INFS3611	Advanced Analysis and Design	INFS2603	2	3

## Japanese Studies

This Program is not available as a single major, but as a co-major only.

### Required

At least four consecutive core units from List A

Subject ID	Subject Name	Prerequisite	Session	HPW
------------	--------------	--------------	---------	-----

#### List A

JAPN1000	Japanese Communication 1A	Nil	1	5
JAPN1001	Japanese Communication 1B	JAPN1000	2	5
JAPN2000	Japanese Communication 2A	JAPN1001	1	5
JAPN2001	Japanese Communication 2B	JAPN2000	2	5
JAPN3000	Japanese Communication 3A	JAPN2001	1	5
JAPN3001	Japanese Communication 3B	JAPN3000	2	5
JAPN4000	Japanese Communication 4A	JAPN3001	1	5
JAPN4001	Japanese Communication 4B	JAPN4000	2	5
JAPN4100	Japanese Communication 5A	JAPN4001	1	5
JAPN4101	Japanese Communication 5B	JAPN4100	2	5
JAPN4200	Japanese Communication 6A	JAPN4101	1	5
JAPN4201	Japanese Communication 6B	JAPN4200	2	5
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of School	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of School	2	5

#### List B

JAPN2400	Japanese Business and Management	JAPN1001 or ECON1101	Not offered 1996	
JAPN2500	Japanese Studies	JAPN1001 or JAPN2001	1	3
JAPN2600	Hospitality Japanese	JAPN1000 Corequisite: JAPN1001 or JAPN2001	2	3
JAPN3500	Business Japanese	JAPN3000	2	3
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of School	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of School	2	5
JAPN4400	Special Topics in Advanced Japanese	JAPN4000	2	3

Students with no Japanese should enrol in first year in JAPN1000 and JAPN1001. Students with HSC or equivalent competence will be enrolled at a suitable level, subject to the results of a placement test.

Students who expect to complete their language sequence with JAPN4101 or higher should enrol in the Japanese Studies Advanced Program.

## Japanese Studies Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
JAPN4510	Research Seminar in Japanese A	Admission to Honours	1	n.a.
JAPN4511	Research Seminar in Japanese B	Admission to Honours	2	n.a.
JAPN4520	Honours Japanese A	Admission to Honours	1	5
JAPN4521	Honours Japanese B	Admission to Honours	2	5
JAPN4600	Thesis (Japanese Studies)	Admission to Honours	3	n.a.

## Japanese Studies Advanced Program

This Program is not available as a single major, but as a co-major only.

### Required

At least four consecutive core units from List A and completion of the language sequence with at least JAPN4101.

#### List A

JAPN3000	Japanese Communication 3A	JAPN2001	1	5
JAPN3001	Japanese Communication 3B	JAPN3000	2	5
JAPN4000	Japanese Communication 4A	JAPN3001	1	5
JAPN4001	Japanese Communication 4B	JAPN4000	2	5
JAPN4100	Japanese Communication 5A	JAPN4001	1	5
JAPN4101	Japanese Communication 5B	JAPN4100	2	5
JAPN4200	Japanese Communication 6A	JAPN4101	1	5
JAPN4201	Japanese Communication 6B	JAPN4200	2	5
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of School	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of School	2	5

#### List B

JAPN2400	Japanese Business and Management	JAPN1001 or ECON1101	Not offered 1996	
JAPN2500	Japanese Studies	JAPN1001 or JAPN2001	1	3
JAPN3500	Business Japanese	JAPN3000	2	3
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of School	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of School	2	5
JAPN4400	Special Topics in Advanced Japanese	JAPN4000	2	3

This Program is intended for students who already have substantial communicative competence in Japanese. Students wishing to enter at a level above JAPN1000 are required to sit for a placement test and will be advised on their eligibility to enrol in the Japanese Studies



Advanced Program. To qualify for the Advanced Program students must complete their language sequence with JAPN4101 or higher.

## Japanese Studies Advanced Program Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only. Only students who qualify for the Japanese Studies Advanced Program at pass level to the end of third year are eligible to enrol in this Program.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
JAPN4510	Research Seminar in Japanese A	Admission to Honours	1	n.a.
JAPN4511	Research Seminar in Japanese B	Admission to Honours	2	n.a.
JAPN4530	Honours Japanese (Advanced) A	Admission to Honours	1	5
JAPN4531	Honours Japanese (Advanced) B	Admission to Honours	2	5
JAPN4600	Thesis (Japanese Studies)	Admission to Honours	3	n.a.

## Marketing

### Required

MARK2012	Marketing Fundamentals	ACCT1511, ECON1102, ECON1203	1	L2 T2
MARK2032	Consumer Behaviour A	ACCT1511, ECON1102, ECON1203	1	L2 T2
MARK2042	Consumer Behaviour B	MARK2012, MARK2032	2	L2 T2
MARK2052	Marketing Research	MARK2012, MARK2032	2	L2 T2
MARK3022	Computer Applications in Marketing	MARK2052	1	L2 T2
MARK3073	Brand Management	MARK2012, MARK2042	1	L2 T2
MARK3083	Strategic Marketing Management	MARK3073	2	L2 T2

### Options

MARK3043	International Marketing	MARK2052 or MARK2042	2	L2 T2
MARK3053	Service Management	MARK2052 or MARK2042	1	L2 T2
MARK3063	Promotions Management	MARK2052 or MARK2042	1	L2 T2
MARK3093	Corporate Policy and Marketing Strategy	MARK3073	2	L2 T2

## Marketing Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

### Year 4

#### Required

MARK7201	Research Methodology Seminar	Admission to Honours	1	T4
MARK7202	Special Topic in Marketing	Admission to Honours	1	T4
MARK7203	Seminar in Marketing Theory	Admission to Honours	2	T4
MARK7207	Contemporary Issues in Marketing	Admission to Honours	2	T4
MARK7204	Thesis (Marketing)	Admission to Honours	3	n.a.

## Undergraduate Thesis\*

Students enrolled for a degree at Honours level in the Faculty must present a thesis in their final year of study. The thesis is to be on a topic selected by the student and approved by the Head of the Teaching Unit concerned. The thesis must be written under the supervision of a member of staff nominated by the appropriate Head of Teaching Unit.

The length of the thesis for the Honours degree should not exceed 10,000 words.

For the Honours courses the topic selected must normally be submitted for approval no later than the end of the second session in the second last year of the course.

The thesis for any course leading to the award of a degree at Honours level must be presented not later than 30 November of the year in which the thesis is to be presented.

In writing theses students are expected to pay particular attention to matters of presentation. In this respect students are advised to consult Jate L. Turabian, *A Manual for Writers of Term Papers, Theses and Dissertations*, Phoenix Books, University of Chicago Press, 1955, and W. R. Parker, *The MLA Style Sheet*, Modern Language Association, NY, latest edition. The thesis must include a bibliography and an acknowledgment of all source material and it must be accompanied by an abstract of approximately 200 words. Two copies of the thesis must be submitted in double-spaced typescript on paper size A4 with a 30 mm margin and suitably bound or stapled.

In exceptional circumstances the Head of the Teaching Unit may grant an extension of time for compliance with the requirements of the three immediately preceding paragraphs.

*\*Before choosing a thesis topic, students in Economics should seek from their department an information sheet outlining requirements for the undergraduate thesis. The School of Economics also supplies the form headed 'Undergraduate Thesis: Application for Approval of Topic'. Two copies of this form should be completed by the student and signed by a member of staff to show that the proposed topic is recommended for consideration. They should then be lodged at the School office.*

## Combined Commerce/Law Courses, Economics/Law Course and Commerce/Science Course

### Combined Courses leading to award of Degrees of: Bachelor of Commerce/ Bachelor of Laws and Bachelor of Economics/Bachelor of Laws

The University offers combined courses leading to the award of the degrees of BCom/LLB and BEc/LLB. The Bachelor of Commerce degree course and the Bachelor of Economics degree course may be taken at either Pass or Honours level, the combined course taking five or six years respectively. Students wishing to take the degree at Honours level must consult the Head of the School in which they wish to study for Honours before enrolling in the second year of the course.

The Bachelor of Laws degree may be combined with a Bachelor of Commerce specialising in Accounting, Finance, Industrial Relations, Information Systems or Marketing, or with a Bachelor of Economics.

In the modern world of business and administration there is a need in many fields for the combined professional skills of **accounting and law**. The most obvious of these is the broad field of taxation practice, already drawing on both accounting and legal specialists for such matters as estate planning and taxation aspects of business organisations. With the growing complexity of commerce, including international business activities and large scale corporate organisation, there is a new and urgent need for graduates who are well versed in a wide range of legal subjects as well as in accounting and commerce generally. These graduates may enter large companies as full-time advisers or undertake specialised professional practice. In the public sector also the increasing scale and complexity of government undertakings opens up a significant range of opportunities leading to senior administrative positions. Apart from specific career considerations, there is no doubt that accounting and law are complementary studies which provide a demanding but worthwhile course for the able student.

In the financial markets, there is considerable demand for graduates with training in **finance and law**. The complexity of securities, takeover and company legislation has necessitated the employment of such graduates in merchant banks, trading banks, brokerage houses and regulatory bodies.

The combination of **economics and law** is ideally suited for those wishing to work in one of the major accounting or law firms on competition policy and indirect taxation.

There is a small but increasing demand for specialists in **information systems and Law**. Apart from the usual contractual implication arising from the acquisition of strategic business resources, there are challenges in areas such as copyright, intellectual property, privacy and the

impact of technology on inter-business relationships such as Electronic Data Interchange.

The growing complexity of **industrial relations** in Australia highlights the need for people wishing to become industrial advocates to have a solid grounding in economics, psychology, sociology and industrial relations, as well as in law. The combined course of Bachelor of Commerce (Industrial Relations) and Bachelor of Laws is therefore recommended for people who hope to practice law in the industrial jurisdiction.

Recent developments in Federal and State legislation, in the field of trade practices and consumerism in particular, have created an urgent need for managers and administrators skilled in both **law and marketing**. The combined Marketing/ Law course seeks to meet this need by combining a detailed study of marketing systems in general, and marketing management in particular with the study of law. Graduates will find opportunities in both private and public sectors of the economy.

### Rules Relating to the Bachelor of Commerce/Bachelor of Laws Course and the Bachelor of Economics/Bachelor of Laws Course

Rules relating to the award of the degree of Bachelor of Commerce and Bachelor of Economics, as set out in other sections of this Handbook, shall apply wherever relevant to candidates for the course of Bachelor of Commerce/Bachelor of Laws and Bachelor of Economics/Bachelor of Laws.

Candidates for the combined Commerce/Law or Economics/Law degree course may be awarded the degree of BCom or BEc either when they have successfully completed the entire combined course or, for students enrolling from 1995, when they have completed the requirements for the award of the first three years of the combined Bachelor of Commerce or Bachelor of Economics/Bachelor of Laws course - as set out below - and subject to satisfaction of General Education requirements\*.

Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics\*.

Students enrolled in 1995 and previous years must satisfy the General Education requirement as specified at the time of their enrolment.

Concessions apply in deciding when students enrolled prior to 1995 who have not completed the requirements of the combined degree have nevertheless completed the requirements of the BCom or BEc. Please consult earlier faculty handbooks for the appropriate 'Rules relating to the award of the degree of Bachelor of Commerce or Bachelor of Economics prior to the completion of the Combined Degree'.

Notwithstanding the above regulations, students undertaking the combined Bachelor of Commerce or Bachelor of Economics at Honours level/Bachelor of Laws course may be awarded the degree of Bachelor of Commerce or Bachelor of Economics at Honours level once they have completed the Honours year and the requirements of the first three years of the combined Bachelor of Commerce or Bachelor of Economics at Honours Level/Bachelor of Laws course.

Candidates for Honours in the Commerce or Economics degree course must complete one year additional to the minimum of five years required for the Commerce/Law course at Pass level.

The requirements relating to Honours in the BCom and BEc degree courses are noted at the end of the program for each specialisation. Students ordinarily will interpolate an Honours year between Years 3 and 4 of the combined course.

Apart from service subjects for other faculties, and unless specified as from which discipline they must be chosen, Commerce and Economics Options may be chosen from any offered by the Faculty of Commerce and Economics. Prerequisites apply. No subject can be counted both as an option and as a prescribed subject.

The total credit points required in Law subjects is 405 (240 from compulsory subjects and 165 from elective subjects). An approved sequence of subjects for each course is set out in the following tables; other sequences may be approved in special circumstances.

*\*Subject to final approval and clarification by Academic Board.*

## 4732

### Bachelor of Commerce (Accounting)/Bachelor of Laws

#### BCom/LLB

Year 1		HPW	
		S1	S2
ACCT1501	Accounting and Financial Management 1A	4	
ACCT1511	Accounting and Financial Management 1B	4	
ECON1101	Microeconomics 1	3	
ECON1102	Macroeconomics 1		3
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
LAWS1120	Legal System Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

**Note:** Students who wish to take the BCom degree at Honours level must take the appropriate Honours level

equivalent subjects, if offered, and consult the Head of School of Accounting at the end of Year 1.

Year 2		HPW	
		S2	S2
ACCT2522	Accounting and Financial Management 2A or	4	
ACCT2532	Accounting and Financial Management 2A (Honours)	4	
ACCT2542	Accounting and Financial Management 2B or		4
ACCT2552	Accounting and Financial Management 2B (Honours)	4	
Commerce and Economics Option 1*		3-4	or 3-4
Commerce and Economics Option 2*		3-4	or 3-4
LAWS1420	Contracts	2	4
LAWS1610	Criminal Law	4	4
LAWS2140	Public Law	2	

Year 3			
Commerce and Economics Option 3*		3-4	or 3-4
Commerce and Economics Option 4*		3-4	or 3-4
Commerce and Economics Option 5*		3-4	or 3-4
Commerce and Economics Option 6*		3-4	or 3-4
LAWS2160	Administrative Law	4	or 4
LAWS3010	Property and Equity	4	4
LAWS6210	Law, Lawyers and Society	4	or 4

*\*At least four Options must be selected from subjects offered by the School of Accounting.*

Year 4			
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS4010	Business Associations 1	4	or 4
LAWS7420	Legal Research and Writing	2	2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8830	Legal Theory	4	or 4

Law electives to the value of 45 credit points

*\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2*

#### Year 5

Law electives to the value of 120 credit points.

## 4735

### Bachelor of Commerce (Finance)/Bachelor of Laws

#### BCom/LLB

Year 1			
ACCT1501	Accounting and Financial Management 1A	4	
ACCT1511	Accounting and Financial Management 1B		4
ECON1101	Microeconomics 1	3	
ECON1102	Macroeconomics 1		3
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
LAWS1120	Legal System Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

Year 2		HPW	
		S1	S2
FINS2613	Business Finance	3	
FINS2612	Australian Capital Markets		3
FINS2624	Investments		3
Commerce and Economics Option 1*		3-4	or 3-4
Commerce and Economics Option 2*		3-4	or 3-4
LAWS1420	Contracts	2	4
LAWS1610	Criminal Law	4	4
LAWS2140	Public Law	2	

**Note:** Students who wish to take the BCom degree at Honours level must take FINS3774 Financial Decision Making Under Uncertainty, FINS3775 Research Methods in Finance 1 and must consult the Head of School of Banking and Finance at the end of Year 2.

Year 3		HPW	
		S1	S2
FINS3616	International Business Finance	3	or 3
Commerce and Economics Option 3*		3-4	or 3-4
Commerce and Economics Option 4*		3-4	or 3-4
Commerce and Economics Option 5*		3-4	or 3-4
LAWS2160	Administrative Law	4	or 4
LAWS6210	Law, Lawyers and Society	4	or 4
LAWS3010	Property and Equity	4	or 4

\*At least four Options must be selected from subjects offered by the School of Banking and Finance.

Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	or 4
LAWS2150	Federal Constitution Law	4	or 4
LAWS4010	Business Associations 1	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4

Law electives to the value of 45 credit points

\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**  
Law electives to the value of 120 credit points.

Research Methods & Thesis Workshop and consult the Head of School of Industrial Relations and Organisational Behaviour at the end of Year 1.

Year 2		HPW	
		S1	S2
IROB1701	Industrial Relations 1A	3.5	
IROB1702	Industrial Relations 1B		3.5
IROB2703	Industrial Relations 2A	3.5	
IROB2704	Industrial Relations 2B		3.5
LAWS1420	Contracts	2	4
LAWS1610	Criminal Law	4	4
LAWS2140	Public Law	2	

Year 3		HPW	
		S1	S2
IROB2715	Labour History		3
IROB3705	Industrial Relations 3A	3.5	
IROB3706	Industrial Relations 3B		3.5
Commerce and Economics Option*		3-4	or 3-4
LAWS2160	Administrative Law	4	or 4
LAWS3010	Property and Equity	4	4
LAWS6210	Law, Lawyers and Society	4	or 4

\*This Option must be selected from subjects offered by the School of Industrial Relations and Organisational Behaviour.

Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS4010	Business Associations 1	4	or 4
LAWS7420	Legal Research and Writing	2	2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4

Law electives to the value of 45 credit points

\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**  
Law electives to the value of 120 credit points.

## 4750 Bachelor of Commerce (Industrial Relations)/Bachelor of Laws

### BCom/LLB

Year 1		HPW	
		S1	S2
ACCT1501	Accounting and Financial Management 1A	4	
ACCT1511	Accounting and Financial Management 1B		4
ECON1101	Microeconomics 1	3	
ECON1102	Macroeconomics 1		3
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
LAWS1120	Legal System Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

**Note:** Students who wish to take the BCom degree at Honours level must take IROB3707 Industrial Relations

## 4736 Bachelor of Commerce (Information Systems)/Bachelor of Laws

### BCom/LLB

Year 1		HPW	
		S1	S2
ACCT1501	Accounting and Financial Management 1A	4	
ECON1101	Microeconomics 1	3	
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
INFS1602	Computer Information Systems 1		3
INFS1603	Business Data Management		3
LAWS1120	Legal System - Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

**Note:** Students who wish to take the BCom degree course at Honours level must consult the Head of School of Information Systems at the end of Year 1.

Year 2		HPW	
		S1	S2
ACCT1511	Accounting and Financial Management 1B	4	
ECON1102	Macroeconomics 1	3	
INFS2603	Systems Analysis and Design	3	
INFS2607	Business Data Networks	3	
Commerce and Economics Option 1*		3-4	or 3-4
LAWS1420	Contracts	2	4
LAWS2140	Public Law	2	
LAWS6210	Law, Lawyers and Society	4	or 4

Year 3			
Commerce and Economics Option 2*		3-4	or 3-4
Commerce and Economics Option 3*		3-4	or 3-4
Commerce and Economics Option 4*		3-4	or 3-4
Commerce and Economics Option 5*		3-4	or 3-4
LAWS1610	Criminal Law	4	4
LAWS2160	Administrative Law	4	4
LAWS3010	Property and Equity	4	4

\*At least four Options must be selected from subjects offered by the School of Information Systems.

Year 4			
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS4010	Business Associations 1	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 45 credit points			

\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**  
Law electives to the value of 120 credit points.

Year 2		HPW	
		S1	S2
MARK2012	Marketing Fundamentals	4	
MARK2032	Consumer Behaviour A	4	
MARK2042	Consumer Behaviour B		4
MARK2052	Marketing Research		4
Commerce and Economics Option 1*		3-4	or 3-4
LAWS1420	Contracts	2	4
LAWS1610	Criminal Law	4	4
LAWS2140	Public Law	2	

Year 3			
MARK3022	Computer Applications in Marketing	4	
MARK3073	Brand Management	4	
MARK3083	Strategic Marketing Management		4
Commerce and Economics Option 2*		3-4	or 3-4
LAWS2160	Administrative Law	4	or 4
LAWS3010	Property and Equity	4	4
LAWS6210	Law, Lawyers and Society	4	or 4

\*At least one Option must be selected from subjects offered by the School of Marketing.

Year 4			
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS4010	Business Associations 1	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 45 credit points			

\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**  
Law electives to the value of 120 credit points.

## 4710 Bachelor of Commerce (Marketing)/Bachelor of Laws

### BCom/LLB

Year 1			
ACCT1501	Accounting and Financial Management 1A	4	
ACCT1511	Accounting and Financial Management 1B		4
ECON1101	Microeconomics 1	3	
ECON1102	Macroeconomics 1		3
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
LAWS1120	Legal System Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

**Note:** Students who wish to take the BCom degree course at Honours level must consult the Head of School of Marketing at the end of Year 1.

## 4745 Bachelor of Economics/Bachelor of Laws

### BEC/LLB

Year 1			
ACCT1501	Accounting and Financial Management 1A	4	
ACCT1511	Accounting and Financial Management 1B		4
ECON1101	Microeconomics 1	3	
ECON1102	Macroeconomics 1		3
ECON1202	Quantitative Methods A	3	
ECON1203	Quantitative Methods B		3
LAWS1120	Legal System Torts	4	4
LAWS7410	Legal Research and Writing 1	2	

Year 2			
ECON2101	Microeconomics 2	3	
ECON2102	Macroeconomics 2		3
ECON2206	Introductory Econometrics	3	
ECON2207	Econometric Methods		3
LAWS1420	Contracts	2	4
LAWS1610	Criminal Law	4	4
LAWS2140	Public Law	2	

Year 3		HPW	
		S1	S2
ECON3101	Microeconomics 3 or	3	
ECON3102	Macroeconomics 3		3
and five options from the following list			
ECON3101	Microeconomics 3	3	
ECON3102	Macroeconomics 3		3
ECON3103	Monetary Theory and Policy	3	
ECON3104	International Monetary Economics		3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	3	
ECON3106	Public Finance		3
ECON3107	Economics of Labour Markets	3	
ECON3108	Economic Policy Issues		3
ECON3109	Economic Growth, Technology and Structural Change	3	
ECON3110	Developing Economies and World Trade		3
ECON3111	Contemporary Japanese Economy 3 or	3	3
ECON3112	The Newly Industrializing Economies of East Asia		3
ECON3113	Economic Development in ASEAN Countries	3	
ECON3115	Economics of Developing Countries	3	
ECON3116	International Economics		3
ECON3202	Mathematical Methods in Economics	3	
ECON3203	Econometric Theory	3	
ECON3204	Econometric Model Building		3
LAWS2160	Administrative Law	4 or	4
LAWS3010	Property and Equity	4	4
LAWS6210	Law, Lawyers and Society	4 or	4

**Note:** Students are encouraged to take the BEc degree at Honours level. The Honours Program is an additional year of study and consists of four units and a thesis. The required subjects are ECON4123, ECON4127 and ECON4164 plus two further options from the Year 3 list. Students must also by the end of fourth year have completed ECON3101 or ECON3102 and ECON3108.

Year 4			
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4 or	4
LAWS4010	Business Associations 1	4 or	4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4 or	4
Law electives to the value of 45 credit points.			

\*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**  
Law electives to the value of 120 credit points.

## Combined Courses leading to award of Degrees of Bachelor of Commerce Bachelor of Science

The University offers a combined course leading to the award of the degrees of Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics). The Bachelor of Commerce degree course may be taken at either Pass or Honours level, the combined course taking five or six years respectively. Students wishing to take the Bachelor of Commerce degree at Honours level must consult the Head of the School in which they wish to study for Honours before enrolling in the second year of the course.

There are two major sources of employment for BCom/BSc graduates. First and foremost are the banks. Since deregulation, the financial sector has seen the entry of some 100 (merchant) banks, and the sector has been exposed to new and sophisticated capital markets. These banks require numerate mathematics graduates who can design and critically analyze the complex mathematical models (for example, of leasing agreements and option pricing) needed to operate effectively in these markets.

Other sources of employment are the insurance and financial consulting companies. In order to respond effectively to foreshadowed changes in the superannuation and tax laws, companies are seeking and employing good mathematics graduates willing to be trained as actuaries.

For both sources, graduates with a combined mathematics/finance background would be ideal.

Entry to the program will be by quota with the admission requirements being not less than that for the degree with the highest requirements (currently the Commerce degree) and also with the HSC prerequisites for MATH1131 Mathematics 1A. Students may be admitted direct to the program in Year 1 or could apply for admission in Years 2 or 3. Any students in the program would also have the option of taking out the BCom degree at the end of three years (provided all program requirements have been met).

The program will take four and a half years of full-time study to complete. However, outstanding students could be granted special permission to complete the program in four years by taking higher than average loads from the second half of year 2 onwards. Another alternative is for four years of full-time study, with the remaining requirements being completed part-time.

**Note on Higher Level Subjects:** For both Mathematics and Finance units, good students are encouraged to substitute higher level subjects for the corresponding ordinary level units listed in the program.

The remaining options undertaken must satisfy the General Education requirements.

Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the

first year program in the Bachelor of Commerce or Bachelor of Economics\*.

Students enrolled in 1995 and previous years must satisfy the General Education requirement as specified at the time of their enrolment.

\*Subject to final approval and clarification by Academic Board.

**3996**

## **Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics)**

### **BCom/BSc**

#### **Year 1**

##### **Session 1**

ACCT1501	Accounting and Financial Management 1A
ECON1101	Microeconomics 1
MATH1131	Mathematics 1A or
MATH1141	Higher Mathematics 1A
Option 1	

##### **Session 2**

ACCT1511	Accounting and Financial Management 1B
ECON1102	Macroeconomics 1
FINS2612	Australian Capital Markets
MATH1231	Mathematics 1B or
MATH1241	Higher Mathematics 1B

#### **Year 2**

##### **Session 1**

FINS2613	Business Finance
MATH2801	Theory of Statistics 2
Option 2	
Option 3	

##### **Session 2**

FINS2624	Investments
MATH2831	Linear Models
Option 4	
Option 5	

#### **Year 3**

##### **Session 1**

FINS3616	International Business Finance
Option 6	
Option 7	
Option 8	

#### **Year 3**

##### **Session 2**

MATH2501	Linear Algebra
Option 9	
Option 10	
Option 11	

Eight Options must be selected from subjects offered by the Faculty of Commerce and Economics. At least four Options must be selected from subjects offered by the School of Banking and Finance. No subject can be counted as both an option and as a prescribed subject. Service subjects for other faculties cannot be counted as options.

The remaining options undertaken must satisfy the General Education requirements.

#### **Year 4**

MATH2120	Mathematical Methods for Differential Equations
MATH2160	Linear Programming
MATH2200	Discrete Dynamical Systems
MATH2400	Finite Mathematics
MATH2510	Real Analysis
MATH3181	Optimal Control

15 credit points of Level 3 Statistics

15 credit points of Level 3 Mathematics (MATH3610 and MATH3620 are highly recommended)

22.5 further credit points of Level 2 or 3 Mathematics or other subjects available for Science Program 6810 (see the Science Faculty Handbook)

#### **Year 5**

##### **Session 1**

MATH3002	Mathematics/Statistics Project
MATH3161	Optimisation Methods

15 further credit points of Level 2 Mathematics



# Subject Descriptions

## Undergraduate Study

Descriptions of all subjects are presented in alphanumeric order within organisational units. For academic advice regarding a particular subject consult with the contact for the subject as listed. A guide to abbreviations and prefixes is included in the chapter 'Handbook Guide', appearing earlier in this book.

### Accounting

#### ACCT1501

##### **Accounting and Financial Management 1A**

*Staff Contact: School Office*

S1 or S2 L2 T2 CP15

This is the first unit in a sequence of subjects dealing with the profession and practice of accounting and the literature associated with it. It illustrates the analysis and design of a financial accounting system which processes financial data and produces financial reports geared to the information needs of interested parties. It introduces students to the design of accounting systems based on double-entry book-keeping and incorporating other internal controls; also, to the problems of accounting for cash, debtors, inventories and property plant and equipment. It also provides a critical introduction to the ideas underlying accounting practice and to issues associated with the uses and limitations of traditional financial reports. In so doing it introduces students to the practice of literature evaluation.

#### ACCT1511

##### **Accounting and Financial Management 1B**

*Staff Contact: School Office*

S1 or S2 L2 T2 CP15

*Prerequisite: ACCT1501*

This is the second unit in a sequence of accounting subjects including an examination of the regulatory environment of financial reporting; the definition and recognition of assets, liabilities, revenues and expenses; accounting for partnerships and corporations. Financing decisions and financial management including financial statement and cash flow analysis, an examination of cost/volume/profit relationships in a single product firm, and short term budgeting. Lotus 123 spreadsheet applications have been integrated with these topics.

#### ACCT2522

##### **Accounting and Financial Management 2A**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2532.*

This subject examines management accounting, directed towards the effective use of organisational resources. Organisations create value through the use of resources, and can enhance such value by focusing and reconfiguring their internal processes in various ways; that is, by changing the ways in which they conduct business and perform work. It is argued that, in world class organisations, the management of time, flexibility, quality, integration, variability and interdependencies is critical to sustained value generation. This course explains how management accounting supports such value generation, within changing organisational processes.

#### ACCT2532

##### **Accounting and Financial Management 2A (Honours)**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2522.*

The content of this subject includes that of ACCT2522 Accounting and Financial Management 2A as well as additional and more advanced work in management accounting.

#### ACCT2542

##### **Accounting and Financial Management 2B**

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2552.*

This intermediate financial accounting subject builds on the foundation laid in ACCT1501 and ACCT1511. It is intended for students who will be involved in the preparation or use of financial statements whether as accountants, financial

executives, auditors, financial analysts or legal advisors. The effort to establish an agreed conceptual framework. The contracting cost framework for the analysis of financial reporting. Accounting for capital instruments. Profit reporting. More advanced aspects of the definition, recognition and measurement of assets and liabilities. Lease accounting. Issues in accounting for company income tax including the effects of timing differences, dividend imputation, and revaluations. Published financial reports including more advanced cash flow statement preparation and analysis. Accounting for the extractive industries and for superannuation plans.

**ACCT2552****Accounting and Financial Management 2B (Honours)***Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisite:* ACCT1511*Note/s:* Excluded ACCT2542.

The content of this subject includes that of ACCT2542 Accounting and Financial Management 2B as well as additional and more advanced work in financial accounting.

**ACCT3563****Accounting and Financial Management 3A***Staff Contact: School Office*

S1 or S2 L2 T2 CP15

*Prerequisite:* ACCT2542*Note/s:* Excluded ACCT3573.

This is the final financial reporting unit following ACCT1501, ACCT1511 and ACCT2542.

This subject examines accounting, reporting and legal problems associated with the preparation of consolidated accounts for complex mercantile structures, significant investments in joint arrangements and other inter-corporate holdings, generic trust designs, securitisation structures, cross-border forex dealings and translations, creative accounting, off-balance sheet mechanisms and structures, corporate regulation, the 'true and fair view' doctrine, business ethics, 'green' accounting and new generation (derivatives) financial instruments.

**ACCT3573****Accounting and Financial Management 3A (Honours)***Staff Contact: School Office*

S1 L2 T2.5 CP15

*Prerequisite:* ACCT2552*Note/s:* Excluded ACCT3563.

The content of this subject includes that of ACCT3563 Accounting and Financial Management 3A as well as additional and more advanced work in both accounting theory and in the financial management and accountability of corporate enterprises.

**ACCT3583****Accounting and Financial Management 3B***Staff Contact: School Office*

S1 or S2 L2 T2 CP15

*Prerequisite:* ACCT2522*Note/s:* Excluded ACCT3593.

This subject examines strategic management accounting for the contemporary competitive environment. Topics include: environmental and value chain analysis, customer value and shareholder value analysis, strategic cost analysis, pricing, investment appraisal, product and customer

profitability, strategic resource management and management information systems. These issues are explored through professional and disciplinary literatures and cases describing Australian and international practice.

**ACCT3593****Accounting and Financial Management 3B (Honours)***Staff Contact: School Office*

S2 L2 T2.5 CP15

*Prerequisite:* ACCT2532*Note/s:* Excluded ACCT3583.

The content of this subject includes that of ACCT3583 Accounting and Financial Management 3B, as well as more advanced work dealing with theoretical and research issues in management accounting.

**ACCT3708****Auditing***Staff Contact: School Office*

S1 or S2 L2 T1.5 CP15

*Prerequisites:* ACCT2542 or ACCT2552 or with the approval of the Head of School

*Note/s:* Excluded ACCT3718.

This subject examines the practice of auditing, the concepts which underlies the practice, auditors' responsibilities and the audit environment. Although the focus of attention is on audits carried out under the provisions of the Corporations Law, reference is also made to other forms of audit. The course is intended to provide an overview of the audit process as it exists in Australia. Both EDP and computer-assisted audit techniques are an integral part of this course.

**ACCT3718****Auditing (Honours)***Staff Contact: School Office*

S1 or S2 L2 T2 CP15

*Prerequisites:* ACCT2542 or ACCT2552 or with the approval of the Head of School.

*Note/s:* Excluded ACCT3708.

The content of this subject includes that of ACCT3708 Auditing as well as introducing students to major research areas in current auditing research, critically examining research methods used and considering possible future developments in audit theory and research. Topics covered may include demand and supply of the audit function, audit fee research, and independence and audit expertise studies.

**ACCT4794****Thesis (Accounting)***Staff Contact: School Office*

S1 and S2 CP60

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

**ACCT4804****Development of Accounting Thought***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

*Note/s:* Not offered 1996.

As for ACCT5904. See Graduate Study: Subject Descriptions.

**ACCT4805****Global Accounting Issues***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* ACCT3563 or ACCT3573

As for ACCT5905. See Graduate Study: Subject Descriptions.

**ACCT4809****Current Developments in Auditing Research***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

As for ACCT5909. See Graduate Study: Subject Descriptions.

**ACCT4818****Advanced Auditing Technologies***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* ACCT3708 or ACCT3718**Note/s:** Not offered 1996.

As for ACCT5918. See Graduate Study: Subject Descriptions.

**ACCT4820****Contemporary Issues in Management Accounting***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* ACCT2522 or ACCT2532

This subject reviews contemporary issues in management accounting thought and practice in historical perspective. Looks at crises, challenges and responses in contemporary practice; cost management technologies, and the evolution of strategic management accounting; disciplinary structures and theoretical forms in management accounting; change, and its impact on management accounting thought and practice.

**ACCT4832****Public Sector Accounting and Financial Reporting***Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* ACCT2542 or ACCT2552

As for ACCT5932. See Graduate Study: Subject Descriptions.

**ACCT4851****Current Developments in Accounting Research - Financial***Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

As for ACCT5951. See Graduate Study: Subjects Descriptions.

**ACCT4852****Current Developments in Accounting Research - Managerial***Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

As for ACCT5952. See Graduate Study: Subject Descriptions.

**ACCT4867****Special Topic in Accounting***Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisite:* ACCT4897**Note/s:** Students must consult Head of School before enrolling in this subject.

As for ACCT5967. See Graduate Study: Subject Descriptions.

**ACCT4897****Seminar in Research Methodology***Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting

As for ACCT5997. See Graduate Study: Subject Descriptions.

**ACCT4898****Project Seminar***Staff Contact: School Office*

S1 or S2 CP15

**Note/s:** Students must consult Head of School before enrolling in this subject.**ACCT8691****Industrial Training 1***Staff Contact: School Office*

S1 or S2 CP45

**ACCT8692****Industrial Training 2***Staff Contact: School Office*

S1 or S2 CP45

**ACCT8693****Industrial Training 3 CP45***Staff Contact: School Office*

S1 or S2

**ACCT8694****Industrial Training Exchange Program***Staff Contact: School Office*

S1 or S2 CP45

**Servicing Subjects**

These are subjects taught within courses offered by other faculties.

For further information regarding the following subjects see the Faculties of the Built Environment and Engineering Handbooks.

**ACCT9001****Introduction to Accounting A***Staff Contact: School Office*

S1 L1.5 CP7.5

This subject introduces non-commerce students to the nature, purpose and conceptual foundation of accounting: information systems including accounting applications, and analysis and use of accounting reports.

**ACCT9002****Introduction to Accounting B***Staff Contact: School Office*

S2 L1.5 CP7.5

*Prerequisite:* ACCT9001*Note/s:* Architecture - 2 credit points; compulsory for BBuild degree course students.

This subject introduces non-commerce students to managerial accounting: long-range planning, budgeting and responsibility accounting; cost determination, cost control and relevant cost analyses.

## **Commercial Legal Studies (School of Business Law and Taxation)**

**LEGT7711****Legal Environment of Commerce***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)

This subject examines the nature and role of law; the Australian legal system; Commonwealth/State relations; Parliament and statute law; the courts and case law; the executive and administrative law; the legal process and its alternatives. This subject also introduces areas of substantive law relevant to commerce with particular reference to property including intellectual property, crime, torts with particular reference to negligent misstatement, employment, commercial entities and transactions, competition and consumer protection.

**LEGT7721****Legal Transactions in Commerce***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisite:* LEGT7711

This subject covers the general principles of the law of contract; specialised commercial transactions with particular reference to agency, insurance, negotiable instruments, securities, sales of goods, credit, guarantees and bailment; bankruptcy, restrictive trade practices and fair trading.

**LEGT7731****Marketing and Distribution Law***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisite:* Nil

This subject examines the legal framework of marketing and distribution; restrictive trade practices implications of distribution with special reference to collusive activity, exclusive dealing, resale price maintenance and abuse of market power; consumer protection and fair trading implications of sales promotion with particular reference to misleading or deceptive conduct and other unfair practices; advertising self regulation; product liability; protection of intellectual property; franchising, licensing and character merchandising.

**LEGT7741****Business Entities***Staff Contact: School Office*

S2 L3 T1 CP15

*Prerequisite:* LEGT7711

This subject examines the law relating to business organisations with particular reference to corporations including company takeovers and the securities industry; the comparative utility of alternative business structures including partnerships, joint ventures and trusts.

**LEGT7751****Taxation Law***Staff Contact: School Office*

S1 L3 T1 CP15

*Prerequisite:* LEGT7711

This subject examines the law and practice of income taxation in Australia; concepts of income; allowable deductions; tax accounting; taxation of partnerships, trusts and corporations; anti-avoidance provisions; tax administration; capital gains tax; fringe benefits tax. The subject also provides an introduction to stamp duty, payroll tax, land tax and sales; tax policy and reform considerations.

**LEGT7761****Law of Finance and Securities***Staff Contact: School Office*

S1 L2 T1 CP15

*Prerequisite:* Nil

This subject examines the legal environment of banking with particular reference to laws regulating business transactions and structures; legal concepts underlying the Bank-Customer relationship; legal regulation of financial instruments; laws relating to various types of securities; bankruptcy and alternative arrangements; company insolvency; legal regulation of banking and financial institutions.

**LEGT7771****Information Technology Law***Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* LEGT7711 or INFS1602

This subject examines the law governing information technology; intellectual property considerations; patents, copyrights, trade secrets and confidential information; computer contracts; computer crime; tortious and other civil liability; data protection and privacy; and current issues.

**LEGT7781****Regulatory Law: Theory and Practice***Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* LEGT7711

This subject examines theories of regulation; economics and political policies underpinning differing approaches to regulation; regulation by legislation and self regulation; roles, powers and functions of major regulatory agencies with particular reference to the Trade Practices Commission, the Australian Taxation Office and the Australian Securities Commission; review of administrative decisions; principles of judicial review; freedom of information; and whistle blowing.

## LEGT7791

### International Investments: Law, Tax and Strategy

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* LEGT7711 or permission from Head of School

This subject examines the general law and tax considerations relevant to international investments. Topics include: international trade in goods and services; financing of international trade and investment; investment security in an international context; the role of bi-lateral and multi-lateral agreements relating to international trade and investment; forms of international investment; Australian tax treatment of inward investment; Australian tax treatment of outward investment with emphasis on the CFC regime; the role of double tax treaties; transfer pricing; debt creation involving non-residents; and thin capitalisation.

## LEGT7811

### Corporations: Law, Tax and Strategy

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisites:* LEGT7741 and LEGT7751

This subject examines the general law and tax aspects of a variety of corporate strategies and transactions. Topics include: prospectus provisions and the raising of capital generally, bonus shares; redeemable preference shares; share buy-back provisions; employee share acquisition schemes; intra-group transfers; group re-organisations; takeovers; giving of security by companies; schemes of arrangement; receiverships; liquidation; the dividend imputation system; trading in securities.

## LEGT7821

### Commercial Legal Research

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* LEGT7711 or permission from the Head of Department

*Note/s:* Not offered 1996.

## Economic History (School of Economics)

### ECOH1301

#### Australia in the International Economy in the 20th Century

*Staff Contact: Dr B. Dyster*

S1 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)

This subject looks at the international economy at the end of the 19th century (trade, factor flows, and payments arrangements); problems of the international economy between the wars: the impact of World War II and the international economy in the post-war era; and Australian economic development and its relationship with the international economy in terms of economic fluctuations, problems of the inter-war period, growth of manufacturing,

government policy and action, the importance of the mining industry, economic development and the distribution of income and wealth.

### ECOH1302

#### Australia and the Asia-Pacific Economies: Historical Perspectives

*Staff Contact: A/Prof I. Inkster*

S2 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)

This subject focuses on Australia's economic relations with the countries of Asia and the Western Pacific since the 19th century, with particular emphasis on the period since the Second World War. Topics include: capital and trade flows, labour and immigration issues; the changing political structures; Australian colonial rule and economic development in Papua and New Guinea; the rise to economic power of Japan and its relations with Australia before the Second World War; resurgence of Japan in the 1950s and its dominance of Australia's trade; future relations with Japan; the emergence of the 'newly industrializing nations' in Asia and their impact on Australia; the ASEAN group's 'special relationship' with Australia; Sino-Australian economic relations; trans-Tasman economic integration; Australia's perceptions of Asia and the Pacific and obstacles to greater economic integration.

### ECOH2301

#### Management and Business Development

*Staff Contact: Dr D. Meredith*

S1 HPW3 CP15

*Prerequisite:* ECON1102

This subject focuses on origins, evolution and attributes of modern business enterprise in Australia, Europe, America and Japan; strategy, structure and corporate performance; the economics of organisation and the organisation of work; theory and analysis of multinationals; integration, diversification and the marketing function; managerial hierarchies; decision management and decision control; entrepreneurship; public policy, social responsibility and the external business environment.

### ECOH2302

#### Origins of Modern Economics

*Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102

*Note/s:* Not offered 1996.

### ECOH2303

#### Economic Change in Modern China 1700-1949

*Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102

*Note/s:* Not offered 1996

### ECOH2304

#### Economic Transformation in the People's Republic of China

*Staff Contact: See Head of Department*

S2 HPW3 CP15

*Prerequisite:* ECON1102

*Note/s:* Not offered 1996.

**ECON2305****Modern Asian Economic History***Staff Contact: A/Prof I. Inkster*

S1 HPW3 CP15

*Prerequisite:* ECON1102

This subject examines the contrasting histories of Asian economies in the modern period. Four major areas are considered - Japan, China, India and Indonesia. Focus is on the nature of the Asian economies and the impact of the West prior to 1949; and the history of planning in the four nations since the Second World War. Four specific themes are considered: the impact of Japanese development on Asia; economic planning and policy in China; problems of the modern Indian economy; and planning for scientific and technological development in modern Asia.

**ECON2306****Settler Capitalism***Staff Contact: Dr B. Dyster*

S1 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Excluded ECON2307 (No longer offered.)

Not offered 1996.

**ECON2309****Modern Capitalism: Crisis and Maturity***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Not offered 1996.**ECON2311****German Economy and Society***Staff Contact: A/Prof J. Perkins*

S1 HPW3 CP15

*Prerequisite:* ECON1102

Examines the German Industrial Revolution 1850-1914; the origins and socio-economic impact of the First World War; the Treaty of Versailles, the hyperinflation of the early 1920s and economic recovery 1925-29; the Great Depression and the Nazi economic recovery; the German war economy 1930-1945; the economic and social development of West and East Germany, 1945-1990; and the German economy and society in retrospect and prospect.

**ECON2312****The Industrial Revolution***Staff Contact: A/Prof J. Perkins*

S1 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Not offered 1996.**ECON2313****Australian Economic Development in the 20th Century***Staff Contact: Dr D. Clark*

S1 HPW3 CP15

*Prerequisite:* ECON1102

This subject examines the development of the Australian economy from the Long Boom and the Depression of the 1890s to the present day. It looks at Australian economic development and its main features: economic fluctuations and their consequences, especially the Depression of the 1930s; the rise of Australian economic institutions; changes in the philosophy of development and the role of government; migration and the inflow of foreign capital; develop-

ment strategies of the States; impact of war; growth of manufacturing and industry policy; development of the services sector; problems of the agrarian economy; and changes in the standard of living. Also considered is Australia's changing economic relations with other countries and the world economy, and economic problems in the later 20th century in a historical perspective.

**ECON2314****The Experience of the Soviet Union***Staff Contact: A/Prof J. Perkins*

S2 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Not offered 1996.**ECON2315****The City in History***Staff Contact: Dr B. Dyster*

S2 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Not offered 1996.**ECON2317****Banking and Financial History***Staff Contact: Dr D. Meredith*

S2 HPW3 CP15

*Prerequisite:* ECON1102*Note/s:* Not offered 1996.**ECON2318****Making the Market***Staff Contact: A/Prof J. Perkins*

S2 HPW3 CP15

*Prerequisite:* ECON1102

This subject is concerned with the evolution of the market as a means of distribution of goods and services. It focuses on the Australian experience since the late 19th century in an international context. Among the areas covered are: the history of retailing and wholesaling; consumer sovereignty and the development of advertising; the evolution of consumer credit; efforts to subvert the market; and distribution in non-market economic systems.

**ECON2319****Economic Policy in Australia***Staff Contact: Dr D. Clark*

S2 HPW3 CP15

*Prerequisite:* ECON1102

This subject is concerned with the nature and development of economic policy in Australia since the establishment of the Commonwealth. It deals with policy issues in economic management such as fiscal, tariff, immigration, finance, employment and trade as well as those in social development such as education, health, housing and welfare. It aims to analyse the formulation of policy, the growth of State intervention in economic and social activities and the more recent trends towards deregulation. Attention will be paid to the impact upon Australian policy development of outside forces such as the two world wars, the Great Depression and fluctuations in the international economy. Finally, this subject considers the ideological underpinnings of economic and social policy formation in Australian society and places 'economic rationalism' in a historical perspective.

**ECOH2320****Life and Death: Demographic Economic History***Staff Contact: Dr B. Dyster*

S2 HPW3 CP15

*Prerequisite:* ECON1102

Aims to introduce students to such issues as: population take-off in the United Kingdom concurrent with the founding of white Australia; the impact of invasion on indigenous peoples; death and disease; sex, reproduction and contraception; immigration; living standards; the economics of an ageing population; the gendered nature and historically changing experience of the human life cycle. The objectives of this subject are: to showcase new methods in economic history; teach primary research skills and an appreciation of source materials; enhance written and oral presentation skills; and give an overview of the forces shaping the Australian economy and society.

**ECOH3301****The History of Economic Analysis***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102**Note/s:** Not offered 1996.**ECOH3302****Classics of Economic Thought***Staff Contact: See Head of Department*

S2 HPW3 CP15

*Prerequisite:* ECON1102**Note/s:** Not offered 1996.**ECOH3303****Transformation of the Japanese Economy***Staff Contact: A/Prof I. Inkster*

S2 HPW3 CP15

*Prerequisite:* ECON1102

This subject examines growth and sectoral change in the Tokugawa economy, cities, handicrafts and population; the low-level equilibrium trap; the dynamics of the Meiji Restoration, government, trade, development; the interpretation of 'relative backwardness', 1880-1914; classical models and capitalist development; the economic history of political change during the inter-war years; capitalism and colonies; and the 'Economic miracle' and structural change; exports, the yen and the international economy.

**ECOH3304****Shaping Australia, 1788-1914***Staff Contact: Dr B. Dyster*

S1 HPW3 CP15

*Prerequisite:* ECON1102**Note/s:** Excluded ECOH3324

Not offered 1996.

**ECOH3305****Modern Australian Capitalism***Staff Contact: Dr D. Clark*

S1 2 HPW3 CP15

*Prerequisite:* ECON1102**Note/s:** Excluded ECOH3325 (No longer offered).

This subject analyses the major features of the Australian economy in the 20th century: interpretation of movements in the trade cycle; the path of growth; the open economy; dependency; structural adjustment; capital formation; la-

bour markets; distribution; and the process of transformation of economic policy, its outcomes and change in a historical framework from 1901 to the present day.

**ECOH3306****Comparative Economic Systems in Historical Perspective***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102**Note/s:** Not offered 1996.**ECOH3307****Multinationals: Theory and History***Staff Contact: Dr D. Meredith*

S1 HPW3 CP15

*Prerequisites:* ECON1102**Note/s:** Not offered 1996.**ECOH4323****Approaches to Economic and Social History***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON 1102

This subject looks at the perspectives, themes and tools involved in the study of modern economic and social history and serves to show that the historian concentrates upon particular problems and methods of analysis which define the subject of history as a discipline in its own right. One function of the course is to provide a degree of unity to the varied knowledge gained by students in other economic history courses; another is to allow students to come to grips with important problems of a general nature.

**ECOH4324****Aspects of Australian Economic Development***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* ECON1102

Advanced topics in Australian Economic Development.

**ECOH4325****Seminar in Research Methods***Staff Contact: See Head of Department*

S2 HPW3 CP15

*Prerequisite:* ECON1102

Honours students present work in progress on their thesis to this seminar and discuss methodological approaches used.

**ECOH4326****Comparative Issues in Economic History***Staff Contact: See Head of Department*

S2 HPW3 CP15

*Prerequisites:* ECON1102**Note/s:** Excluded ECOH4322 (No longer offered)

This subject covers advanced topics in comparative Economic History draws on a wide range of case studies in Economic History and analyses these in a theoretical framework.

**ECOH4327****Thesis (Economic History)**

*Staff Contact: See Head of Department*  
S1 and S2 CP30

Honours students in their final year are required to prepare a thesis of not more than 20,000 words which must be submitted before the final examinations in November. The thesis topic must be approved by the Head of the Department of Economic History before the end of November in the year preceding the Honours year.

**Servicing Subjects**

These are subjects taught within courses offered by other faculties.

For further information regarding the following subjects see the Faculty of Arts and Social Sciences Handbook.

**ECOH1305****European Economic Development 1750-1914**

*Staff Contact: A/Prof J. Perkins*  
S1 L2 T1 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)

*Note/s:* Not offered in 1996.

**ECOH1306****European Economic Development since 1914**

*Staff Contact: A/Prof J. Perkins*  
S2 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)

*Note/s:* Not offered in 1996.

**ECOH2316****The Transition from Feudalism to Capitalism in Europe**

*Staff Contact: A/Prof J. Perkins*  
S1 HPW3 CP15

*Note/s:* Not offered 1996.

**ECOH4321****Economic History 4 (Honours)**

*Staff Contact: See Head of Department*  
F CP120

*Prerequisites:* ECON1102

Consists of a thesis and four subjects: Approaches to Economic and Social History; Aspects of Australian Economic Development; and Seminar in Research Methods.

**Econometrics/ Business Statistics  
(School of Economics)****ECON1202****Quantitative Methods A**

*Staff Contact: Mr J. Ablett*  
S1 or S2 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Mathematics (60-100), or 3 unit Mathematics (1-50) or 4 unit Mathematics (1-100)

*Note/s:* Excluded MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241, ECON2291.

This subject examines: Mathematics of finance: (compound interest, present value, annuities); Matrix Algebra: (operations with matrices, determinants, matrix inverse, rank, solutions of matrix equations, the graphical approach to linear programming); Calculus: (univariate differentiation, maxima and minima of a function, functions of several variables, partial derivatives, unconstrained and constrained optimization) and the applications of the above concepts and techniques in accountancy and economics, including the use of spreadsheet computer programmes.

**ECON1203****Quantitative Methods B**

*Staff Contact: Dr A. Wan*  
S1 or S2 HPW3 CP15

*Prerequisite:* ECON1202 *Note/s:* Excluded MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241, ECON2292.

Subject topics include: Frequency distributions; measures of central tendency; dispersion and skewness; introduction to probability theory; the binomial distribution; the normal distribution; point estimation of population parameters and confidence intervals; hypothesis tests; the t and chi square and F distributions; bivariate regression; estimation; and hypothesis testing.

**ECON2202****Analysis of Survey Data**

*Staff Contact: Head of Department*  
S2 HPW3 CP15

*Prerequisite:* ECON2206

*Note/s:* Not offered 1996.

**ECON2204****Dynamic Models**

*Staff Contact: Dr L. Fisher*  
S1 HPW3 CP15

*Prerequisite:* ECON1202

This mathematically based subject develops matrix algebra, linear and vector difference equations and deterministic simulation of dynamic models.

**ECON2206****Introductory Econometrics**

*Staff Contact: Head of Department*  
S1 or S2 HPW3 CP15

*Prerequisite:* ECON1203

This subject introduces econometrics and explores the representation of economic relationships by simple and multiple regression models; static and dynamic models; and the statistical complications of autocorrelation, col-



linearity, and heteroskedasticity. Practical exercises feature throughout, using an econometric computer package.

#### **ECON2207**

##### **Econometric Methods**

*Staff Contact: Dr G. Otto*

S2 HPW3 CP15

*Prerequisite: ECON2206*

This subject covers estimation of econometric models using cross-section data, discrete choice models, and instrumental variable estimators. Practical computer applications feature throughout.

#### **ECON2208**

##### **Operations Research**

*Staff Contact: Dr R. Hill*

S2 HPW3 CP15

*Prerequisite: ECON1202*

Introduces operations research as the systematic application of quantitative methods to the analysis of problems involving decision making in economics and related disciplines. Includes linear programming, quadratic programming and dynamic programming with applications to transportation, inventory and portfolio selection and other economic related fields.

#### **ECON2209**

##### **Business Forecasting**

*Staff Contact: Prof R. Bewley*

S1 HPW3 CP15

*Prerequisite: ECON1203*

This subject looks at the use of econometric and statistical techniques relevant to forecasting in a business environment and computer implementation of the methods. Short-term forecasting using time series analysis; long-term forecasting with S-shaped growth curves and trend analysis. The study of applied work is emphasized in this non-specialist course.

#### **ECON2210**

##### **Applied Business Statistics**

*Staff Contact: Head of Department*

S1 HPW3 CP15

*Prerequisite: ECON1203*

This subject focuses on graphical methods in statistical data presentation and analysis, including detection of outliers and regression regimes; nonparametric tests for quick and robust inferences on the statistical significance of findings from sample data; and index numbers, in theory and practice, drawing on business applications.

#### **ECON2212**

##### **Applied Economic Statistics**

*Staff Contact: Head of Department*

S1 L3 CP15

*Prerequisite: ECON1203*

**Note/s:** Not offered 1996.

#### **ECON2215**

##### **Statistics for Econometrics**

*Staff Contact: Head of Department*

S2 L2 T1 CP15

*Prerequisite: ECON2206*

Statistical distribution theory: moments, normal, T, chi-square, F, and multivariate normal distributions. Basic as-

ymptotic theory. Approaches to estimation and significance tests in univariate and multivariate models.

#### **ECON3202**

##### **Mathematical Methods in Economics**

*Staff Contact: Mr J. Ablett*

S2 HPW3 CP15

*Prerequisite: ECON1202*

This subject gives students a working knowledge of static and dynamic optimization techniques applied in economics. Topics include classical optimization, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neoclassical theory of optimal growth.

#### **ECON3203**

##### **Econometric Theory**

*Staff Contact: Head of Department*

S1 L2 T1 CP15

*Prerequisite: ECON2215*

This subject covers: a coherent theoretical development of multiple regression analysis; restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error autocorrelation and heteroskedasticity.

#### **ECON3204**

##### **Econometric Model Building**

*Staff Contact: Prof N. Kakwani*

S2 L2 T1 CP15

*Prerequisite: ECON3203*

This subject provides for the formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of 'real-world' econometric models is undertaken.

#### **ECON3205**

##### **Case Studies in Business Statistics**

*Staff Contact: Head of Department*

S2 L2 T1 CP15

*Prerequisites: ECON2202 and ECON2209*

**Note/s:** Not offered 1996.

#### **ECON3206**

##### **Modelling High-Frequency Time Series Data**

*Staff Contact: Head of Department*

S1 L2 T1 CP15

*Prerequisites: ECON2206*

This subject is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (ARCH models), generalised method of moments estimators (GMM), and non-normality issues.

**ECON3213****Comparative Forecasting Techniques***Staff Contact: Prof R. Bewley*

S2 L3 CP15

*Prerequisites:* ECON2206 or ECON2209

This subject includes the following topics: exponential smoothing; Box-Jenkins and weaknesses of available ways of solving them are examined. Attention will be given to such matters as diagnostic tests in an LM framework, various forms of autocorrelation and heteroskedasticity, trending data, and outliers and influential observations. Practical experience is gained both from the study of the empirical literature and from class projects.

**ECON4201****Applied Econometrics***Staff Contact: Prof R. Bewley*

S1 L3 CP15

*Prerequisites:* ECON2207 and ECON2101 or ECON2102

This subject takes a modern approach to applied econometric work. Various empirical problems are considered and the strengths and weaknesses of available ways of solving them are examined. Attention will be given to such matters as diagnostic tests in an LM framework, various forms of autocorrelation and heteroskedasticity, trending data, and outliers and influential observations. Practical experience is gained both from the study of the empirical literature and from class projects.

**ECON4202****Time Series Analysis***Staff Contact: Dr L. Fisher*

S2 L3 CP15

*Prerequisite:* ECON3203

This subject takes an approach to applied econometrics that focuses on the theoretical derivation and properties of the techniques studied. These techniques include error correction models and cointegration approaches. The application of such techniques is shown in a variety of economic contexts.

**ECON4203****Special Topics in Econometrics 1***Staff Contact: See Head of Department*

S1 HPW3 CP15

*Prerequisite:* Permission of Head of Department**ECON4204****Special Topics in Econometrics 2***Staff Contact: See Head of Department*

S2 HPW3 CP15

*Prerequisite:* Permission of Head of Department**ECON4227****Thesis (Econometrics)***Staff Contact: Head of Department*

F CP30

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Econometrics before the end of the August recess in the year preceding their entry into Year 4.

**ECON4228\*****Thesis (Econometrics/Finance)***Staff Contact: School Office*

F CP30

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the

Head of the Department of Econometrics and the School of Banking and Finance before the end of the July Recess in the year preceding their entry into Year 4.

*\*This subject is not available under course rules applying after 1995.*

**Servicing Subject**

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subject see the Faculty of Arts and Social Sciences Handbook.

**ECON2290****Introductory Quantitative Economic Analysis***Staff Contact: Ms J. Watson*

S1 L2 T2 CP15

*Arts Prerequisite:* 2 unit Mathematics or permission of the Head of the School of Economics

**Notes:** Excluded ECON1202, ECON1203, MATH1011, MATH1021, MATH1032 and MATH1042, MATH1131, MATH1231, MATH1241, MATH1241.

This subject covers in the mathematics section: basic algebra, financial mathematics, differentiation, maxima and minima, and introduces multivariate calculus. It explores applications of the preceding concepts to economics. In the statistics section the subject covers: frequency distributions, measures of central tendency and dispersion, the normal, t and chi square distributions, statistical inference, confidence intervals, correlation and regression, and index numbers.

## Economics/ Business Economics (School of Economics)

**ECON1101****Microeconomics 1***Staff Contact: Dr N. Warren*

S1 or S2 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)

This subject introduces economics as a social science: scarcity, resource allocation and opportunity cost; an introductory analysis of consumer behaviour; the economics of firms and markets; production and costs; the classification and analysis of markets; efficiency concepts and market failure; the gains from international trade and the impact of trade restrictions; economic growth and structural change.

**ECON1102****Macroeconomics 1***Staff Contact: Dr T. Stegman*

S1 or S2 HPW3 CP15

*Prerequisite:* ECON1101

This subject provides an introduction to the analysis of aggregate output, employment and economic growth and their relationship to the policy issues of unemployment, inflation and the balance of payments. Other topics include: social accounting and aggregate income and expenditure

analysis; macroeconomic models of income determination; consumption and investment functions; the role of money and financial institutions; interactions between goods and money markets in equilibrium and disequilibrium situations; and an analysis of recent Australian macroeconomic experience.

#### **ECON2101**

##### **Microeconomics 2**

*Staff Contact: Dr P. Kriesler*

S1 HPW3 CP15

*Prerequisite:* ECON1101

This subject covers: choice theory, including intertemporal choice, and labour supply; extensions of price theory; the theory of production, costs and supply; market structures including oligopoly models; externalities; and provides an introduction to general equilibrium and welfare analysis.

#### **ECON2102**

##### **Macroeconomics 2**

*Staff Contact: Dr L. Fisher*

S2 HPW3 CP15

*Prerequisite:* ECON1102

This subject covers models of aggregate income determination in open economies; theories of aggregate economic behaviour with respect to consumption and investment expenditures and financial transactions; balance of payments and exchange rate analysis; theories of inflation and unemployment; introductory dynamic analysis; and theories of growth and cycles.

#### **ECON2103**

##### **Business and Government**

*Staff Contact: A/Prof R. Conlon*

S2 HPW3 CP15

*Prerequisites:* ECON1101 or ECON1103

This subject examines how government affects the business environment at the microeconomic level. The case for intervention and the benefits of deregulation and privatization are analyzed, with reference to particular industries. The effects on business of government instrumentalities such as the Industries Commission, Prices Surveillance Authority, Trade Practices Commission and Foreign Investment Review Board are examined. Issues relating to microeconomic reform, economic rationalism, market failure and government business enterprises are explored.

#### **ECON2104**

##### **Australian Macroeconomic Policy**

*Staff Contact: A/Prof G. Kingston*

S1 HPW3 CP15

*Prerequisites:* ECON1102 or ECON1104

This subject examines economic growth and fluctuations and the effect this has on the business environment and the community. Explains the main macroeconomic tools and techniques used by governments and the Reserve Bank to implement fiscal, monetary and incomes policies. The implications for inflation, unemployment, interest rates and exchange rates, and foreign debt are discussed.

#### **ECON2105**

##### **Economics of the Corporation**

*Staff Contact: Dr J. Gans*

S2 HPW3 CP15

*Prerequisites:* ECON1101 or ECON1103

Examines the economics of internal organisations in firms, corporations and other formal organisations. It will address questions such as: why do organisations arise in market economies, how are incentives designed in organisations, how do organisations coordinate the decisions of many diverse agents, how does organisational design affect business strategy, what determines different organisational productivities (eg: Japan versus Western firms)? It will address issues of transaction cost economics, informational economics and principal-agent theory.

#### **ECON2106**

##### **Post-Keynesian Political Economy**

*Staff Contact: Dr P. Kriesler*

S2 HPW3 CP15

*Prerequisites:* ECON1102 or ECON1104

**Note/s:** Not offered 1996.

#### **ECON2107**

##### **The Economics of Information and Technology**

*Staff Contact: Dr G. Fishburn*

S1 HPW3 CP15

*Prerequisites:* ECON1101 or ECON1103

Information, market failure and R & D. Asymmetric information. Localized learning. Technological change and intellectual property rights. The economics of innovation. Market structure, patents, inventions and R & D. Information technology. Biotechnology. Clusters of innovations and the diffusion of innovations. A National Technology Strategy?

#### **ECON2108**

##### **Industry Economics and Australian Industrial Policy**

*Staff Contact: A/Prof R. Conlon*

S2 HPW3 CP15

*Prerequisites:* ECON2101 or ECON2103

**Note/s:** Not offered 1996.

#### **ECON2109**

##### **Economics of Natural Resources**

*Staff Contact: Dr G. Waugh*

S1 HPW3 CP15

*Prerequisite:* ECON2101 or ECON2103

This subject provides an introduction to the exploitation of natural resource systems examined within an economic framework, particularly forestry, fisheries, water, oil and other minerals. It also looks at policies required to ensure improved management without overexploitation of these renewable and non-renewable resources under different property-right regimes.

#### **ECON2110**

##### **Alternative Approaches to Economics**

*Staff Contact: Dr P. Kriesler*

S2 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject examines alternative paradigms in economics and may include schools of thought such as the Post Keynesians, New Institutionalists, Marxians or Austrians. Particular non-traditional approaches to the theory of the firm and such topics as experimental economics, Cambridge distribution and growth theory, economic sociology, economics of politics and the debate over economic rationalism may be covered. Specific topics will depend on student preferences.

**ECON2111****The Economics of Global Interdependence***Staff Contact: Dr J. Lodewijks*

S2 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject looks at Australia in an interdependent world; direction and composition of world trade; trade in services; trade theory and trade policy; strategic trade policy and imperfect competition; international competitiveness; barriers to trade and trading blocs; international institutions and policy; NAFTA, GATT and EU; World Bank and IMF; foreign currency markets; and international policy coordination.

**ECON2113****The Development of Modern Economics***Staff Contact: Dr P. Kriesler*

SS HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104**Note/s:** Not offered 1996.**ECON2115****Japanese International Economic Relations***Staff Contact: Dr K. Fox*

S2 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject considers: Japan's international trade, investment and balance of payments policies; globalisation of Japanese economic interests; problems relating to external economic policies including alternative strategies for international economic relations; impact of yen appreciation; trade friction; bilateral relations with focus on Australia, USA, China and South East Asia.

**ECON2116****Japanese Economic Policy***Staff Contact: Dr K. Fox*

S1 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject provides an analysis and evaluation of postwar economic policy: issues relating to policy determination including role of institutions and interest groups; critical examination of 'Japan Inc.' model; industrial policy and role of 'genkyoku' system; Japanese long term economic planning; nature of principle economic policies such as agricultural, monetary and fiscal; anti-trust and competition policies.

**ECON2117****Economics of Tourism***Staff Contact: Dr G. Waugh*

S1 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

Topics include: macro and micro economic environments; factors affecting international and domestic tourism; tourism forecasting models; economic analysis of projects; cost/benefit and related procedures; and the implications of tourism developments for the community in general.

**ECON2118****Industrial Training 1***Staff Contact: School Office*

S2 CP45

**Note/s:** Not offered 1996.**ECON2127****Environmental Economics and Cost-Benefit Analysis***Staff Contact: Dr G. Waugh*

S2 HPW3 CP15

*Prerequisite:* ECON1101 or ECON1103

This subject considers the main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility; environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

**ECON3101****Microeconomics 3***Staff Contact: Dr J. Gans*

S1 HPW3 CP15

*Prerequisite:* ECON2101

This subject covers: extensions of microeconomic theory; general equilibrium approaches to economic analysis; limitations of the general competitive model; and uncertainty and risk with applications to modern theories of corporate behaviour.

**ECON3102****Macroeconomics 3***Staff Contact: Dr M. Monadjemi*

S2 HPW3 CP15

*Prerequisite:* ECON2102

This subject covers theory of economic policy; extended macroeconomic models, theory and fiscal policy and the problems of the budget deficit; international policy dependence and the exchange rate; the Australian financial system, monetary theory and policy; inflation and unemployment and incomes policy; rational expectations and economic policy; and Australian macroeconomic models.

**ECON3103****Monetary Theory and Policy***Staff Contact: Dr M. Monadjemi*

S1 HPW3 CP15

*Prerequisite:* ECON2102

Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.

**ECON3104****International Monetary Economics***Staff Contact: A/Prof G. Kingston*

S2 HPW3 CP15

*Prerequisite:* ECON2102

Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

**ECON3105****Public Enterprise Economics and Cost Benefit Analysis***Staff Contact: Dr T. Truong*

S1 HPW3 CP15

*Prerequisites:* ECON2101 or ECON2103**Note/s:** Not offered 1996.**ECON3106****Public Finance***Staff Contact: Prof J. Piggott*

S2 HPW3 CP15

*Prerequisites:* ECON2101 or ECON2103**Note/s:** Not offered 1996.**ECON3107****Economics of Labour Markets***Staff Contact: Dr T. Stegman*

S1 HPW3 CP15

*Prerequisite:* ECON2101**Note/s:** Not offered 1996.**ECON3108****Economic Policy Issues***Staff Contact: Prof J. Piggott*

S1 HPW3 CP15

*Prerequisites:* ECON2101 and ECON2102

This subject introduces the data sources necessary for factual discussion of policy issues, and provides a seminar for discussion on current Australian economic policy questions, with indepth treatment of a number of policy issues.

**ECON3109****Economic Growth, Technology and Structural Change***Staff Contact: Dr P. Kriesler*

S1 HPW3 CP15

*Prerequisite:* ECON2101 or ECON2103

Topics covered include: characteristics of economic growth and development, role of capital accumulation, labour, technology and natural resources; the application of growth models to development issues; the role of industrialization, structural change and development strategies in promoting economic growth; and income inequality and economic welfare.

**ECON3110****Developing Economies and World Trade***Staff Contact: Dr J. Lodewijks*

S2 HPW3 CP15

*Prerequisite:* ECON2101 or ECON2103

This subject focuses on: trade and developing countries; trade and growth; new trade theory and LDCs; foreign trade regimes; liberalization and trade negotiations; and the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilization experiences; and growth-oriented adjustment policies.

**ECON3111****Contemporary Japanese Economy***Staff Contact: Dr J. Lodewijks*

SS HPW3 CP15

*Prerequisite:* ECON2115 or ECON2116**Note/s:** Not offered 1996.**ECON3112****The Newly Industrializing Economies of East Asia***Staff Contact: Mr J. Zerby*

S2 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject focuses on the principal economic characteristics of the newly industrializing economies of East Asia; South Korea, Taiwan and Hong Kong, and compares internal and external policies and their contribution to the achievement of socio-economic objectives.

**ECON3113****Economic Development in ASEAN Countries***Staff Contact: Mr J. Zerby*

S1 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104

This subject analyses principal economic characteristics of the original members of the Association of South East Asian Nations: Indonesia, Malaysia, Philippines, Singapore and Thailand. It looks at causes and consequences of economic development policies; and the theoretical issues related to formation of customs unions and free trade areas, and their application to ASEAN.

**ECON3115****Economics of Developing Countries***Staff Contact: Dr J. Lodewijks*

S1 HPW3 CP15

*Prerequisite:* ECON1102 or ECON1104**Note/s:** Not offered 1996.**ECON3116****International Economics***Staff Contact: Dr G. Fishburn*

S2 HPW3 CP15

*Prerequisite:* ECON2101 and ECON2102

Primarily a theoretical treatment of international trade and finance. This subject looks at international trade and finance theory; comparative costs, gains from trade, effects of resource endowments on trade; barriers to trade including tariffs and quotas; strategic trade policy; economic integration; imperfect competition; Australian balance of payments; balance of payments adjustment mechanisms, internal and external balance; foreign exchange markets; international monetary system; foreign investment.

**ECON3118****Industrial Training 2***Staff Contact: Dr D. Clark*

S1 HPW3 CP45

*Prerequisite:* ECON1102**Note/s:** Not offered 1996.**ECON4123****Topics In Advanced Economics***Staff Contact: Dr J. Gans*

S2 HPW3 CP15

*Prerequisites:* ECON3101 and ECON3102

Selected topics in advanced microeconomics and macroeconomics.

**ECON4127****Thesis (Economics)***Staff Contact: Dr G. Fishburn*

F CP30

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics. Students are required to present a seminar on the topic of their thesis.**ECON4164****Economic Methodology***Staff Contact: Dr P. Kriesler*

S1 HPW3 CP15

*Prerequisite:* ECON2102

The methodology of modern economics, the scientific method, testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems; and some of the major issues in monetary theory, classical and neo-classical value and distribution theory, and equilibrium and welfare economics.

**Servicing Subjects**

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subjects see the respective Faculty Handbooks.

**ECON1103****Microeconomic Principles***Staff Contact: Dr J. Lodewijks*

S1 HPW3 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)**Note/s:** Excluded ECON1101.

This subject introduces economics as a social science; scarcity, resource allocation and opportunity cost; consumer and producer behaviour as the basis for supply and demand analysis; introduction to marginal analysis; applications of supply and demand analysis; efficiency concepts and market forces.

**ECON1104****Macroeconomic Principles***Staff Contact: Dr J. Lodewijks*

S2 HPW3 CP15

*Prerequisite:* ECON1103**Note/s:** Excluded ECON1102.

This subject provides an introduction to the analysis of aggregate output, employment and economic growth and their relationship to the policy issues of unemployment, inflation and the balance of payments. Also covered are models of the determination of equilibrium income; an analysis of the role of financial institutions; and an introduction to the analysis of macroeconomic policy.

**ECON1107****Elements of Environmental Economics***Staff Contact: Dr G. Waugh*

S2 HPW3 CP15

**Note/s:** Excluded ECON1101.

This subject provides an introduction to environmental issues, market failure, conservation and preservation of environment, discounting, sustainable economic growth and zero growth, measuring benefits and costs on environment, methods of controlling pollution, and management of environment.

**ECON4120****Economics Honours Arts***Staff Contact: Dr G. Fishburn*

F HPW6 CP120

*Prerequisites:* ECON2101, ECON2102, ECON3101, ECON3102 all at Credit level or better, plus ECON2206 and ECON2207**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics before the end of the year proceeding their entry into their final year. This program consists of four subjects and a thesis (ECON4127). The subjects are ECON4123, ECON4164, ECON3108 and one other subject from a selected list.

---

**Finance (School of Banking and Finance)****FINS2612****Australian Capital Markets***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Corequisites:* ECON1102 and ECON1203, or completion of Stage 1 for students from other faculties.

This subject analyses markets for financial assets, including the money, bond, stock and futures markets; the structure of interest rates; flow of funds of financial institutions; the regulatory structure of markets and the interrelations among markets.

**FINS2613****Business Finance***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisites:* FINS2612 or any two of ACCT1511, ECON1102 and ECON1203

This subject looks at the essential aspects of financial decision-making in business including: factors influencing capital expenditure decisions; alternative approaches to valuation; factors affecting the formulation of the capital structure; and influence of the capital market environment.

**FINS2622****Asian Capital Markets***Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisite:* FINS2612

This subject provides an introduction to financial markets in major Asian economies. Topics covered include: a brief review of the historical development in different countries; comparison of institutional structure and regulatory systems for equity, derivative, foreign exchange, and banking markets; the impact of regulation on institutions and market behaviour; and contemporary issues related to Asian markets.

**FINS2624****Investments***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisite:* FINS2613*Note/s:* Excluded FINS2714 and FINS3615.

This subject introduces investment theory and practice. The first part of the subject develops the primary asset pricing models, including CAPM and APT models, examines relevant empirical tests, and applies the models to the problem of measuring portfolio performance. This is followed by a study of investment management in the social, ethical and economic context. Topics include: security analysis of bonds and equities; the use of options, futures and forwards in portfolio hedging and risk management; and current issues in portfolio management including 'green' funds, passive vs active management, index funds and international diversification.

**FINS3816****International Business Finance***Staff Contact: School Office*

S1 or S2 L2 T1 CP15

*Prerequisite:* FINS2624*Note/s:* Excluded FINS3716.

This subject introduces students to the international financial and operating environments, aspects that are quite basic to corporate life. The general emphasis is on the identification and management of risk as it arises in particular from exchange rate fluctuations. The material is accordingly a fusion of ideas from the economics of exchange rates, the theory of finance and the practicalities of the operating environment. The topics covered in this course include parity condition in international finance, measurement and management of foreign exchange exposure, working capital management of a multinational firm, and foreign investment analysis for multinational corporations.

**FINS3825****Applied Corporate Finance***Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* FINS2613*Note/s:* Excluded FINS3715 and FINS2614.

This subject focuses on advanced issues associated with the investment and financing decisions of corporations. Topics include mergers and takeovers, management buy-outs, executive compensation schemes, advanced capital budgeting problems, and issues in treasury management. The treatment includes a discussion of ethical issues.

**FINS3630****Bank Financial Management***Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisites:* FINS2612 and FINS2613

This subject looks at: theory and practice of banking from a financial management perspective; banks and the financial services industry; regulatory restrictions and financial management; performance analysis and strategic planning; asset management - liquidity, investment and loan management; liability and deposit management; capital structure and dividend decisions; and financial management implications of electronic banking, international banking, and other developments.

**FINS3633****Real Estate Finance and Investment***Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisite:* FINS2624

This subject evaluates real estate financing, the mechanics of the mortgage market, and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts, and the banking system in promoting real estate activity. This subject analyses real estate prices and yields, diversification aspects, and use of property as an inflation hedge, and evaluates leasing, type of tenancy, property options and property trusts.

**FINS3634****Credit Analysis and Lending***Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* FINS2612 and FINS2613

The focus of this subject is credit analysis and lending emphasising finance theory and practical applications. The subject includes: credit analysis; credit scoring and modelling; loan products; loan pricing; commercial lending; consumer lending; special risk markets such as small business, agricultural and real estate; international and trade financing; managing the loan portfolio; and problem loans. The subject includes case study work.

**FINS3635****Options, Futures and Risk Management Techniques***Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisite:* FINS2624

This is an intermediate subject on options, futures and techniques for managing asset risk. Topics covered include

an overview of derivative securities, forward and futures contracts (on stock indices, investment and consumptive assets), options (on stocks, stock indices and futures), hedging positions in options and other derivative securities, binomial option pricing, risk-neutral valuation, the stochastic process followed by stocks, numerical techniques in option pricing, options on non-traded assets, exotic options and pricing biases.

### **FINS3636**

#### **Interest Rate Risk Management**

*Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* FINS2624

*Note/s:* Not offered in 1996.

This subject looks at interest rate risk (IRR) and techniques for managing risk. Topics covered include term structure dynamics (including bond price lattices, spot and forward rate models), analytical and numerical techniques, duration measures, interest rate derivative securities (including options, futures and swaps), and the interaction between IRR and credit risk.

### **FINS3774**

#### **Financial Decision Making under Uncertainty**

*Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* Credit or better in FINS2624

Finance is concerned with decision making, at both the individual and corporate level, which involves uncertain pay-offs in multiple periods of time. Toward a better understanding of the operations of these decisions, this subject provides an intermediate exposition of the fundamentals of portfolio selection and corporate finance. Specifically, the subject will examine: (i) the basics of choice theory; (ii) binomial option pricing; (iii) portfolio theory; (iv) classical, non-game theoretical theories of capital structure and dividend policy and empirical evidence on these theories; and (v) theories and evidence related to mergers and acquisitions. This subject will also emphasize and reinforce those techniques that underlie advanced studies in asset pricing and corporate finance.

### **FINS3775**

#### **Research Methods in Finance 1**

*Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* FINS3774 or equivalent

The objective of the subject is to review applications of mathematical and statistical tools to applied problems and current research in finance.

### **FINS4776**

#### **Advanced Topics in Asset Pricing**

*Staff Contact: School Office*

S2 L3 CP15

*Prerequisite:* FINS3774 and FINS3775

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding courses as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market

conditions. In addition, the subject also introduces a relatively new area of financial economics: security market micro-structure and the implications for empirical research in finance. Topics include: utility theory, portfolio theory and capital asset pricing models, arbitrage pricing theory, option and futures pricing, intertemporal models in finance and security market micro-structure.

### **FINS4777**

#### **Advanced Topics in Corporate Finance**

*Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* FINS3774 and FINS3775

This subject introduces contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis is given to the corporate form of business. Furthermore, special cases of investment and financing decisions such as mergers, take-overs and leveraged buy-outs are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter, students are encouraged to supplement theoretical discussions with empirical evidence.

### **FINS4778**

#### **Recent Developments in Banking Research**

*Staff Contact: School Office*

S1 L3 CP15

*Prerequisites:* FINS3630 and FINS3774

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; optimal capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

### **FINS4779**

#### **Research Methods in Finance 2**

*Staff Contact: School Office*

S1 L3 CP15

*Prerequisite:* FINS3775

This subject is a more advanced course in empirical methods in finance. This subject covers general methodological aspects, testing of hypotheses and falsifiability principle; a review of relevant econometric material and its application to topics such as generalised beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability and volatility estimation.

### **FINS4794**

#### **Thesis (Finance)**

*Staff Contact: School Office*

S2 CP30

*Prerequisites:* Permission of the Head of School

*Note/s:* The thesis is to be approved and supervised by the School of Banking and Finance.



## German Studies

### GER51200

#### German for Professional Purposes 1A

Staff Contact: Dr D. Grannall

S1 HPW6 CP15

Prerequisite: HSC German 2 or 3 Unit German, or equivalent

Note/s: Excluded GERS1121 and GERS1122, GERS1321 and GERS1322, GERS2021 and GERS2022.

Not offered 1996.

### GER51201

#### German for Professional Purposes 1B

Staff Contact: Dr D. Grannall

S2 HPW6 CP15

Prerequisite: GERS1200

Note/s: Not offered 1996.

### GER52200

#### German for Professional Purposes 2A

Staff Contact: Dr D. Grannall

S1 HPW5 CP15

Prerequisite: GERS1201

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

### GER52201

#### German for Professional Purposes 2B

Staff Contact: Dr D. Grannall

C6 S2 HPW5 CP15

Prerequisite: GERS2200

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

### GER53200

#### German for Professional Purposes 3A

Staff Contact: Dr D. Grannall

C6 S1 HPW5 CP15

Prerequisite: GERS2201

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business issues. Assessment: Weekly assignments, class tests and tutorial presentation.

### GER53201

#### German for Professional Purposes 3B

Staff Contact: Dr D. Grannall

C6 S2 HPW5 CP15

Prerequisite: GERS3200

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business

issues. Assessment: Weekly assignments, class tests and tutorial presentation.

## Hospitality Management (School of Marketing)

### HOSP1999

#### Hospitality Industry Employment 1

Staff Contact: School Office

S1 CP0

The Industry experience program is to serve as a complement to the theory gained from coursework. The Industry Employment is for a period of at least 10 weeks in the summer vacation. A detailed report and diary should be submitted at the beginning of the following academic year. The objective is to relate the theoretical content of the TAFE operative subjects concurrently undertaken with the degree, to the practical working environment, food and beverage service outlets in restaurants and hotels.

### HOSP2999

#### Hospitality Industry Employment 2

Staff Contact: School Office

S1 CP0

Prerequisite: HOSP1999

Students are required to undertake relevant employment of at least 10 weeks duration in the summer vacation at the end of the second year. The objective is to build upon previous industry experience and gain some advanced training in the food and beverage, front office areas of hotels or restaurants, either locally, interstate or overseas. Students will be required to maintain a diary and submit a report at the beginning of the following academic year.

### HOSP3009

#### Financial Control in the Hospitality Industry

Staff Contact: School Office

S1 L2 T2\* CP15

Prerequisites: ACCT1511 and satisfactory completion of studies in the TAFE sector

Topics include: measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres; cost-volume-profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverages and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies. This subject includes a control project using spreadsheet software.

\*Optional computer laboratory hours may be required.

### HOSP3010

#### Legal Aspects of Tourism

Staff Contact: School Office

S2 L2 T2 CP15

Prerequisite: Satisfactory completion of studies in the TAFE sector

Topics include: national and international laws relating to tourism, legal environment of facilities, agents, operators;

interaction of community and developer needs; consumer rights; and the implication of national, local regulations governing sale and supply of hospitality services, including food.

#### **HOSP3999**

##### **Hospitality Industry Employment 3**

*Staff Contact: School Office*

S1 CP0

*Prerequisite:* HOSP2999

Students will undertake a structured employment program in conjunction with and under the supervision of a hotel or restaurant employer in the form of an internship for at least 10 weeks. Students will have the opportunity of working in a number of departments of a hotel, restaurant or resort operation including front office, accounting, human resources and marketing. Students will be required to submit a detailed report in the following academic year, of approximately 2000 words which will be graded satisfactory or unsatisfactory. Employers will also be required to monitor the progress and performance of students and submit an accompanying report in finalisation of the project.

#### **HOSP4002**

##### **Hotel and Resort Management**

*Staff Contact: School Office*

S2 L1 T2 CP15

*Prerequisite:* MARK3073

This subject focuses on strategic and operational issues in resort management; market positioning; growth strategies; organisation; information systems design; staffing needs; management style. Examples are drawn from Australian resort industry.

#### **HOSP4004**

##### **Strategic Management in Hospitality and Tourism**

*Staff Contact: School Office*

S2 L1 T2 CP15

*Prerequisites:* HOSP3009, MARK3073

This subject looks at issues in Hospitality Management - its evolution, understanding the current Australian Hospitality environment; management practices and strategies analysis of the future; and research applications.

#### **HOSP4013**

##### **Hospitality Service Management**

*Staff Contact: School Office*

S1 L2 T4 CP15

*Prerequisites:* MARK3073

Topics include: understanding the delivery of service in front office, food, beverage and rooms division and conference, entertainment, club and casino operations; developing new service concepts within various positioning strategies and health and government requirements; reviewing energy management systems; the presentation of food and beverage; determining cost controls and the cost/benefit of improvements.

#### **HOSP4014**

##### **Managing People in the Hospitality Industry**

*Staff Contact: School Office*

S2 L2 T4 CP15

*Prerequisite:* HOSP4013

Topics include: understanding the concept of quality assurance; internal marketing; managing employee turnover and

stress; career pathing; measuring and improving customer satisfaction; methods of increasing customer loyalty; determining the cost of unacceptable and inferior service; cost versus quality trade-offs.

#### **HOSP4015**

##### **Hospitality Facilities Management**

*Staff Contact: School Office*

S1 L2 T4 CP15

*Prerequisite:* HOSP3009

Topics include: understanding workflows in a hotel as a prerequisite to good design and layout fitout; importance of Occupational Health and Safety Act, government and local council requirements; preparing feasibility studies including Return on Investment and debt versus equity decisions; use of computer aided design software. A detailed case study will be required in which each student will develop detailed plans and specifications needed for a restaurant or similar operation. Plans will include critical path charts, cost and income analysis, a five year marketing plan and budget.

---

## **Human Resource Management and Industrial Relations (School of Industrial Relations and Organisational Behaviour)**

#### **IROB1701**

##### **Industrial Relations 1A**

**(Australian Industrial Relations)**

*Staff Contact: Dr B. Ellem*

S1 or S2 L2 T1.5 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100) or 2 unit English (53-100), or 3 unit English (1-50)

This subject provides a multi-disciplinary introduction to a range of important concepts and issues in Australian industrial relations. Topics include: political, social, economic, legal, historical and psychological aspects of the evolution and operation of modern industrial relations; the nature and implications of strikes, lockouts and other forms of industrial conflict and alienation; the structure and policies of State and Federal trade unions, the State labor councils and such peak organisations as the Australian Council of Trade Unions; the employer industrial relations function, management strategies and the structure and policies of employer associations; processes of work rule determination, such as collective bargaining, mediation, conciliation and compulsory arbitration; labour movements; and the role of the various arbitration tribunals and government instrumentalities with respect to industrial relations.

#### **IROB1702**

##### **Industrial Relations 1B**

**(Australian Trade Unionism)**

*Staff Contact: Dr C. Wright*

S2 L2 T1.5 CP15

*Prerequisite:* IROB1701

This subject covers the formation and development of Australian unions; analysis of economic, legal, political and social framework within which unions operate; the role of unions; the structure and government of unions; union democracy and politics; union strategies; and unions and the 'balance of power'. The course will discuss the policies and operation of unions generally, and of State labor councils and the Australian Council of Trade Unions.

#### **IROB1712**

##### **Management of Organisations**

*Staff Contact: Dr L. Taksa*

S1 L2 T1.5 CP15

*Prerequisite:* HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100) or 2 unit English (53-100), or 3 unit English (1-50) **Note/s:** Excluded IROB2719.

This subject provides an interdisciplinary approach to the field of organisational behaviour in both the public and private sectors. It introduces students to a range of perspectives on organisational structures and processes, and considers how they help us understand various management theories and practices. On this basis, issues of power, control, conflict and culture are explored. Other topics include: changing approaches and attitudes to work; social and political influences on group behaviour; teamwork and other managerial interventions; leadership and motivation; the impact of technological and structural change.

#### **IROB2703**

##### **Industrial Relations 2A**

##### **(Industrial Relations in the Global Economy)**

*Staff Contact: Dr I. Hampson*

S1 L2 T1.5 CP15

*Prerequisites:* IROB1701

This subject focuses on the 'global shifts' in economics and industry that are driving transformations in many national industrial relations systems. As such, it shares many of the objectives of comparative industrial relations, namely to foster an appreciation of the merits of comparing industrial relations systems, and the use of comparative method. Since one of the major uses of comparative argument is in the sphere of industrial relations policy, the course also aims to review debates about the links between industrial relations systems on the one hand, and national competitiveness and social protection on the other.

#### **IROB2704**

##### **Industrial Relations 2B**

##### **(Social Organisation of Work)**

*Staff Contact: Mr D. Morgan*

S2 L2 T1.5 CP15

*Prerequisite:* IROB2703 or IROB1712

This subject covers: the social organisation of work; conceptual foundations of industrial psychology and sociology; issues include learning and skill formation, motivation, stress and alienation; design of jobs and work organisation; managerial behaviour and decision making the labour process; management control and worker resistance; class, gender and ethnicity at work; the microdynamics of industrial conflict; professionalism and its consequences; and employee participation.

#### **IROB2714**

##### **Industrial Democracy**

*Staff Contact: School Office*

SS L2 T1 CP15

*Prerequisite:* IROB1701

**Note/s:** Not offered 1996.

#### **IROB2715**

##### **Labour History**

*Staff Contact: Dr J. Shields*

S2 L2 T1 CP15

*Prerequisite:* IROB1701

This subject focuses on the evolution of working class life in Australia from the arrival of the convicts to the present day, emphasizing the growth of trade unions, political parties and state regulation of the labour market; the development of class consciousness, segmentation of the labour market and changes in work processes and workers' control of production; the impact of immigration, technological change; and the role of women in paid employment.

#### **IROB2716**

##### **Industrial Conflict**

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* IROB1701

**Note/s:** Not offered 1996.

#### **IROB2718**

##### **Human Resource Management**

*Staff Contact: School Office*

S1 L2 T1 CP15

*Prerequisite:* IROB1701 or IROB1712

This subject looks at management of paid employment in Australia. It covers contemporary management thinking; issues in managing people - problem solving, leadership, power, communications and managing in an organisation - group dynamics and supervision, setting goals and performance appraisal, developing individual and organisational resources, career planning.

#### **IROB2720**

##### **Japanese Employment Relations**

*Staff Contact: School Office*

S1 L2 T1 CP15

*Prerequisite:* IROB1701 or JAPN1100 or other approved subject.

**Note/s:** Not offered 1996.

#### **IROB2722**

##### **Industrial Relations in Newly Industrialized Asian Countries**

*Staff Contact: School Office*

S1 or S2 L3 CP15

*Prerequisite:* IROB2703

**Note/s:** Not offered 1996.

#### **IROB2724**

##### **Health and Safety at Work**

*Staff Contact: Prof M. Quinlan*

S1 L3 CP15

*Prerequisite:* ACCT1511 and ECON1102

This subject examines the incidence, origins and management of occupational health and safety problems. It assesses the contribution of technical and social science disciplines to understanding and addressing occupational

injury and disease. The role of management, government and trade unions in addressing health and safety will also be critically assessed. Topics covered include the incidence and nature of occupational illness; theories of injury causation; explaining occupational disease; occupation stress; shiftwork; repetition strain injury; the regulation of occupational illness; workers' compensation and rehabilitation; management and union approaches; safety engineering; noise; hazardous substances; and case study.

#### **IROB3705**

##### **Industrial Relations 3A**

##### **(Management and Employment Relations)**

*Staff Contact: Dr C. Wright*

S1 L2 T1.5 CP15

*Prerequisite:* IROB2704 or IROB2718

This subject covers: organisations of employers; employer organisation structure and strategy; employer associations' relations with firms; multi-employer and single employer bargaining; corporate strategy; the structure of private and public sector organisations in relation to their environments; management values and ideology regarding employee motivation and regulation; management strategy and practice regarding employees and unions; the personnel and industrial relations function; line management and employee relations; management effectiveness in employee relations.

#### **IROB3706**

##### **Industrial Relations 3B (Industrial Relations Policies and Processes)**

*Staff Contact: Prof M. Quinlan*

S2 L2 T1.5 CP15

*Prerequisite:* IROB3705

This subject focuses on institutional structures, policies and procedures in industrial relations conflict resolution under arbitration and bargaining. Topics include: theoretical aspects; problems and issues in arbitration and bargaining; models of bargaining and arbitration; compulsory arbitration in the context of collective bargaining and the relative merits of the two methods under varying standards for evaluation; new work patterns, flexibility and award restructuring. Case studies and simulation exercise material may be used.

#### **IROB3707**

##### **Industrial Relations Research Methods and Thesis Workshop**

*Staff Contact: A/Prof B. Dabscheck*

S2 L2 T1 CP15

*Prerequisites:* IROB3705 and permission of Head of School

**Note/s:** Excluded IROB3723.

#### **IROB3708**

##### **History and Philosophy of Human Resource Management**

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisites:* IROB3705 and permission of Head of School

This is a team-taught advanced subject designed for intending Honours year students and focuses on themes and debates in the history and philosophy of personnel and human resource practice, including: early industrial labour management; scientific management; industrial psychology; the Human Relations School; contemporary human

resource management; and the management of occupational health and safety employee remuneration. Attention is also given to the nature of thesis research and writing and to specific research methods such as survey work and interviewing.

#### **IROB3719**

##### **Industrial Relations Theory**

*Staff Contact: A/Prof B. Dabscheck*

SS L2 T1 CP15

*Prerequisite:* IROB2704

**Note/s:** Not offered 1996.

#### **IROB3720**

##### **Industrial Law**

*Staff Contact: Ms S. Hammond*

S1 L2 T1 CP15

*Prerequisite:* IROB1701

**Note/s:** Excluded LAWS5030.

This subject looks at the nature and purposes of the legal system and industrial law; the law concerning the contract of employment; trade unions; industrial law; powers of Government; and the Commonwealth Conciliation and Arbitration System, awards, penal sanctions for industrial law, industrial torts, topics and issues of importance in the industrial law field.

#### **IROB3721**

##### **Negotiation, Bargaining and Advocacy**

*Staff Contact: Ms S. Hammond*

S2 L2 T1 CP15

*Prerequisite:* IROB1701

This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

#### **IROB3722**

##### **Wages and Incomes Policy**

*Staff Contact: A/Prof B. Dabscheck*

SS L2 T1 CP15

*Prerequisite:* IROB3720

**Note/s:** Excluded ECON3108.

Not offered 1996.

#### **IROB3724**

##### **Strategic Human Resource Management**

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisite:* IROB2718 or IROB2719 or IROB1712

This subject examines: the integration of human resource management and corporate strategy; opportunities and constraints in implementing strategic human resource management; the role of organisations' internal and external environments in implementation of strategies; formulation,

selection and implementation of human resource strategies; authority maintenance, staffing, performance appraisal, competency development, corporate acculturation, management of organisational change, responses to and impacts on societal change; competing human resource strategies; developments in strategic human resource management and their application; cross cultural/national transferability; and the implications of strategic human resource management for Australian organisation and management.

#### **IROB4705**

##### **Training and Work Reorganisation**

*Staff Contact: Dr I. Hampson*

S2 L3 CP15

*Prerequisite: Admission to the Honours Program*

Training reform and work reorganisation have become key issues in Australian industrial relations and national development policy. This subject canvasses current debates about work reorganisation and training reform, drawing on overseas experience where useful. It examines models of work organisation influential in modern human resource management, like Japanese 'lean production' and Euro-Scandinavian 'human centred production'. The ingredients of these new forms of work are highlighted and their training requirements identified. Training is examined as a key ingredient of successful strategic human resource management, and national development. The attempts to reform Australia's training system are charted.

#### **IROB4706**

##### **Employment Policy and Practice**

*Staff Contact: School Officer*

S1 L3 CP15

*Prerequisite: Admission to the Honours Program*

This subject examines the theory, law, award provisions, organisational policy and practice of at least two of the following: affirmative action and equal employment; workers' compensation; grievance procedures; Staffing and human resource policy.

#### **IROB4731**

##### **Industrial Relations Case Studies A**

*Staff Contact: School Office*

S1 L3 CP15

*Prerequisite: IROB3706*

Case studies highlight a range of industrial relations issues at the plant or local level. Students also prepare their own case study for seminar presentation.

#### **IROB4732**

##### **Industrial Relations Case Studies B**

*Staff Contact: School Office*

S2 L3 CP15

*Prerequisite: IROB3706*

Case studies highlight a range of industrial relations issues at the industry and national level. Students also prepare their own case study for seminar presentation.

#### **IROB4733**

##### **Industrial Relations Seminar**

*Staff Contact: School Office*

F CP30

*Prerequisite: Admission to the Honours Program*

#### **IROB4734**

##### **Thesis (Industrial Relations)**

*Staff Contact: School Office*

F CP30

*Prerequisite: IROB3707 and admission to the Honours Program*

#### **IROB4738**

##### **Thesis (Human Resource Management)**

*Staff Contact: School Office*

F CP30

*Prerequisite: IROB3708 and admission to the Honours Program*

#### **Servicing Subjects**

These are subjects taught within courses offered by other faculties.

#### **IROB2721**

##### **Managing People**

*Staff Contact: Dr A. Donovan*

S1 L2 T2 CP15

This subject focuses on managing in a rapidly changing environment. Topics include: leadership, decision-making and innovation; power, legitimacy, and the socialization process; the structure and design of organisations, organisation and domination, the evolution of ethical awareness; intergroup conflict and conflict resolution; skills of managing - communication, negotiation, coaching and objectives setting; organisational culture and transformation.

#### **Information Systems**

#### **INFS1602**

##### **Computer Information Systems 1**

*Staff Contact: School Office*

S1 or S2 HPW 3 CP15

*Prerequisite: Nil*

This subject develops an understanding of the content of information systems, the types of information systems and the position of information systems in society; information systems at an organisational level, typical commercial applications, the systems life cycle, design concepts, data analysis and models and an introduction to data communications.

#### **INFS1603**

##### **Business Data Management**

*Staff Contact: School Office*

S1 or S2 HPW 3 CP15

*Prerequisite: Nil*

This subject provides students with the required knowledge and practical skills to be able to design database systems in an organisational environment, an understanding of the role of data in business and an understanding of the quality assurance issues in collecting, storing and using data.

**INFS2603****Systems Analysis & Design***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* INFS1602 and INFS1603

This subject examines system analysis and design: requirements analysis and specification; logical and physical design of business systems; specification and updating of files; interactive dialogue procedures; and students compare design methodologies, set within the framework of an actual case study.

**INFS2607****Business Data Networks***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS1602**Note/s:** Excluded INFS3607. Replaces INFS3607 in 1996.

This subject examines advanced data communication concepts and computer networks, with reference to international standards and common industry communications software packages; local/metropolitan/wide area networks; network management; Telettra services and other options; data security; and a case study involving the design of a telecommunications-based commercial system.

**INFS2609****Object-Oriented Computer Programming***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* INFS1602 and INFS1603

This subject examines programming in the commercial environment; a commercial programming language; hardware and operating systems concepts and their impact on the commercial computing environment. This subject also introduces the terms and concepts underlying current developments in programming and user interface implementation.

**INFS2691****Industrial Training 1***Staff Contact: School Office*

S1 HPW 1 CP45

*Prerequisite:* INFS1602 and INFS1603**Note/s:** Available only to BIT students.

Students consider the practical treatment of the characteristics of commercial information systems. The topics include: analysis of an existing information system; development of overview documentation of the system; evaluation of the interface design; consideration of the role of security and control mechanisms.

**INFS2791****Industrial Training A***Staff Contact: School Office*

S1 HPW 1 CP45

*Prerequisite:* INFS1602 and INFS1603

Students consider the practical treatment of commercial information systems in business. The topics include: analysis of an existing system in its organisational setting; evaluation of the interface design; consideration of organisational impact of the information system.

**INFS3603****Executive Support Systems***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* INFS1602 and INFS1603

This subject examines the process of decision making and work group activity by professional and managerial people; the tools and techniques available in information technology to support these processes; the cultural and organisational issues involved in formalizing support; and management issues related to support.

**INFS3604****Information Function Management***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS2603

This subject introduces the management issues surrounding information systems and provides an understanding of senior management use of technology. Consideration is given to the use of information systems for strategic advantage and the practical applications of tools and concepts of project management.

**INFS3605****Software Engineering***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisite:* INFS2609

Students are supervised implementing an information systems project in a commercial programming language. Topics include: advanced program design and structured techniques; computer aided software engineering techniques; interface with systems software at application implementation level; the comparison of a range of programming languages; test data specification; and implementation procedures.

**INFS3606****Advanced Data Networks***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS2607**Note/s:** Not offered 1996.**INFS3607****Distributed Computer Systems***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS2603**Note/s:** Excluded INFS2607.

Not offered 1996.

This subject has been replaced by INFS2607.

**INFS3608****Advanced Database Systems***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* INFS1602 and INFS1603

Topics include: advanced data analysis and modelling techniques; database management system architectures including hierarchical, network and relational approaches; database reliability, security and integrity issues; and data description and manipulation languages.

**INFS3611****Advanced Analysis and Design***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS2603

This subject focuses on a systems analysis design case study where students are required to produce: a statement of requirements; a feasibility study and/or evaluation; logical design; physical design and a presentation of proposals to users. Students consider: user requirements; elicitation techniques and approaches; project management; alternative design methodologies; information systems lifecycle; and the practical use of CASE tools.

**INFS3616****Commercial Programming Principles***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* INFS3605*Corequisite:* INFS3692**Note/s:** Available only to BIT students.

This subject focuses on the advanced treatment of the practice of implementing commercial systems. Topics include: the use of library code; program design for performance; project control and reporting practice; programming standards; interactive interface; software testing; CASE tools; documentation; security and control; and maintenance.

**INFS3692****Industrial Training 2***Staff Contact: School Office*

S2 HPW 1 CP45

*Prerequisite:* INFS3605 or INFS2609*Corequisite:* INFS3616**Note/s:** Available only to BIT students.

Students gain in-depth practical exposure to information systems development. The topics covered include: the structure and management of the implementation teams; the roles of users and information staff in implementation; and scheduling and control during implementation.

**INFS3792****Industrial Training B***Staff Contact: School Office*

S2 HPW 1 CP45

*Prerequisite:* INFS2603

Students are provided with in-depth practical work in information systems analysis and design. Topics include: the management of requirements analysis and design activities; the roles of information system clients; managing the software process; managing and using technology.

**INFS4693****Industrial Training 3***Staff Contact: School Office*

S1 HPW 1 CP45

*Corequisite:* INFS3611.**Note/s:** Available only to BIT students.

Students are provided with in-depth practical work in information systems analysis and design. The topics covered include: the structure and management of analysis and design teams; the roles of users and I/S staff in analysis and design; and scheduling and control during analysis and design.

**INFS4774****Information Systems Security***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* INFS1603, INFS2607 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5984. See Graduate Study: Subject Descriptions.

**INFS4783****Industrial Training C***Staff Contact: School Office*

S1 HPW 1 CP45

*Prerequisite:* INFS3604

Students study, in-depth, the business process and its relationship with information systems. Consideration is given to the impact of the system on the organisation and the suitability of the system to the organisation's needs; planning and re-engineering the business; and writing a business project.

**INFS4794****Thesis (Information Systems)***Staff Contact: School Office*

S2 CP30

**INFS4805****Information Systems Auditing***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* ACCT3708, INFS1602 and admission to BCom degree course at Honours level majoring in Information Systems plus approval from the Head of School of Information Systems.

As for INFS5905. See Graduate Study: Subject Descriptions.

**INFS4810****Advanced Data Management***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems, plus approval of the Head of School of Information Systems.

As for INFS5926. See Graduate Study: Subject Descriptions

**INFS4811****Knowledge Based Information Systems***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5927. See Graduate Study: Subject Descriptions.

**INFS4812****Software Engineering Management***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5928. See Graduate Study: Subject Descriptions.

**INFS4825****Object-Oriented Information Systems***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* INFS3605 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of the School of Information Systems.

As for INFS5925. See Graduate Study: Subject Descriptions.

**INFS4848****Information Systems Project Management***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5848. See Graduate Study: Subject Descriptions.

**INFS4853****Information Systems Management***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5953. See Graduate Study: Subject Descriptions.

**INFS4857****Information and Decision Technology***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5957. See Graduate Study: Subject Descriptions.

**INFS4886****Research Topics in Information Systems 1***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS5986. See Graduate Study: Subject Descriptions.

**INFS4887****Research Topics in Information Systems 2***Staff Contact: School Office*

S2 HPW 3 CP15

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS5987. See Graduate Study: Subject Descriptions.

**INFS4891****Decision Support Systems***Staff Contact: School Office*

S1 HPW 3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval by the Head of School of Information Systems.

As for INFS5991. See Graduate Study: Subject Descriptions.

**INFS4893****Special Topic in Information Systems***Staff Contact: School Office*

S1 or S2 HPW3 CP15

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5993. See Graduate Study: Subject Descriptions.

**INFS4898****Project Seminar***Staff Contact: School Office*

S1 or S2 CP15

*Note/s:* Not offered 1996.

---

## Japanese Studies (School of Asian Business and Language Studies)

**JAPN1000****Japanese Communication 1A***Staff Contact: Dr Y. Sasaki*

S1 HPW5 CP15

*Prerequisite:* Nil

This subject provides an introduction to modern Japanese interactive skills, i.e. listening, speaking, reading, writing, rules of communication, and socio-cultural knowledge of present-day Japan and local Japanese community, essential to basic survival interaction with Japanese. Emphasis on conversational skills. *Hiragana, katakana* and approximately 50 *kanji* are introduced.

**JAPN1001****Japanese Communication 1B***Staff Contact: Dr Y. Sasaki*

S2 HPW5 CP15

*Prerequisite:* JAPN1000

This subject provides for the further acquisition of interactive skills in basic Japanese, regarding everyday non-technical topics. Introduction of approximately 100 new *kanji*.

**JAPN2000****Japanese Communication 2A***Staff Contact: Mr W. Armour*

S1 HPW5 CP15

*Prerequisite:* JAPN1001

This subject provides for the further development of beginner's Japanese interactive skills. Prepares students to become competent in anticipated Australia-Japan contact situations and basic survival situations in Japan. Continued emphasis on oral-aural skill acquisition. Approximately 100 new *kanji* are introduced.

**JAPN2001****Japanese Communication 2B***Staff Contact: Mr W. Armour*

S2 HPW5 CP15

*Prerequisite:* JAPN2000



This subject aims at consolidation of oral-aural skills up to intermediate level. Development of reading and writing skills, with another 150 *kanji* introduced.

#### **JAPN2400**

##### **Japanese Business and Management**

*Staff Contact: A/Prof W. Purcell*

S2 HPW3 CP15

*Prerequisite:* JAPN1001 or ECON1101

*Note/s:* Not offered 1996.

#### **JAPN2500**

##### **Japanese Studies**

*Staff Contact: A/Prof W. Purcell*

S1 HPW3 CP15

*Prerequisite:* JAPN1001

This subject introduces Japanese society, history, culture, politics and economy. Topics include social stratification, the role of women, demographic change, the education system, electoral politics, interest-group representation, Japan's economic growth, agriculture and industrial development, the role of the state, Japan's underworld *yakuza* and traditional *kabuki* theatre.

#### **JAPN2600**

##### **Hospitality Japanese**

*Staff Contact: Ms Fusako Osho*

S2 HPW3 CP15

*Prerequisite:* JAPN2000

*Note/s:* Excluded JAPN4000 or above

This subject aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasizes comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

#### **JAPN3000**

##### **Japanese Communication 3A**

*Staff Contact: Dr C. Kinoshita Thomson*

S1 HPW5 CP15

*Prerequisite:* JAPN2001

This subject equips students with solid linguistic skills at intermediate level, with increasing emphasis on reading and writing. Introduction to a variety of local Australia-Japan contact situations and expanding practical usage of students' interactive skills. Approximately 150 new *kanji* are introduced.

#### **JAPN3001**

##### **Japanese Communication 3B**

*Staff Contact: Dr C. Kinoshita Thomson*

S2 HPW5 CP15

*Prerequisite:* JAPN3000

This subject provides for the further development of communicative skills and competence attained in JAPN3000. Students use Japanese in a wider context, thereby increasing vocabulary and knowledge of grammatical structures. Another 150 *kanji* are introduced.

#### **JAPN3500**

##### **Business Japanese**

*Staff Contact: Ms K. Okamoto*

S2 HPW3 CP15

*Prerequisite:* JAPN3000 *Note/s:* Excluded JAPN4100 or above

This subject concentrates on interactive skills for business situations, including reading and writing. Introduces students to technical language of accounting, finance, economics and marketing and develops skills needed in typical formal and informal business contact situations, such as business introductions and meetings, business conversation, written channels of communication and business etiquette.

#### **JAPN4000**

##### **Japanese Communication 4A**

*Staff Contact: Ms H. Masumi-So*

S1 HPW5 CP15

*Prerequisite:* JAPN3001

This subject concentrates on the acquisition of late-intermediate to early-advanced interactive skills in Japanese with continued emphasis on reading and writing. Introduction to basic linguistic features of advanced level Japanese and provides opportunities to practise skills needed in typical formal and informal Australia-Japan contact situations. Approximately 150 *kanji* are introduced.

#### **JAPN4001**

##### **Japanese Communication 4B**

*Staff Contact: Ms H. Masumi-So*

S2 HPW5 CP15

*Prerequisite:* JAPN4000

This subject prepares students in the acquisition of well-rounded linguistic and communicative competence necessary for advanced learners. Further extension and systematic practice of interactive skills. Another 150 *kanji* are introduced.

#### **JAPN4100**

##### **Japanese Communication 5A**

*Staff Contact: Ms S. Iida*

S1 HPW5 CP15

*Prerequisite:* JAPN4001

This subject focuses on mid-advanced Japanese interactive skills. Increasing emphasis is placed upon further development of reading and writing abilities. Autonomous learning is encouraged and assisted in acquisition of more advanced interactive skills. Students are given opportunities to improve on competence in professional and business settings. Approximately 250 new *kanji* are introduced.

#### **JAPN4101**

##### **Japanese Communication 5B**

*Staff Contact: Ms S. Iida*

S2 HPW5 CP15

*Prerequisite:* JAPN4100

This subject hones those reading and writing skills attained in JAPN4100. Continued instruction in more advanced conversational and grammatical structures and useful vocabulary for the purpose of business and related areas of communication. A further 250 *kanji* are introduced.

**JAPN4200****Japanese Communication 6A**

Staff Contact: Ms Y. Hashimoto  
S1 HPW5 CP15

Prerequisite: JAPN4101

This subject concentrates on further acquisition of interactive skills required in a wider variety of Australia-Japan contact situations. Continued emphasis on autonomous learning and self-monitoring of problem areas in interactive skills. Approximately 250 new *kanji* are introduced.

**JAPN4201****Japanese Communication 6B**

Staff Contact: Ms Y. Hashimoto  
S2 HPW5 CP15

Prerequisite: JAPN4200

This subject provides for the refining of linguistic and communicative skills acquired in JAPN4200. Another 250 *kanji* are introduced, i.e. the remaining *joyoo kanji*.

**JAPN4300****Advanced Reading in Japanese A**

Staff Contact: Dr C. Kinoshita Thomson  
S1 HPW5 CP15

Prerequisite: JAPN4201 or permission from Head of School

This subject provides opportunity for advanced learners of Japanese with intensive and extensive reading in the language on selected topic(s). Accumulation of *kanji*, vocabulary and idiomatic expressions is emphasized.

**JAPN4301****Advanced Reading in Japanese B**

Staff Contact: Dr C. Kinoshita Thomson  
S2 HPW5 CP15

Prerequisite: JAPN4300 or permission from Head of School

Students are required to continue reading on the selected topic(s) from JAPN4300, prepare a paper and give a formal oral presentation to a group of native Japanese speakers.

**JAPN4400****Special Topics in Advanced Japanese**

Staff Contact: Ms H. Masumi-So  
S2 HPW3 CP15

Prerequisite: JAPN4000

This subject provides students with a framework for analyzing problems in the field of Japanese Studies, including a theoretical framework and types and sources of problems. Where possible, students carry out empirical data collection and are guided through the analysis of and search for possible solutions to these problems.

**JAPN4510****Research Seminar in Japanese Studies A**

Staff Contact: A/Prof W. Purcell  
S1 CP15

Prerequisite: Admission to Honours

This subject provides a foundation for conducting research in the area of Japanese Studies. Students will become familiar with research literature, theoretical frameworks and research methodologies in this field.

**JAPN4511****Research Seminar in Japanese Studies B**

Staff Contact: A/Prof W. Purcell  
S2 CP15

Prerequisite: Admission to Honours

Students conduct a research project using skills acquired in JAPN4500.

**JAPN4520****Honours Japanese A**

Staff Contact: A/Prof W. Purcell  
S1 HPW5 CP15

Prerequisite: Admission to Honours

Students will further improve their proficiency in Japanese language and communication at a level most suitable for each individual.

**JAPN4521****Honours Japanese B**

Staff Contact: A/Prof W. Purcell  
S2 HPW5 CP15

Prerequisite: Admission to Honours

This subject continues on from JAPN4520 and further assists students in developing their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

**JAPN4530****Honours Japanese (Advanced) A**

Staff Contact: A/Prof W. Purcell  
S1 HPW5 CP15

Prerequisite: Admission to Honours

Advanced students will further improve their proficiency in Japanese language and communication at a level most suitable for each individual.

**JAPN4531****Honours Japanese (Advanced) B**

Staff Contact: A/Prof W. Purcell  
S2 HPW5 CP15

Prerequisite: Admission to Honours

This subject continues on from JAPN4530 and further assists advanced students in developing and consolidating their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

**JAPN4600****Thesis (Japanese Studies)**

Staff Contact: A/Prof W. Purcell  
S3 CP30

Prerequisite: Admission to Honours

## Korean (School of Asian Business and Language Studies)

### KORE1000

#### Korean 1A

*Staff Contact: Mr S-C. Shin*

S1 HPW5 CP15

*Prerequisite:* Nil

This subject provides beginners with practical language skills for effective communication. Emphasis is on use of the language in basic survival situations. Communicative methods are used to develop in students the four language skills: listening, speaking, reading and writing, within a cultural context. The Korean script, *Han-gul*, is taught progressively.

### KORE1001

#### Korean 1B

*Staff Contact: Mr S-C. Shin*

S2 HPW5 CP15

*Prerequisite:* KORE1000 or equivalent

This subject further develops communicative skills in introductory Korean, with emphasis on a variety of 'real life' situations. New communicative functions, vocabulary and grammatical structures are progressively added to knowledge and skills acquired in KORE1000.

### KORE2000

#### Korean 2A

*Staff Contact: Mr S-C. Shin*

S1 HPW5 CP15

*Prerequisite:* KORE1001 or equivalent

This subject further develops communicative skills on the groundwork covered in introductory-level Korean and allows students to build upon their spoken and written language skills, enabling them to interact in a wider range of communicative situations.

### KORE2001

#### Korean 2B

*Staff Contact: Mr S-C. Shin*

S1 HPW5 CP15

*Prerequisite:* KORE2000 or equivalent

This subject consolidates and further expands knowledge and skills developed in the previous subjects as well as laying the foundation for students who wish to proceed to a third year program. A number of selected *Hanja*, Sino-Korean characters, are introduced to further enhance the students' skills to read and comprehend modern Korean mixed script.

### KORE2500

#### Korean Economy and Business

*Staff Contact: Mr S-C. Shin*

S2 HPW5 CP15

*Prerequisite:* 90 credit points in the faculties of Arts, Law or Commerce and Economics

An introduction to Korean Economy and Business practice. Topics include: Korea's economic development and growth; economic policies; government-business relations; corporate structure and enterprise groupings; Chaebol; industry system; workplace practices; decision-making pro-

cedures; business negotiations and; socio-cultural elements in business and management.

### KORE3000

#### Korean 3A

*Staff Contact: Mr S-C. Shin*

S1 HPW5 CP15

*Prerequisite:* KORE2001 or equivalent

Consolidation of students' communicative skills in both spoken and written Korean at intermediate level, with increasing emphasis on reading and writing. It introduces a wider range of communicative topics, vocabulary and grammatical structures and further expands practical usage of students' knowledge and interactive skills. Approximately 100 new Hanji are also introduced.

### KORE3001

#### Korean 3B

*Staff Contact: Mr S-C. Shin*

S2 HPW5 CP15

*Prerequisite:* KORE3000 or equivalent

Further development of communicative skills attained in KORE3000 and a new orientation to specific needs in everyday business situations. It equips students with a variety of practical language skills and background information necessary not only for everyday conversation but also for Korean-Australian business situations. Includes systematic practice of communication skills in the classroom and some fieldwork at the 'real-life' situations in the Sydney Korean business community. Another 150 Hanji are introduced.

## Law

### LAWS1010

#### Litigation

*Staff Contact: Dr Jill Hunter*

F HPW4 CP30

Introduces students to issues and problems in three areas:

1. Civil pre-trial procedure: focuses on selected topics largely in the context of Supreme Court; actions; parties to an action; pleadings; discovery; and exchange of information. Supreme Court Rules are examined to determine the extent to which they facilitate just, accurate and speedy resolution of disputes. Problems of delay and cost are also addressed with particular reference to case-flow management techniques and alternative dispute resolution.
2. Criminal pre-trial procedure: the law and related issues associated with arrest, warrants, police searches, interrogation and the formulation of pleadings. Comparisons are drawn between the civil and criminal pre-trial processes.
3. Evidence: a basic understanding of the legal and philosophical principles related to the presentation of evidence in court. A comprehensive examination of the rules of evidence, including those designed to protect the accused at trial; the rule against hearsay evidence; the use of expert evidence; the treatment of unreliable evidence; proof and probability theory and questioning of witnesses in court.

The effect of pretrial procedures on the final outcome at trial highlighted.

**LAW51120****Legal System Torts**

*Staff Contact: Mr Angus Corbett/Ms Prue Vines*  
F HPW4 CP30

This course covers: the legal significance of the arrival of the British in Australia; the principal institutions of the legal system, particularly the courts, the legislature, and the executive arms of government; the judiciary; the legal profession; their history, roles, interrelationships, operation and techniques; general constitutional principles and institutions; the notion and consequences of federalism; Bill of Rights proposals; precedent and statutory interpretation, practice and theory; sources of Australian law, including the past and present status of Aboriginal customary law; origins of the common law; classifications within the common law; jurisdiction of Australian courts.

The course also examines a number of torts, both intentional and unintentional, relating to economic interests as well as personal injury. The primary focus of the course is a thorough and comprehensive introduction to the tort of negligence. There is a detailed discussion of specific issues such as recovery for personal injury, for nervous shock, for pure economic loss as well as affirmative duties of care. In addition there is an introduction to the law relating to limitation periods, vicarious liability, defences to the tort of negligence and the law relating to the assessment of damages. The approach to teaching this material is via extensive discussion of a relatively limited number of leading cases. Students are thus able to build up an understanding of this body of law through their own analysis of case law and statute law.

A second strand of this course is to introduce students to the wide ranging debates about the appropriate role and function of tort law. This requires developing a working knowledge of a feminist and economic analysis of tort law and of the various corrective justice theories of tort. In developing this working knowledge students will be exposed to secondary materials which build upon and refer to the cases and statutes which are included in the course.

**LAW51420****Contracts**

*Staff Contact: Mr Denis Harley*  
F HPW4 CP22.50  
*Corequisite: LAW52140*

This course examines the nature of contractual obligations and how parties make and break contracts. Topics include: how contracts are formed and the necessary elements of a validly constituted contract; express and implied terms of a contract and how such terms are imported into the contract; the consequences where a contract is induced by misrepresentation, mistake or unconscionability; exemption clauses; estoppel and contract; remedies for breach of contract and the damages payable for such breach. Students are encouraged to examine the role of contract law from an historical and contemporary standpoint.

**LAW51610****Criminal Law**

*Staff Contact: A/Prof David Brown*  
F HPW4 CP30

This course covers the principles of criminal law and criminal liability. Aims to: promote and refine research and social policy analysis skills; develop a rigorous analytic and socially oriented approach to the study of criminal law; investigate the constitution of concepts like crime, criminal and criminal law; question traditional approaches which assume a unified set of general principles; suggest an approach to criminal law as a number of diverse fields of regulation; acknowledge the importance of forms of regulation outside the criminal law; examine empirical material on the actual operation of the N.S.W criminal process such as court statistics and a court observation exercise; examine the substantive rules developed in selected criminal offence areas; stress the importance and relevance of criminal law in an understanding of law, even (and especially) for those who do not intend to practice in the area. Topics include: the phenomenon of crime, the criminal process, criminal responsibility, homicide offences, public order offences, drug offences, offences against the person, offences of dishonest acquisition, general defences, complicity, conspiracy, sentencing and penal practices.

**LAW52140****Public Law**

*Staff Contact: Mr Robert Shelley*  
S1 HPW2 CP7.50  
*Corequisite: LAW51420*

This course introduces the students to the concept of 'public law', its methods of reasoning, history and fundamental principles. It deals with the fundamental principles of constitutional and administrative law; with the ethical precepts underlying our constitutional system; with the essential features of our system of government, and with the increasing role of public international law. The course also introduces students to comparative law, especially the public law assumptions of the Civil Law system. Topics include the concept of public law; theories and history of constitutionalism; comparative methods of enforcing constitutional precepts; Australia's constitutional development; the separation of powers, responsible government and constitutional conventions; and the republicanism debate.

**LAW52150****Federal Constitutional Law**

*Staff Contact: Prof George Winterton and Mr Keven Booker*  
S1 or S2 HPW4 CP15

This subject is concerned with federal constitutional law, stressing the legislative and judicial powers of the Commonwealth and the judicial interpretation by the High Court of the extent of those powers, in particular: trade and commerce, external affairs, corporations, appropriation, grants and taxation powers, family law and industrial law powers, inconsistency of Commonwealth and State laws, freedom of interstate trade and commerce, excise and implied limitations on Commonwealth and State powers. Techniques and approaches adopted by the High Court in interpreting the Australian Constitution, and occasionally, federal executive power.

Further study of constitutional law may be undertaken in LAW52100 The High Court of Australia.

## **LAWS2160**

### **Administrative Law**

*Staff Contact: Ms Melinda Jones*  
S1 or S2 HPW4 CP15

This course considers the law concerning the accountability and control of government officials. Topics covered include: the regulation of delegated legislation; the problem of corruption; the duty to give reasons for administrative decisions; freedom of information, the Ombudsman, the Administrative Appeals Tribunal; and judicial review of administrative action [the principles of legality and procedural fairness].

## **LAWS2230**

### **Communications Law**

*Staff Contact: Ms Holly Raiche*  
SS HPW4 CP15

The course will cover a range of communications issues including laws covering communications generally such as defamation and contempt and other forms of legal control. It will examine both the technology of communications (spectrum use and management, and telecommunications networks and services) and its regulation under legislation. The licensing of a range of broadcasting services and controls over their content will also be examined, as well as the powers, functions and processes of the Australian Broadcasting Authority. Because much of the legislation is new and the subject of continuing debate, the course will examine policy debates as well as criticism and analysis of the current legislative frameworks for communications.

## **LAWS3010**

### **Property and Equity**

*Staff Contact: A/Prof Chris Rossiter*  
F HPW4 CP30

This course covers the basic principles of the law of property, transcending the traditional boundaries of real and personal property. For reasons of time and convenience, most topics are those usually considered in the context of 'real property'.

Enquiry into the meaning of the concepts of property and the purposes that are or ought to be fulfilled by the law of property. Some of the traditional concepts and classifications adopted by the common law in the content of the study of fixtures. Topics: possession as a proprietary interest in land and goods; some basic concepts such as selsin and title; the fragmentation of proprietary interests, including the doctrines of tenure and estates; an introduction to future interests; the development of legal and equitable interests, including a comparative treatment of their nature, extent and sphere of enforceability and an introduction to trusts; legal and equitable remedies; the statutory regulation of proprietary interests in land, including an examination of the Torrens and deeds registration systems; co-ownership; an introduction to security interests; the acquisition of proprietary interests; the alienability of interests including trusts for sale; commercial transactions involving leasehold estates in land and bailment of goods.

## **LAWS3030**

### **Trusts**

*Staff Contact: Mr Brian Bromberger*  
SS HPW4 CP15

This subject examines the nature, history and classification of trusts; the use of trusts in modern law; social control through trusts; express private trusts; purpose trusts; discretionary and protective trusts; the creation and variation of private trusts; trusts in commerce; resulting and constructive trusts; charitable and public trusts; the significance of charitable status; powers and duties of trustees.

A useful introduction to LAWS3050 Succession which develops a number of themes which are raised by a consideration of the law of trusts.

## **LAWS3050**

### **Succession**

*Staff Contact: Ms Prue Vines*  
SS HPW4 CP15

*Prerequisite: LAWS3010*

This course examines the law governing succession to property on death including the rules relating to wills, administration of assets, family provision and intestate succession. Equitable doctrines relating to the law of wills and administration of estates, including construction of wills, marshalling, satisfaction, ademption, and donations mortis causa. Emphasis is placed on the Australian, especially the NSW, law but there is a significant comparative aspect to this course. Civil law systems, Aboriginal customary law and Islamic law of inheritance, inter alia, are considered. Although the rules of equity constitute a theme common to this subject and LAWS3020 and LAWS3030, there is no significant overlap. Students interested in both the law of trusts and the law of succession should do both LAWS3030 and LAWS3050; in that event it is preferable to do LAWS3030 first.

## **LAWS4010**

### **Business Associations 1**

*Staff Contact: Mr Angus Corbett*  
SS HPW4 CP15

**Note/s:** Students are advised to complete LAWS3010 Property and Equity before undertaking Business Associations 1.

This subject introduces a number of important legal and theoretical aspects of the operation of business companies. In addition there is a brief overview of partnership law.

The company law component of the subject falls into two parts. The first deals with the process and incidents of incorporation. The topics dealt with in this part include the derivation of the modern company; an introduction to the regulatory structures for companies and the securities industry in Australia; the formation of the company; the privileged position of the private company; an introduction to the corporate constitution, organs and capital; promoters' duties; pre-incorporation contracts; the separate personality of the corporation and its exceptions; corporate liability in crime.

The balance of the subject is concerned with the structure and governance of the company. It examines the corporate organs the board of directors and the general meeting and the division of corporate powers between them; the duties and liabilities of directors and other officers; the remedies available to shareholders for the enforcement of directors'

duties and protection against oppression or over-reaching by controllers.

While much of this company law doctrine is equally applicable to the large company as to the small enterprise, the subject stresses the problems, processes and transactions typically encountered by small incorporated business.

#### **LAWS4020**

##### **Business Associations 2**

*Staff Contact: Mr Angus Corbett*

SS HPW4 CP15

*Prerequisite: LAWS4010*

This course covers areas of company law and securities regulation not covered in LAWS4010 Business Associations 1, and particularly those of relevance to larger enterprise companies. Students who wish to complete a comprehensive study of company law and securities regulation are advised to take this subject in addition to LAWS4010.

The subject deals with topics within the fields of corporate finance and securities regulation (including the regulation of takeovers). Topics studied will be drawn from the following: 1. corporate finance including classes of shares, company accounts and audit, the protection of share capital and the law on dividends; 2. securities markets and their regulation including insider trading and other market abuse, and the hearing and investigative powers of the Australian Securities Commission; 3. Public issues of corporate securities including philosophy of new issue regulation, listing and quotation, prospectus requirements, liability for prospectus contents, and prescribed interests; 4. the regulation of takeovers; 5. corporate insolvency.

#### **LAWS4030**

##### **The Modern Corporation**

*Staff Contact: A/Prof Paul Redmond*

SS HPW4 CP15

Examines on a comparative basis selected issues in law and social policy arising from the modern emergence of the large business corporation as a dominant institution in western economies. The object is to develop a critical understanding of corporate structures and operations and of regulatory systems.

The central theme concerns corporate control and governance. Topics include: 1. the distribution of corporate ownership and control - modern patterns and their significance; 2. institutional share ownership - recent developments and control implications; 3. the regulation of financial intermediaries; 4. networks of influence - inter-company and business-government interlocks; 5. legal responses to the separation of corporate ownership and control with particular reference to the identification and transfer of corporate control; 6. structure, process and function in the public company board of directors; 7. corporate social responsibility; 8. industrial democracy; 9. employee participation in corporate capital formation; 10. state intervention in business - industrial strategy, corporatism and managerial prerogatives; and 11. the regulation of multi-national enterprise.

#### **LAWS4240**

##### **Industrial and Intellectual Property**

*Staff Contact: A/Prof Jill McKeough*

SS HPW4 CP15

*Prerequisite: LAWS3010*

This course examines areas of the law relating to concepts of intangible property including the law of patents, trademarks, trade designs, copyright, confidentiality, passing off and the protection of business reputation.

#### **LAWS4260**

##### **Regulation of Economic Activity**

*Staff Contact: A/Prof Phillip Burgess*

SS HPW4 CP15

This subject considers the theories, economics and politics of regulation; the role of competition policy; the case for exemption; regulation v self-regulation; regulatory reform; selected case studies in economic regulation.

#### **LAWS4340**

##### **Trade Practices**

*Staff Contact: School Office*

SS HPW4 CP15

This course analyses the operation of competition law in Australia and the types of conduct and practices that are anti-competitive. The focus is on the restrictive trade practices provisions of the Trade Practices Act 1974, the decisions of the Federal Court and the determinations of the Trade Practices Commission and the Trade Practices Tribunal. Where relevant, U.S., UK and European decisions are considered.

#### **LAWS4350**

##### **Insurance Law**

*Staff Contact: School Office*

SS HPW4 CP15

This subject covers the basic principles of insurance law. Topics: 1. Principles of insurance law; insurable interest, indemnity, good faith, subrogation, contribution; 2. Insurance contracts: formation, warranties and conditions, cover, claims, brokers and agents; 3. The changes effected by the relevant legislation and the residual problems.

#### **LAWS4370**

##### **Commercial Law A**

*Staff Contact: Dr Gail Pearson*

SS HPW4 CP15

This course aims, with LAWS4380 Commercial Law B, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. the law on sale of goods; 2. an introduction to consumer protection including the supply of services; 3. an introduction to the law on consumer credit.

Students wishing to complete an introductory study of commercial law are advised to take LAWS4380 Commercial Law B. More advanced study of consumer protection is available in LAWS4390 Consumer Protection Law. Other areas of commercial law are dealt with in LAWS4540 International Trade and LAWS4800 The Law of Banking.

**LAWS4380****Commercial Law B***Staff Contact: Mr Ian Cameron*

SS HPW4 CP15

**Note/s:** This subject may be studied on its own but students wishing to complete an introductory study of commercial law are advised to take LAWS4370 Commercial Law A as well. Other areas of commercial law are dealt with in LAWS4390 Consumer Protection Law, LAWS4540 International Trade and LAWS4800 The Law of Banking.

This course aims, with LAWS4370 Commercial Law A, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. negotiable instruments, including a study of commercial bills against the background of a description of the operation of the commercial bills and money markets; 2. secured transactions. Students are introduced to the law on securities over personal property including priorities. Reference is made to credit arrangements in use in the distribution and sale of goods and services; 3. introduction to law of bankruptcy.

**LAWS4390****Consumer Protection Law***Staff Contact: Dr Gail Pearson*

SS HPW4 CP15

This course examines legislative strategies for the protection of consumers and the effect of this legislation upon markets. The following protective strategies are considered: advertising self regulation; statutory regulation of advertising; the regulation of packaging and labelling; protection against sales promotion techniques; franchising; the licensing of persons dealing with consumers; product liability; statutory regulation of unconscionable conduct; and special procedures for consumer claims.

**LAWS4440****Elements of Income Tax Law***Staff Contact: A/Prof Phillip Burgess*

SS HPW4 CP15

Topics covered: 1. Introduction: the policies served by taxation with particular reference to distributional and economic objectives; the uniform tax system: the structure of the current Income Tax Assessment Act and its administration. 2. A critical analysis of the principal concepts of the law of income taxation and the taxation of capital gains and fringe benefits; the law on income and deductions as applicable to individuals; the trading stock provisions and tax accounting; concepts of residence and source. 3. The judicial interpretation of taxing statutes; policy questions concerning tax avoidance.

**LAWS4450****Advanced Revenue Law***Staff Contact: A/Prof Phillip Burgess*

SS HPW4 CP15

*Prerequisite:* LAWS4440

**Note/s:** Students should have completed LAWS4010 Business Associations 1 or be taking that course concurrently with LAWS4450.

This course examines areas of income tax introduced in LAWS4440 Elements of Income Tax Law in greater depth. Several areas of income tax law and other revenue law not touched on in the earlier subject. Topics: 1. taxation of partnerships, trusts and companies, including capital gains tax; 2. assignment of income; 3. tax avoidance and evasion

- analysis of general, and specific, anti-avoidance legislation and penalties legislation; 4. an introduction to aspects of international tax including some international tax agreements; 5. tax decision-making and review in the context of a mass decision making process.

**LAWS4540****International Trade Law***Staff Contact: Mr Mark Buchanan*

SS HPW4 CP15

**Note/s:** There are no prerequisites for this course, however students may find that having taken or taking concurrently, Public International Law, Business Associations 1 and Commercial Law would prove to be particularly helpful.

This course provides for a study of the Legal Environment of the International Trade Transaction, consisting of the role and structure of International Legal and Economic institutions, national government regulation affecting trade, and the 'private' law of the international transaction itself. The course begins by exploring the International Trade Regime including the General Agreement on Tariffs and Trade, and related multilateral institutions. Structural and Transactional aspects of international trade law follow, including Foreign Direct Investment regulation, Methods and Forms of international trade law and investment (eg. Joint Ventures), protection of Intellectual Property, Licensing and Technology Transfers, Import/Export Transactions, Customs, Tariffs and International Payments (eg. Letters of Credit). International Commercial Dispute Resolution is also covered. The course concludes with Selected Current Issues in Trade Policy and Ethical and Social Responsibility (eg. Protectionism, Anti-dumping, Agricultural Trade, New International Economic Order, International trade and the Environment, and MNC's and International Codes of Conduct).

**LAWS5000****The Law of Employment***Staff Contact: Prof Adrian Brooks*

SS HPW4 CP15

This course examines the employer-employee relationship with particular attention to the individual contract of employment on which that relationship rests, the legal concept of an 'employee', incidents of the employment relationship, the mutual rights and duties of the employer and the employee; the termination of the relationship with particular reference to the discharge of the contract of employment by performance, by notice and for cause and the remedies for wrongful termination; the relationship between an individual contract of employment and the relevant Award or Industrial Agreement; the legislation which is designed to protect wages, hours and various leave entitlements; legislation with respect to Anti-Discrimination; programs for Equal Employment Opportunity and Affirmative Action.

**LAWS5030****Industrial Law***Staff Contact: Prof Adrian Brooks*

SS HPW4 CP15

This subject examines the Commonwealth and New South Wales systems of compulsory conciliation and arbitration of industrial disputes; the Commonwealth and New South Wales legislation regulating the activities of trade and industrial unions, including their internal administration; and

the common law relating to trade unions and industrial disputes.

#### **LAWS6210**

##### **Law, Lawyers and Society**

*Staff Contact: Dr Stan Ross*  
S1 or S2 HPW4 CP15

Topics include: 1. The lawyer-client relationship, including who exercises control and the lawyers' duties to accept work, to keep client confidences, to act competently and to avoid conflicts of interest; the social implications of lawyers' professional behaviour. 2. The adversary system of litigation and the lawyers' role therein, both generally and specifically as defence counsel and as prosecutor in criminal cases. 3. The structure of the profession and methods of regulation including discussion of the concept of professionalism, control of admission, discipline generally and conduct in court specifically; selection and control of the judiciary. 4. Issues relating to the delivery of legal services, including specialisation in lawyers' practice, the structure and availability of legal aid, the regulation of lawyers' fees, the extent of the lawyers' monopoly and the role of non-lawyers in delivering legal services.

#### **LAWS7410**

##### **Legal Research and Writing 1**

*Staff Contact: Ms Irene Nemes*  
S1 HPW2 CP10

This course covers: the literature, both legal and non-legal, relevant to the law in Australia; the contents of a law library, how it works and is ordered and how lawyers go about using it to find the law; providing practice in handling the principal legal materials in the law library, notably law reports, collections of statutes, bibliographies, periodical indexes digests and material on law reform. The course also introduces case analysis and statutes; the principles of legal writing, including plain English, citation practice, word processing and logical argument; the use of computerised legal research methods; and the methods and objectives of legal and empirical research.

#### **LAWS7420**

##### **Legal Research and Writing 2**

*Staff Contact: Ms Irene Nemes*  
S2 HPW2 CP5

This course revises legal research skills acquired in LAWS7410 Legal Research and Writing 1, particularly the use of Australian digests, law reform materials, loose-leaf services and legal encyclopaedias. Practice is given in finding and updating the law on a topic, and in accessing information on foreign legal systems and international law. Further instruction is given on the use of computers for retrieval of legal materials.

#### **LAWS7430**

##### **Research Component**

*Staff Contact: Mr Ian Cameron*  
CPO

**Note/s:** Taken after or concurrently with LAWS7420.

This subject must be taken either concurrently with or after LAWS7420 Legal Research and Writing 2, though students are advised where possible to complete Legal Research and Writing 2 first so that they have a command of the relevant research techniques. Students must select one from amongst the subjects for which they are enrolled in

which a piece of assessable work (a research essay or moot) will be allocated for Research Component, and must submit a Research Component Form to the Administrative Assistant (Undergraduate) by the end of Week 4 in the Session in which they elect to undertake Research Component. This form must identify the subject in which the work for Research Component will be undertaken, and must be signed by the teacher in the subject. Students must attach to the completed research essay or moot submission a written research report, outlining the research methods adopted in preparation for the essay or moot. The piece of assessable work chosen for allocation to Research Component must be worth 30% of the total mark (in the case of a three-credit point subject, or 15% of the total mark in the case of a six-credit point subject). The assessment of Research Component will be made on the basis of the research report, in addition to the separate assessment of the essay or moot for the purpose of the subject selected. All subjects offered in the Law School are *prima facie* available to Research Component students for this purpose. Where for compelling reasons no provision for a suitable essay or moot is or can be made in a program of assessment of a particular subject, the teacher of that subject may ask the student to select another subject. There is no formal teaching in LAWS7430 Research Component and no credit points are awarded for it. It is compulsory for all students except those taking one or more of the Research Thesis electives (LAWS6510, LAWS6520, LAWS6530).

#### **LAWS8320**

##### **Legal Theory**

*Staff Contact: A/Prof Martin Krygier*  
S1 or S2 HPW4 CP15

This subject introduces philosophical questions which underlie the practical workings of the law. The course concentrates on questions to do with reasoning, particularly the reasoning of judges, and of moral reasoning; and the interrelationships between law and morals and law and politics.

#### **LAWS8820**

##### **Law and Social Theory**

*Staff Contact: A/Prof Martin Krygier*  
S1 or S2 HPW4 CP15

This course examines sociological assumptions about law, about society, and about the relationships between law, legal institutions and social ordering. Topics include: The role and functions of law within modern society, the extent to which law embodies implicit social theories and the nature of these theories, and the implications of empirical social research on our understanding of the place of law in society.

LAWS8320 and LAWS8820 form part of the compulsory core of the LLB and BJuris degree courses with respect to students who entered the Faculty in 1981 or later. Students are required to take one of these two subjects to fulfil compulsory requirements and are permitted to take the other as an elective.

#### **Electives**

All Commerce Law students must also complete Law Electives sufficient to comply with Rule 7.(1) (a) of the Rules Applicable to Candidates for the Degrees of Bachelor of



Laws and Bachelor of Jurisprudence (see Rules for Award of Degrees in the Faculty of Law Handbook.)

The list of electives available is:

#### 15 Credit Points

LAWS1020	Trial Process
LAWS1030	Remedies
LAWS1040	Evidence and Advocacy
LAWS1050	Dispute Resolution
LAWS1450	Advanced Studies in Torts
LAWS1480	Advanced Criminal Law
LAWS1510	Family Law
LAWS1550	Feminist Legal Theory
LAWS1620	Families and Finances
LAWS1630	Children and the Law
LAWS1720	Crime and Society
LAWS1730	The Criminal Justice System
LAWS1740	Penology
LAWS1810	Law and Medicine
LAWS2100	The High Court of Australia
LAWS2210	Advanced Administrative Law
LAWS2230	Communications Law
LAWS2240	Mining Law
LAWS2420	Local Government Law
LAWS2620	Human Rights Law
LAWS2700	The Law, Procedures and Practice of Parliament
LAWS2800	Australian Immigration Law and Practice
LAWS3020	Advanced Property and Equity
LAWS3030	Trusts
LAWS3050	Succession
LAWS3210	Conveyancing and Land Transactions
LAWS3410	Environmental Law
LAWS4010	Business Associations 1
LAWS4020	Business Associations 2
LAWS4030	The Modern Corporation
LAWS4240	Industrial and Intellectual Property
LAWS4260	Regulation of Economic Activity
LAWS4340	Trade Practices
LAWS4350	Insurance Law
LAWS4370	Commercial Law A
LAWS4380	Commercial Law B
LAWS4390	Consumer Protection Law
LAWS4440	Elements of Income Tax Law
LAWS4450	Advanced Revenue Law
LAWS4540	International Trade
LAWS4610	Information Technology Law
LAWS4620	Computer Applications to Law
LAWS4800	The Law of Banking
LAWS5000	The Law of Employment
LAWS5020	Industrial Safety and Health Law
LAWS5030	Industrial Law
LAWS6010	Law Journal
LAWS6020	Jessup International Law Moot Court
LAWS6410	Legal History
LAWS6520	Research Thesis: Session 1 elective
LAWS6530	Research Thesis: Session 2 elective
LAWS6820	Social Security Law
LAWS6830	Housing Law
LAWS6910	Discrimination and the Law
LAWS6920	Aborigines and the Law
LAWS7200	Clinical Legal Experience (Intensive)
LAWS7210	Clinical Legal Experience
LAWS8200	Economic Analysis of Law
LAWS8320	Legal Theory

LAWS8330	Constitutionalism
LAWS8410	Comparative Law
LAWS8420	Pacific Islands Legal Systems
LAWS8430	Introduction to Roman Law
LAWS8440	Roman Law in Medieval and Modern Europe
LAWS8450	Japanese Law
LAWS8460	Legal Institutions in Post-Mao China
LAWS8470	Law and Politics in Post-Mao China
LAWS8530	Public International Law
LAWS8570	International Humanitarian Law
LAWS8610	Conflict of Laws
LAWS8820	Law and Social Theory
LAWS9000	Special Elective A
LAWS9010	Special Elective B
LAWS9020	Special Elective C
LAWS9040	Special Elective D

#### 30 Credit Points

#### LAWS6510

**Research Thesis: two session elective**

## Marketing

#### MARK2012

##### Marketing Fundamentals

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisites:* ACCT1511, ECON1102, ECON1203

*Corequisite:* MARK2032

This subject provides a conceptual framework for developing and understanding of marketing including the marketing process, marketing environment and marketing planning. It covers product, service, consumer, industrial, global and social aspects of marketing and introduces the marketing mix, market segmentation, positioning and product differentiation.

#### MARK2032

##### Consumer Behaviour A

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisites:* ACCT1511, ECON1102, ECON1203

*Corequisite:* MARK2012

This subject studies in detail the internal influences on behaviour as they apply to the consumption process. The course is designed to understand how consumers process information and the emotions and motivations that impact on that process. The focal topics include: the study of cognition, memory, learning, perception, motivation, and the communication process as these relate to marketplace behaviour.

#### MARK2042

##### Consumer Behaviour B

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisites:* MARK2012, MARK2032

This subject studies in detail the external influences on behaviour and the role of the marketplace in the sociopolitical system. Topics of study include attitude formation, the impact of reference groups and institutions on marketplace

behaviour. Specific attention is given to the purchase and consumption situation in terms of individual and group purchase behaviour. In the latter particular attention is given to household and organisational buying behaviour.

#### **MARK2052**

##### **Marketing Research**

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisite:* MARK2012, MARK2032

This subject examines the sources and types of marketing information relevant to marketing management. Topics include: problem definition and research design; questionnaire design; sampling; data collection; interpretation and reporting; management control of research including briefing, evaluation of proposals and distinction between research results and marketing implications; the use of continuous research; and new developments in market research.

#### **MARK3022**

##### **Computer Applications in Marketing**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisite:* MARK2052

This subject explores and evaluates, using computer software, characteristics and relationships of marketing. The approach will be largely model based, related to marketing decision making and fostering greater understanding of marketing complexity. Techniques and tools which support the final year marketing subjects will be explored.

#### **MARK3043**

##### **International Marketing**

*Staff Contact: School Office*

S2 L2 T1 CP15

*Prerequisites:* MARK2042 or MARK2052

Conceptual and environmental aspects of international marketing are dealt with. Using this knowledge, issues associated with developing practical marketing strategies appropriate to different world markets are then considered in detail.

#### **MARK3053**

##### **Service Management**

*Staff Contact: School Office*

S1 L2 T1 CP15

*Prerequisites:* MARK2042 or MARK2052

**Note/s:** Excluded, students undertaking the Hospitality Management degree course.

A marketing orientation to services management is used to ensure that the strategic handling of services takes into account their distinguishing characteristics. The marketing planning framework will consider the marketing of services and the service component of product marketing. Case analysis are used to illustrate marketing applications.

#### **MARK3063**

##### **Promotions Management**

*Staff Contact: School Office*

S1 L2 T1 CP15

*Prerequisites:* MARK2042 or MARK2052

Principles and practical aspects of promotion are covered. Consideration is given to elements of the promotional mix, advertising strategy, campaign development and assess-

ment, and advertising research. Legal and ethical issues are also examined.

#### **MARK3073**

##### **Brand Management**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisite:* MARK2012, MARK2042

This subject provides an overview of marketing planning for products and services with a focus on planning at the brand level. Marketing concepts such as segmentation, differentiation, positioning and product lifecycle will be re-examined from a strategic perspective. The marketing mix will be expanded to address strategies of new product development, pricing, distribution and promotions management. Case analysis will be introduced to develop strategic thinking.

#### **MARK3083**

##### **Strategic Marketing Management**

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisite:* MARK3073

Concepts introduced in previous subjects will be broadened to address issues at the business unit level. Corporate mission, competitive stance of the organisation, pricing policies, trade relations, internal marketing and logistics will be addressed. The management of organisational resources such as financial and human resources are considered using, for example, portfolio analysis. Decision support systems are also examined.

#### **MARK3093**

##### **Corporate Policy and Marketing Strategy**

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisite:* MARK3073

The interface between marketing and other key functional areas within the organisation, such as finance, human resources and manufacturing are examined. Marketing's interface with areas outside the organisation, such as strategic alliances, joint ventures and partnership in global markets are also examined. Social, ethical, technological, legal and global issues are addressed. Case analysis will be used.

#### **MARK7201**

##### **Research Methodology Seminar**

*Staff Contact: School Office*

S1 LT4 CP15

*Prerequisites:* Approval of the Head of School

This subject provides an overview of the role of research methodology in marketing and the social sciences; enhances writing skills for academic papers; introduces fundamental concepts in formal epistemology, the main viewpoints in the philosophies of natural science and sociology and the key ideas in methodology for research in management and; explores and critically evaluates methodologies used in the marketing journals.

#### **MARK7202**

##### **Special Topic in Marketing**

*Staff Contact: School Office*

S1 LT4 CP15

*Prerequisites:* Approval of the Head of School

This subject is designed for students who are doing a research based degree in marketing. It takes the existing knowledge of elementary statistics that the student has developed and extends it to the area of multivariate statistics. Special attention is paid to the underlying theory and assumptions of the methods. This subject develops an understanding of the mathematics of statistics as well as providing extensive experience in implementing the techniques discussed.

**MARK7203**  
**Seminar in Marketing Theory**

*Staff Contact: School Office*

S2 LT4 CP15

*Prerequisites:* Approval of the Head of School

This subject is aimed at providing a practical introduction to a range of information and data collection procedures and techniques used in the social sciences; to develop skill in evaluating the validity and reliability of data collection techniques; and to develop an understanding of the ways in which choice of data collection technique can shape the possible research findings that flow from their use. Topics include: survey based methods; methods based on in-depth interviews or group discussions; methods based on the analysis of secondary data.

**MARK7204**  
**Thesis (Marketing)**

*Staff Contact: School Office*

S3 CP30

**MARK7207**  
**Contemporary Issues in Marketing**

*Staff Contact: School Office*

S2 LT4 CP15

*Prerequisites:* Approval of the Head of School

This subject is aimed at linking marketing with its foundation areas: economics, psychology, sociology, game theory, information theory, anthropology and decision theory. The purpose of this is to provide a foundation for modern marketing thought in theoretical terms. The course aims to provide the theoretical background for the concepts that marketers have come to embrace over the past century as their own.

## Mathematics

The School of Mathematics is in the Faculty of Science.

Mathematics 1A and 1B are appropriate for students with mathematical ability and interest. Students with a good 4 unit or exceptional 3 unit HSC Mathematics pass should attempt MATH1141 and MATH1241, whilst students with a 3 unit HSC Mathematics pass may attempt MATH1131 and MATH1231. In other circumstances, ECON1202 and ECON1203 may be a more suitable choice.

**MATH1032**  
**Mathematics 1**

CP30

*Note/s:* No longer offered. Replaced by the two subjects MATH1131 Mathematics 1A and MATH1231 Mathematics 1B.

**MATH1042**  
**Higher Mathematics 1**  
CP30

*Note/s:* No longer offered. Replaced by the two subjects MATH1141 Higher Mathematics 1A and MATH1241 Higher Mathematics 1B.

**MATH1131**  
**Mathematics 1A**

*Staff Contact: School of Mathematics First Year Office*

S1 or S2 HPW6 CP15

*Prerequisites:* HSC exam score range required: 2 unit Mathematics (90-100), or 2 and 3 unit Mathematics (100-150) or 3 and 4 unit Mathematics (100-200) or MATH1011 (these ranges may vary from year to year). 2 unit Mathematics in this instance refers to the 2 unit Mathematics subject which is related to the 3 unit Mathematics subject. It does not refer to the subjects Mathematics in Society or Mathematics in Practice.

*Note/s:* Excluded MATH1011, MATH1032, MATH1042, MATH1141, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

Complex numbers, vectors and vector geometry, linear equations, matrices and matrix algebra, determinants. Functions, limits, continuity and differentiability, integration, polar coordinates, logarithms and exponentials, hyperbolic functions, functions of several variables. Introduction to computing and the Maple symbolic algebra package.

**MATH1141**  
**Higher Mathematics 1A**

*Staff Contact: School of Mathematics First Year Office*

S1 HPW6 CP15

*Prerequisites:* HSC exam score range required: 2 and 3 unit Mathematics (145-150) or 3 and 4 unit Mathematics (186-200) (these ranges may vary from year to year).

*Note/s:* Excluded MATH1011, MATH1032, MATH1042, MATH1131, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

As for MATH1131 but in greater depth.

**MATH1231**  
**Mathematics 1B**

*Staff Contact: School of Mathematics First Year Office*

S2 HPW6 or Summer Session HPW9 CP15

*Prerequisite:* MATH1131 or MATH1141

*Note/s:* Excluded MATH1021, MATH1032, MATH1042, MATH1241, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

Vector spaces, linear transformations, eigenvalues and eigenvectors. Probability. Integration techniques, solution of ordinary differential equations, sequences, series, applications of integration.

**MATH1241**  
**Higher Mathematics 1B**

*Staff Contact: School of Mathematics First Year Office*

S2 HPW6 CP15

*Prerequisite:* MATH1131 or MATH1141, each with a mark of at least 70.

*Note/s:* Excluded MATH1021, MATH1032, MATH1042, MATH1231, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

As for MATH1231 but in greater depth.

**MATH2100****Vector Calculus***Staff Contact: School Office*

S1 or S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241.*Note/s:* Excluded MATH2011, MATH2110.

Properties of vectors and vector fields; divergence, gradient, curl of a vector; line, surface, and volume integrals. Gauss and Stokes' theorems. Curvilinear co-ordinates.

**MATH2110****Higher Vector Analysis***Staff Contact: School Office*

US1 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70*Note/s:* Excluded MATH2011, MATH2100.

As for MATH2100 but in greater depth.

**MATH2120****Mathematical Methods for Differential Equations***Staff Contact: School Office*

S1 or S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2130.

Introduction to qualitative and quantitative methods for ordinary and partial differential equations. The following topics are treated by example. Ordinary differential equations: linear with constant coefficients, first-order systems, singularities, boundary-value problems, eigenfunctions, Fourier series, Bessel's equation and Legendre's equation. Partial differential equations: characteristics, classification, wave equation, heat equation, Laplace's equation, separation of variables methods, applications of Bessel functions and Legendre polynomials.

**MATH2130****Higher Mathematical Methods for Differential Equations***Staff Contact: School Office*

S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70*Note/s:* Excluded MATH2120.

As for MATH2120 but in greater depth.

**MATH2160****Linear Programming***Staff Contact: School Office*

S1 HPW2 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Corequisite:* MATH2501 or MATH2601.

A first course in mathematical modelling and solution techniques for linear problems. The revised simplex and dual simplex methods, theory and application of sensitivity analysis, duality theory. Networks, transportation and assignment problems. Examples, applications and computing methods are prominent features.

**MATH2200****Discrete Dynamical Systems***Staff Contact: School Office*

S2 HPW2 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Corequisite:* MATH2501 or MATH2601

The study of dynamical systems whose states change at discrete points in time. Difference equations, general properties. Linear systems, stability, oscillations, Z-transforms. Nonlinear systems, critical points, periodic cycles, chaotic behaviour. Applications selected from engineering, biological, social and economic contexts.

**MATH2400****Finite Mathematics***Staff Contact: School Office*

S1 HPW2 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* MATH1081 Discrete Mathematics is recommended.

Positional number systems, floating-point arithmetic, rational arithmetic, congruences. Euclid's algorithm, continued fractions, Chinese remainder theorem, Fermat's theorem, applications to computer arithmetic. Polynomial arithmetic, division algorithm, factorization, interpolation, finite field. Codes, error correcting codes, public-key cryptography.

**MATH2501****Linear Algebra***Staff Contact: School Office*

S1 or S2 HPW5 or F HPW2.5 CP15

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2601.

Vector spaces, linear transformations, change of basis. Inner products, orthogonalization, reflections and QR factorizations. Eigenvalues and eigenvectors, diagonalization. Jordan forms and functions of matrices. Applications to linear systems of differential equations, quadratics, rotations.

**MATH2510****Real Analysis***Staff Contact: School Office*

S1 or S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2011, MATH2610.

Multiple integrals, partial differentiation. Analysis of real valued functions of one and several variables.

**MATH2520****Complex Analysis***Staff Contact: School Office*

S1 or S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2620.

Analytic functions, Taylor and Laurent series, integrals. Cauchy's theorem, residues, evaluation of certain real integrals.

### **MATH2601**

#### **Higher Linear Algebra**

*Staff Contact: School Office*

S1 HPW5 CP15

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70

**Note/s:** Excluded MATH2501.

As for MATH2501, but in greater depth, and with additional material on unitary, self-adjoint and normal transformations.

### **MATH2610**

#### **Higher Real Analysis**

*Staff Contact: School Office*

S1 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70

**Note/s:** Excluded MATH2011, MATH2510.

As for MATH2510 but in greater depth.

### **MATH2620**

#### **Higher Complex Analysis**

*Staff Contact: School Office*

S1 or S2 HPW2.5 CP7.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70

**Note/s:** Excluded MATH2520.

As for MATH2520 but in greater depth.

### **MATH2801**

#### **Theory of Statistics**

*Staff Contact: School Office*

S1 HPW4 CP15

*Prerequisite:* MATH1021(CR) or MATH1032 or MATH1231 or MATH1042 or MATH1241

**Note/s:** Excluded MATH2819, MATH2821, MATH2841, MATH2901, MATH2921, BIOS2041.

Probability, random variables, standard distributions, bivariate distributions, transformations, central limit theorem, sampling distributions, point estimation, interval estimation, hypothesis testing.

### **MATH2831**

#### **Linear Models**

*Staff Contact: School Office*

S2 HPW4 CP15

*Prerequisites:* MATH2801, MATH2810

**Note/s:** Excluded MATH2931, MATH3811, MATH3870, MATH3911, BIOS2041.

Multiple linear regression models and examples. Graphical methods for regression analysis. Multivariate normal distribution. Quadratic forms (Distributions and independence, Gauss-Markov theorem. Hypothesis testing. Model selection. Analysis of residuals. Influence diagnostics. Analysis of variance.

### **MATH3002**

#### **Mathematics/Statistics Project**

*Staff Contact: Dr M. Musiela*

S1 or S2 HPW8 CP30

*Prerequisites:* At least 30 credit points of Level 2 Mathematics

Under supervision of an academic staff member of the School of Mathematics a student will undertake a course in reading and/or research on a topic in mathematics or statistics; or on applications of mathematics or statistics to other disciplines such as physical, biological or social sciences, economics, finance, computing, etc. The student is expected to write an essay of approximately 12,000 words summarizing the results of their project.

### **MATH3161**

#### **Optimization Methods**

*Staff Contact: School Office*

S1 HPW4 CP15

*Prerequisites:* MATH2501, and one of MATH2100 or MATH2510

Development, analysis and application of methods for optimization problems. Theory of multivariable optimization; including necessary and sufficient optimality conditions, stationary points, Lagrange multipliers, Kuhn-Tucker conditions, convexity and duality. Numerical methods for one dimensional minimization, unconstrained multivariable minimization (including steepest descent, Newton, quasi-Newton and conjugate gradient methods) and constrained multi-variable minimization (including linear programming and quadratic programming).

### **MATH3181**

#### **Optimal Control**

*Staff Contact: School Office*

S2 HPW4 CP15

*Prerequisite:* MATH2011 or MATH2100 or MATH2510

An introduction to the optimal control of dynamical systems. Mathematical descriptions of dynamical systems. Stability, controllability, and observability. Optimal control. Calculus of variations. Dynamic programming. Examples and applications are selected from biological, economical and physical systems.

### **MATH3610**

#### **Higher Real Analysis**

*Staff Contact: School Office*

S1 HPW2 CP7.5

*Prerequisite:* MATH2011(CR) or MATH2510(CR) or MATH2610

**Note/s:** Excluded MATH3570, MATH3601.

The limit processes of analysis. Metric spaces. Uniform convergence. Arzelà-Ascoli theorem. Stone Weierstrass theorem. Riemann integral.

### **MATH3620**

#### **Higher Functional Analysis**

*Staff Contact: School Office*

S2 HPW2 CP7.5

*Prerequisites:* MATH3610, MATH2601 or MATH2501 (CR)

**Note/s:** Excluded MATH3601.

Hilbert spaces, theory of compact operators, Banach spaces, closed graph theorem, Hahn-Banach theorem, Fourier series, Plancherel theorem.



---

# Course Outlines

## Graduate Study

The Faculty of Commerce and Economics includes the Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems and Marketing.

Suitably qualified candidates may enrol to study for the degree of Doctor of Philosophy. In addition, courses are available leading to the award of the degrees of Master of Commerce (Honours), Master of Commerce and Graduate Diploma in Commerce. These courses are offered in Accounting, Business Law and Taxation, Finance, Economics, Economic History, Econometrics, Human Resource Studies, Industrial Relations and Organisational Behaviour, Hospitality Management, Information Systems, Japanese Studies and Marketing. Normally all applicants for registration for the degree of Doctor of Philosophy and Master of Commerce (Honours) should be graduates in Commerce or Economics seeking advanced specialisation in their previously studied discipline, although there is provision for non-Commerce or Economics graduates to be admitted in special cases, usually subject to a qualifying program.

The requirements for the Master of Commerce (Honours) degree may be satisfied by a program of study emphasising a major thesis and formal courses. The degree of Master of Commerce may be pursued by graduates from either commerce or non-commerce disciplines, either primarily in the form of study and professional development in a single field, or as a broader integrated course embracing several of the disciplines offered in the Faculty. The requirements for this degree are satisfied by successful study in formal courses. There is also provision with Head of School's approval, to undertake a two subject equivalent Project Report for the degree.

Suitably qualified candidates wishing to pursue a shorter course of postgraduate study may undertake a Graduate Diploma in Commerce. This program comprises six graduate subjects by coursework from the Commerce and Economics disciplines and as with the other postgraduate degree programs may be undertaken on a part-time or full-time basis.

The Faculty also offers customised and open learning mode MCom and GradDip programs to cohorts of local and international students.

---

### Course Requirements for the Degree of Master of Commerce (Honours)

A program of study is generally pursued by full-time students over four sessions and by part-time students over six or seven sessions.

The detailed course requirements are set out below. In each case certain units are designated core units. Full-time students will normally include the core units among the units studied in the first four sessions. The choice of electives is subject to the approval of the Head of the School in which the candidate is enrolled and of the Head of the School offering the elective chosen.

---

### School of Accounting

---

#### 2570

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ACCT5909	Current Developments in Auditing Research
ACCT5951	Current Developments in Accounting Research - Financial
ACCT5952	Current Developments in Accounting Research - Managerial
ACCT5997	Seminar in Research Methodology

2. In addition to completing the subjects listed in 1, students shall enrol in ACCT5994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## School of Banking and Finance

---

### 2574

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

FINS5575	Research Methods in Finance 1
FINS5576	Advanced Topics in Asset Pricing
FINS5579	Research Methods in Finance 2

and one of:

FINS5577	Advanced Topics in Corporate Finance
FINS5578	Recent Developments in Banking Research

2. In addition to completing the subjects listed in 1, students shall enrol in FINS5594 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## School of Economics

---

### Department of Economic History

---

### 2573

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

EOH5353	Approaches to Economic and Social History
EOH5354	Special Subjects in Economic History 2
EOH5359	Research Seminar
EOH5367	Special Subject in Economics and Social History 1

2. In addition to completing the subjects listed in 1, students shall enrol in EOH5360 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## Department of Econometrics

---

### 2572

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study four units from the following:

ECON5201	Comparative Forecasting Techniques
ECON5215	Advanced Econometrics A
ECON5225	Advanced Econometrics B
ECON5251	Applied Econometrics
ECON5252	Time Series Analysis
ECON5253	Modelling High Frequency Time Series Data
ECON5254	Econometric Theory
ECON5255	Econometric Model Building

2. In addition to completing the subjects listed in 1, students shall enrol in ECON5297 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## Department of Economics

---

### 2571

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ECON5154	Microeconomic Analysis 1
ECON5174	Macroeconomic Analysis 1

2. In addition, students must choose two of the following subjects:

ECON5101	Seminar in Advanced Economic Analysis A
ECON5102	Seminar in Advanced Economic Analysis B
ECON5106	Economics of Labour Markets
ECON5108	Public Finance
ECON5110	Developing Economies and World Trade
ECON5116	Environmental Economics
ECON5134	International Trade
ECON5143	Monetary Theory and Policy
ECON5155	Microeconomic Analysis 2
ECON5164	Economic Methodology
ECON5184	Macroeconomic Analysis 2

**Note:** Other graduate subjects in the School of Economics may be substituted for those listed in 2, with the permission of the Head of Department of Economics.

3. In addition to completing the subjects listed in 1 and 2, students shall enrol in ECON5199 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.



---

## School of Industrial Relations and Organisational Behaviour

---

### 2576 Industrial Relations

#### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

IROB5731	Special Topic in Australian Industrial Relations
IROB5732	Special Topic in International and Comparative Industrial Relations
IROB5733	Advanced Seminar in Australian Industrial Relations
IROB5734	Advanced Seminar in International and Comparative Industrial Relations

2. In addition to completing the subjects listed in 1, students shall enrol in IROB5751 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

### 2577 Organisational Behaviour

#### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

IROB5903	Organisational Change and Development
IROB5905	Action Research
IROB5918	Organisational Dynamics
IROB5932	Advanced Seminar in Organisational Behaviour

2. In addition to completing the subjects listed in 1, students shall enrol in IROB5951 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

### 2578 Human Resource Management

#### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

IROB5920	Men and Women in Organisations
IROB5941	Special Topic in Human Resource Studies
IROB5943	Advanced Seminar in Human Resource Studies A
IROB5944	Advanced Seminar in Human Resource Studies B

2. In addition to completing the subjects listed in 1 candidates shall enrol in IROB5953 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## School of Information Systems

---

### 2575

#### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

INFS5986	Research Topics in Information Systems 1
INFS5987	Research Topics in Information Systems 2

and two units to be approved by Head of School, selected from advanced graduate units offered by the School of Information Systems.

2. In addition to completing the subjects listed in 1, students shall enrol in INFS5994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

---

## School of Marketing

---

### 2580

#### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

MARK8930	Quantitative Analysis
MARK8931	Foundations for Research in Marketing
MARK8932	Social Research Methods
MARK8933	Perspectives on Marketing

2. In addition to completing the subjects listed in 1, students shall enrol in MARK8994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

## Course Objectives and Requirements for the Degree of Master of Commerce

### Objectives

1. To provide breadth of perspective on commerce as a social phenomenon.
2. To provide depth of study in at least one of the commerce disciplines.
3. To provide opportunities for extended or advanced studies in one of the commerce disciplines for those with either little or substantial prior study in the area respectively.
4. To provide opportunities for the design of study programs that meet professional requirements, or the needs and interests of individuals.

### Requirements

1. A student must complete *twelve* units for the degree, unless exempted from a unit or units.
2. *Four* of these units shall be drawn from a common core of graduate units which as a group provide perspective on commerce as a social phenomenon. The common core is constituted as follows:

ACCT5901 Accounting: A User Perspective

ECON5103 Business Economics

ECON5203 Statistics for Business

and *one* of:

INFS5988 Business Information Systems

IROB5700 Management, Work and Organisation.

LEGT5511 Legal Foundations of Business

3. *Four* of the units shall consist of an integrated sequence of studies from a disciplinary stream defined by the Higher Degree Committee of Faculty.
4. *Four* other units may be taken as elective studies from postgraduate units offered or approved by the Faculty. Elective studies may be used to extend disciplinary studies taken to meet the requirement in 3 above and may be drawn from no more than two disciplinary streams.
5. Students may receive up to *four* exemptions from common core units on the basis of prior studies.
6. Students shall commence their disciplinary studies at a prescribed point with guidance; and they may be proscribed from taking units which duplicate prior studies.
7. Students with *at least six* units in a disciplinary stream shall have their specialisation noted on their academic transcript; students who commence their disciplinary studies at an advanced level (see 6 above) and who take *at least six* starred units in the discipline shall have their *advanced* specialisation noted on their transcript.
8. Approved disciplinary streams are listed hereafter. In addition, the Higher Degree Committee of Faculty may approve postgraduate units offered by other Faculties within the University.
9. The Higher Degree Committee of Faculty may approve special or customised programs, to give effect to distinctive teaching strategies or meet the needs of particular cohorts of students.

### Approved Disciplinary Streams

Subjects for item 3 of the course requirements must be chosen from the disciplinary streams listed below. The remaining subjects may be chosen from disciplinary streams or other subjects offered or approved by the Faculty.

#### Course Code 8404

Program Number	Disciplinary Stream
1037	Accounting
2038	Business Statistics
2037	Economics
2039	Economic History
7037	Commercial Legal Studies
7038	Taxation Studies
3037	Finance
4037	Industrial Relations
4038	Organisation and Management Studies
4039	Human Resource Management
5037	Information Systems
8037	Japanese Business Studies
6037	Marketing
6038	Hospitality Management Studies

#### Special Programs

1050	Professional Accounting
1051	International Professional Accounting - Guangzhou*
3032	Banking

\*Details available from the Office of the Dean.

#### Course Code 8402

— Management Accounting (Open Learning)

#### Course Code: 8404

#### Accounting

##### Disciplinary Streams in Accounting

Program Number	Disciplinary Stream
ACCT5901	Accounting: A User Perspective
*ACCT5902	Advanced Studies in Financial Accounting
*ACCT5903	Regulation in Accounting
*ACCT5904	Development of Accounting Thought
*ACCT5905	Global Accounting Issues
ACCT5908	Auditing
*ACCT5909	Current Developments in Auditing Research
*ACCT5910	Financial Statement Analysis
*ACCT5915	Individual Judgement and Choice
*ACCT5917	Strategic Management: Systems and Processes
*ACCT5918	Advanced Auditing Technologies
*ACCT5929	Organisation Design
ACCT5930	Financial Accounting
*ACCT5931	Strategic Management Accounting
*ACCT5932	Public Sector Accounting and Financial Reporting

- \*ACCT5949 Managerial Dynamics
- \*ACCT5951 Current Developments in Accounting Research - Financial
- \*ACCT5952 Current Developments in Accounting Research - Managerial
- \*ACCT5955 Design of Cost Management Systems
- ACCT5956 Management Planning and Control
- \*ACCT5970 Accounting Concepts and Financial Reporting
- \*ACCT5996 Management Accounting Control Systems
- \*ACCT5997 Seminar in Research Methodology
- \*INF55905 Information Systems Auditing
- \*ACCT5967 Special Topic in Accounting
- \*ACCT5999 Project Report

## Asian Business and Language Studies

### Disciplinary Stream in Japanese Business Studies Program Number 8037

- JAPN5100 Business Japanese A
- JAPN5101 Business Japanese B
- JAPN5102 Business Japanese C
- JAPN5103 Business Japanese D
- \*JAPN5210 Japanese Professional Communication 1A
- \*JAPN5211 Japanese Professional Communication 1B
- \*JAPN5212 Japanese Professional Communication 1C
- \*JAPN5213 Japanese Professional Communication 1D
- \*JAPN5220 Japanese Professional Communication 2A
- \*JAPN5221 Japanese Professional Communication 2B
- \*JAPN5222 Japanese Professional Communication 2C
- \*JAPN5223 Japanese Professional Communication 2D
- \*JAPN5230 Japanese Professional Communication 3A
- \*JAPN5231 Japanese Professional Communication 3B
- \*JAPN5232 Japanese Professional Communication 3C
- \*JAPN5233 Japanese Professional Communication 3D
- \*JAPN5310 Advanced Japanese Studies Seminar
- \*JAPN5320 Hospitality Japanese
- \*MARK5811 Japanese Society and Culture A
- \*MARK5812 Japanese Society and Culture B
- \*MARK5918 Japanese Business A
- \*MARK5919 Japanese Business B
- \*JAPN5300 Special Topics in Japanese Business Studies
- \*JAPN5999 Project Report

## Banking and Finance

### Disciplinary Stream in Finance Program Number 3037

- FINS5512 Australian Capital Markets
- FINS5513 Security Valuation and Portfolio Selection
- FINS5514 Capital Budgeting and Financial Decisions
- \*FINS5515 Issues in Corporate Finance
- \*FINS5516 International Corporate Finance
- \*FINS5517 Portfolio Analysis and Management
- \*FINS5522 Asian Financial Market Analysis
- \*FINS5530 Financial Institution Management
- \*FINS5531 Risk and Insurance
- \*FINS5533 Real Estate Finance and Investment
- \*FINS5534 Credit Analysis and Lending
- \*FINS5535 Options, Futures and Risk Management Techniques
- \*FINS5575 Research Methods in Finance 1
- \*FINS5576 Advanced Topics in Asset Pricing
- \*FINS5577 Advanced Topics in Corporate Finance
- \*FINS5578 Recent Developments in Banking Research
- \*FINS5579 Research Methods in Finance 2

- \*FINS5591 Special Topic in Finance
- \*FINS5599 Project Report

Subject/s offered by the School of Banking and Finance which count/s for the Professional Accounting program but not towards Finance Specialisations:

- FINS5511 Corporate Finance

## Business Law and Taxation

### Disciplinary Stream in Taxation Studies Program Number 7038

- LEGT5511 Legal Foundations of Business
- \*LEGT5531 Legal Regulation of Business
- LEGT5541 Company Law
- \*LEGT5542 Advanced Studies in Company Law
- LEGT5551 Revenue Law
- \*LEGT5560 Legal Aspects of Business Strategy
- \*LEGT5581 Advanced Taxation 1: Concepts
- \*LEGT5582 Advanced Taxation 2: Entities
- \*LEGT5583 Advanced Taxation 3: International Aspects
- \*LEGT5584 Advanced Taxation 4: Sales Tax and State Taxes
- \*LEGT5585 Advanced Taxation 5: Policy and Administration
- \*LEGT5523 Special Topic in Taxation
- \*LEGT5999 Project Report

### Disciplinary Stream in Commercial Law Studies Program Number 7037

- LEGT5511 Legal Foundations of Business
- \*LEGT5531 Legal Regulation of Business
- LEGT5541 Company Law
- \*LEGT5542 Advanced Studies in Company Law
- \*LEGT5543 Bankruptcy and Insolvency Law
- LEGT5551 Revenue Law
- \*LEGT5560 Legal Aspects of Business Strategy
- \*LEGT5561 Legal Aspects of Finance
- \*LEGT5562 Legal Aspects of International Business
- \*LEGT5571 Franchising and Alternative Distribution Systems
- \*LEGT5581 Advanced Taxation 1: Concepts
- \*LEGT5582 Advanced Taxation 2: Entities
- \*LEGT5583 Advanced Taxation 3: International Aspects
- \*LEGT5585 Advanced Taxation 5: Policy and Administration
- \*LEGT5522 Special Topic in Commercial Law
- \*LEGT5999 Project Report

## Economics

### Disciplinary Streams in Business Statistics Program Number 2038

- \*ECON5201 Comparative Forecasting Techniques
- ECON5203 Statistics for Business
- \*ECON5204 Mathematics for Business
- \*ECON5207 Elements of Econometrics
- \*ECON5211 Applied Business Statistics
- \*ECON5212 Analysis of Survey Data
- \*ECON5213 Case Studies in Business Statistics
- \*ECON5232 Dynamic Models
- \*ECON5233 Operations Research
- \*ECON5251 Applied Econometrics
- \*ECON5248 Business Forecasting
- \*ECON5252 Time Series Analysis

\*ECON5291 Special Topic In Econometrics

\*ECON5299 Project Report

**Disciplinary Stream In Economics****Program Number 2037**

ECON5100 Economic Analysis

ECON5103 Business Economics

ECON5104 International Economics

\*ECON5106 Economics of Labour Markets

\*ECON5107 Economic Growth, Technology and Structural Change

\*ECON5108 Public Finance

\*ECON5110 Developing Economies and World Trade

\*ECON5111 Topics in Economic Development

\*ECON5112 Asian Development Studies A

\*ECON5113 Asian Development Studies B

\*ECON5115 Natural Resource Economics

\*ECON5116 Environmental Economics

\*ECON5124 Public Enterprise Economics and Cost Benefit Analysis

\*ECON5126 Economics of Trade Practices, Regulation and Competition Policy

\*ECON5134 International Trade

\*ECON5143 Monetary Theory and Policy

\*ECON5145 Contemporary Economic Issues

\*ECON5153 International Monetary Economics

\*ECON5154 Microeconomic Analysis 1

\*ECON5155 Microeconomic Analysis 2

\*ECON5163 Microeconomic Policy

\*ECON5164 Economic Methodology

\*ECON5173 Macroeconomic Policy

\*ECON5174 Macroeconomic Analysis 1

\*ECON5184 Macroeconomic Analysis 2

\*ECON5191 Special Topic in Economics

\*ECON5197 Project Report

**Disciplinary Stream in Economic History****Program Number 2039**

\*ECON5351 International Economic Relations Since 19th Century

\*ECON5352 The Modern Business Corporation

\*ECON5353 Approaches To Economic and Social History

\*ECON5354 Special Subject in Economic History 2

\*ECON5355 Aspects of Australian Economic History

\*ECON5356 Australian Economic Policy Since Federation

\*ECON5357 Comparative Economic History

\*ECON5358 The Consumer Age

\*ECON5359 Research Seminar

\*ECON5365 Science, Technology and Economic Development

\*ECON5367 Special Subject in Economic History 1

\*ECON5391 Special Topic in Economic History

\*ECON5391 Project Report

**Industrial Relations and Organisational Behaviour****Disciplinary Stream in Industrial Relations****Program Number 4037**

IROB5700 Management, Work and Organisation

IROB5701 Australian Industrial Relations

IROB5702 Industrial Relations in the Global Economy

\*IROB5703 Pay and Reward Systems

\*IROB5704 Workplace Organisation and Employment

\*IROB5705 Training and Work Reorganisation

\*IROB5706 Employment Policy and Practice

\*IROB5711 Employment and Industrial Law

\*IROB5712 Negotiations, Bargaining and Advocacy

\*IROB5713 Public Policy and Employment

\*IROB5714 Social Aspects of Work and Employment Relations

\*IROB5715 Wages and Incomes Policy

\*IROB5720 Industrial Relations in Developing Countries in the Asia Pacific Region

IROB5900 Social and Organisational Analysis

\*IROB5904 Corporate, Management and Union Strategy

\*IROB5731 Special Topic in Australian Industrial Relations

\*IROB5750 Project Report

**Disciplinary Stream in Organisation and Management Studies****Program Number 4038**

IROB5700 Management, Work and Organisation

IROB5900 Social and Organisational Analysis

IROB5901 Organisational Behaviour

\*IROB5903 Organisational Change and Development

\*IROB5905 Action Research

\*IROB5911 New Technology and Employment Relations

\*IROB5912 International Dimensions of Organisational Behaviour

\*IROB5913 Organisational Power and Politics

\*IROB5914 Organisational Communication

\*IROB5915 Human Potentialities

\*IROB5918 Organisational Dynamics

\*IROB5920 Men and Women in Organisations

\*IROB5921 Management in Cross-Cultural Contexts

\*IROB5932 Advanced Seminar in Organisational Behaviour A

\*IROB5933 Advanced Seminar in Organisational Behaviour B

\*ACCT5915 Individual Judgement and Choice

\*ACCT5917 Strategic Management: Systems and Processes

\*ACCT5949 Managerial Dynamics

\*ACCT5956 Management Planning and Control

\*ECON5352 The Modern Business Corporation

\*IROB5931 Special Topic in Organisational Behaviour

\*IROB5950 Project Report

**Disciplinary Stream in Human Resource Management****Program Number 4039**

IROB5700 Management, Work and Organisation

IROB5900 Social and Organisational Analysis

\*IROB5904 Corporate, Management and Union Strategy

IROB5906 Human Resource Management in Context

\*IROB5907 Human Resource Management Processes

\*IROB5908 Strategic Human Resource Management

\*IROB5946 Managing Occupational Health and Safety

\*IROB5947 Performance Management

\*IROB5948 Human Resources Development

\*IROB5949 International Human Resource Management

\*IROB5941 Special Topic in Human Resource Management

\*IROB5952 Project Report

**Information Systems****Disciplinary Stream in Information Systems****Program Number 5037**

\*INFS5848 Information Systems Project Management

\*INFS5905 Information Systems Auditing

\*INFS5925 Object-Oriented Information Systems

\*INFS5926 Advanced Data Management

*INFS5927	Knowledge Based Information Systems
*INFS5928	Software Engineering Management
*INFS5929	Advanced Software Engineering
*INFS5953	Information Systems Management
*INFS5957	Information and Decision Technology
*INFS5982	Advanced Data Communications
*INFS5983	Business Data Communications
*INFS5984	Information Systems Security
*INFS5988	Business Information Systems
INFS5989	Information Systems Design
*INFS5991	Decision Support Systems
*INFS5992	Data Management
*INFS5993	Special Topic in Information Systems
*INFS5999	Project Report

## Marketing

### Disciplinary Stream in Hospitality Management Studies Program Number 6038

MARK5902	Elements of Marketing
HOSP5901	Hospitality Accounting and Financial Control
HOSP5902	Human Resource Management in the Hospitality Industry
HOSP5903	Hospitality Services Management
HOSP5904	Hospitality and Tourism Law
HOSP5905	Hospitality Facilities Management
HOSP5906	Communication Strategy
HOSP5907	Hospitality and Tourism Marketing
HOSP5908	Strategic Operations Management in the Hospitality Industry
*HOSP5991	Special Topic in Hospitality Management Studies
*HOSP5999	Project Report

### Disciplinary Stream in Marketing Program Number 6037

MARK5901	Issues in Consumer Analysis
MARK5902	Elements of Marketing
MARK5903	International Marketing
MARK5904	Marketing Communication
*MARK5905	Marketing Strategy
*MARK5906	Retailing
MARK5907	Contemporary Issues in Marketing
*MARK5910	Marketing Distribution and Logistics
MARK5911	Consumer Analysis
*MARK5913	Marketing Management
MARK5914	Marketing Research
*MARK5915	Marketing Models
*MARK5916	New Product Development
*MARK5917	Marketing in Asia
*MARK5922	Organisational Marketing
MARK5928	Quantitative Analysis in Marketing
MARK5929	Corporate and Marketing Planning and Policy
MARK5930	Managerial Elements of Marketing
*MARK5991	Special Topic in Marketing
*MARK8999	Project Report

\* Students also commence their disciplinary studies at an advanced level and who take at least six starred units in the discipline shall have their advanced specialisation noted on their transcript.

## Special Programs

### Professional Accounting\* Program Number 1050

ACCT5908	Auditing
ACCT5930	Financial Accounting
ACCT5931	Strategic Management Accounting
ACCT5970	Accounting Concepts and Financial Reporting
ACCT5996	Management Accounting Control Systems
ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5511	Corporate Finance
INFS5988	Business Information Systems
LEGT5511	Legal Foundations of Business
LEGT5541	Company Law
LEGT5551	Revenue Law

\*This is a fixed program of 12 prescribed subjects. Students with major studies in Accounting may not normally enrol in Program 1050.

### Banking\* Program Number 3032

ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5516	International Corporate Finance
FINS5530	Financial Institution Management
FINS5534	Credit Analysis and Lending
LEGT5561	Legal Aspects of Finance
IROB5901	Organisational Behaviour
MARK5902	Elements of Marketing

One further unit chosen from the following list:

FINS5515	Issues in Corporate Finance
FINS5517	Portfolio Analysis and Management
FINS5522	Asian Financial Market Analysis
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5535	Options, Futures and Risk Management Techniques

\*This is a fixed program of 11 prescribed subjects and one elective from the list above.

## Course Code: 8402

### Management Accounting (Open Learning)

This course is offered in Open Learning mode only.

Application form and further information is available from The Australian Centre for Management Accounting Development (ACMAD), a centre within the Faculty of Commerce and Economics (02) 385 5913.

ACCT5980	Advanced Management Accounting Technologies
ACCT5981	Strategic Resource Management
ACCT5982	Managing the Service Oriented Organisation
ACCT5983	Managing Strategic Change
ACCT5984	Contemporary Issues in Management Accounting
ACCT5985	The Innovative Organisation

Plus two units from:

ACCT5986	Project Management
ACCT5987	Management of Manufacturing Systems
INFS5995	Information Management Systems

Plus four graduate units approved by the Head of School of Accounting.

## Course Objectives and Requirements for the Graduate Diploma

### Objectives

1. To provide a perspective on commerce as a social phenomenon.
2. To provide opportunities for depth of study in at least one of the commerce disciplines.
3. To provide opportunities for the design of study programs that meet vocational needs and interests or individual interests.

### Requirements

1. A student must complete *six* units for the Graduate Diploma.
2. Two of these units shall be drawn from a common core of graduate units designed to provide a perspective on commerce as a social phenomenon except where permission is granted for the substitution of other units on the basis of prior studies.

The common core units are:

ACCT5901	Accounting: A User Perspective
ECON5103	Business Economics
ECON5203	Statistics for Business
INFS5988	Business Information Systems
IROB5700	Management, Work and Organisation
LEGT5511	Legal Foundations of Business

3. Two of the units shall be taken from a disciplinary stream defined by the Higher Degree Committee of Faculty, in addition to any disciplinary units taken as common core.

4. Two other units may be taken as elective studies from postgraduate units offered or approved by the Faculty. Elective studies may be in one or more disciplines and may be used to extend disciplinary studies taken to meet the requirement in 3 above.

5. Approved substitutions for common core units may involve either extensions of disciplinary studies (see 3 above) or elective studies (see 4 above).

6. Students shall commence their disciplinary studies at a prescribed point with guidance; and they may be proscribed from taking units which duplicate prior studies.

7. Students with *six* units in a disciplinary stream (following from permission to substitute for common core units) shall have their specialisation noted on their academic transcript; students who commence their studies at an advanced level (see 6 above) and who take *six* starred units in a discipline shall have their *advanced* specialisation noted on their transcript.

8. Approved disciplinary streams are listed hereafter. In addition, the Higher Degree Committee of Faculty may approve postgraduate units offered by other Faculties within the University.

9. The Higher Degree Committee of Faculty may approve special or customised programs, to give effect to distinctive teaching strategies or meet the needs of particular cohorts of students

## Approved Graduate Diploma Programs

Course Code: 5391

Program Number	Disciplinary Stream
1027	Accounting
2028	Business Statistics
2027	Economics
2029	Economic History
7027	Commercial Legal Studies
7028	Taxation Studies
3027	Finance
4027	Industrial Relations
4028	Organisation and Management Studies
4029	Human Resource Management
5027	Information Systems
8027	Japanese Business Studies
6028	Hospitality Management Studies
6027	Marketing

### Course Code 5390

9022	Management Accounting (Open Learning)
9021	Professional Accounting - Customised*

\*This course is only available to corporate groups by prior arrangement with the Faculty.

### Accounting

#### Disciplinary Stream in Accounting Program Number 1027

ACCT5901	Accounting: A User Perspective
*ACCT5902	Advanced Studies in Financial Accounting
*ACCT5903	Regulation in Accounting
*ACCT5904	Development of Accounting Thought
*ACCT5905	Global Accounting Issues
ACCT5808	Auditing
*ACCT5909	Current Developments in Auditing Research
*ACCT5910	Financial Statement Analysis
*ACCT5915	Individual Judgement and Choice
*ACCT5917	Strategic Management: Systems and Processes
*ACCT5918	Advanced Auditing Technologies
*ACCT5929	Organisation Design
*ACCT5930	Financial Accounting
*ACCT5931	Strategic Management Accounting
*ACCT5932	Public Sector Accounting and Financial Reporting
*ACCT5949	Managerial Dynamics
*ACCT5951	Current Developments in Accounting Research Financial
*ACCT5952	Current Developments in Accounting Research Managerial
*ACCT5955	Design of Cost Management Systems
*ACCT5956	Management Planning and Control
*ACCT5970	Accounting Concepts and Financial Reporting
*ACCT5996	Management Accounting Control Systems
*ACCT5997	Seminar in Research Methodology
*INFS5905	Information Systems Auditing
*ACCT5967	Special Topic in Accounting
*ACCT5999	Project Report

## Asian Business and Language Studies

### Disciplinary Stream in Japanese Business Studies Program Number 8027

JAPN5100	Business Japanese A
*JAPN5101	Business Japanese B
JAPN5102	Business Japanese C
JAPN5103	Business Japanese D
*JAPN5210	Japanese Professional Communication 1A
*JAPN5211	Japanese Professional Communication 1B
*JAPN5212	Japanese Professional Communication 1C
*JAPN5213	Japanese Professional Communication 1D
*JAPN5220	Japanese Professional Communication 2A
*JAPN5221	Japanese Professional Communication 2B
*JAPN5222	Japanese Professional Communication 2C
*JAPN5223	Japanese Professional Communication 2D
*JAPN5230	Japanese Professional Communication 3A
*JAPN5231	Japanese Professional Communication 3B
*JAPN5232	Japanese Professional Communication 3C
*JAPN5233	Japanese Professional Communication 3D
*JAPN5310	Advanced Japanese Studies Seminar
JAPN5320	Hospitality Japanese
*MARK5811	Japanese Society and Culture A
*MARK5812	Japanese Society and Culture B
*MARK5918	Japanese Business A
*MARK5919	Japanese Business B
*JAPN5300	Special Topics in Japanese Business Studies
*JAPN5999	Project Report

## Banking and Finance

### Disciplinary Stream in Finance Program Number 3027

FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
*FINS5515	Issues in Corporate Finance
*FINS5516	International Corporate Finance
*FINS5517	Portfolio Analysis and Management
*FINS5522	Asian Financial Market Analysis
*FINS5530	Financial Institution Management
*FINS5531	Risk and Insurance
*FINS5533	Real Estate Finance and Investment
*FINS5534	Credit Analysis and Lending
*FINS5535	Options, Futures and Risk Management Techniques
*FINS5575	Research Methods in Finance 1
*FINS5576	Advanced Topics in Asset Pricing
*FINS5577	Advanced Topics in Corporate Finance
*FINS5578	Recent Developments in Banking Research
*FINS5579	Research Methods in Finance 2
*FINS5591	Special Topic in Finance
*FINS5599	Project Report

Subject/s offered by the School of Banking and Finance which count/s for the Professional Accounting program but not towards Finance Specialisations:

FINS5511	Corporate Finance
----------	-------------------

## Business Law and Taxation

### Disciplinary Stream in Commercial Legal Studies Program Number 7027

LEGT5511	Legal Foundations of Business
*LEGT5531	Legal Regulation of Business
LEGT5541	Company Law
*LEGT5542	Advanced Studies in Company Law
*LEGT5543	Bankruptcy and Insolvency Law
LEGT5551	Revenue Law
*LEGT5560	Legal Aspects of Business Strategy
*LEGT5561	Legal Aspects of Finance
*LEGT5562	Legal Aspects of International Business
*LEGT5571	Franchising and Alternative Distribution Systems
*LEGT5581	Advanced Taxation 1: Concepts
*LEGT5582	Advanced Taxation 2: Entities
*LEGT5583	Advanced Taxation 3: International Aspects
*LEGT5585	Advanced Taxation 5: Policy and Administration
*LEGT5523	Special Topic in Taxation
*LEGT5999	Project Report

### Disciplinary Stream in Taxation Studies Program Number 7028

LEGT5511	Legal Foundations of Business
*LEGT5531	Legal Regulation of Business
LEGT5541	Company Law
*LEGT5542	Advanced Studies in Company Law
LEGT5551	Revenue Law
*LEGT5560	Legal Aspects of Business Strategy
*LEGT5581	Advanced Taxation 1: Concepts
*LEGT5582	Advanced Taxation 2: Entities
*LEGT5583	Advanced Taxation 3: International Aspects
*LEGT5584	Advanced Taxation 4: Sales Tax and State Taxes
*LEGT5585	Advanced Taxation 5: Policy and Administration
*LEGT5522	Special Topic in Commercial Law
*LEGT5999	Project Report

## Economics

### Disciplinary Stream in Economics Program Number 2027

ECON5100	Economic Analysis
ECON5103	Business Economics
ECON5104	International Economics
*ECON5106	Economics of Labour Markets
*ECON5107	Economic Growth, Technology and Structural Change
*ECON5108	Public Finance
*ECON5110	Developing Economies and World Trade
*ECON5111	Topics in Economic Development
*ECON5112	Asian Development Studies A
*ECON5113	Asian Development Studies B
*ECON5115	Natural Resource Economics
*ECON5116	Environmental Economics
*ECON5124	Public Enterprise Economics and Cost Benefit Analysis
*ECON5126	Economics of Trade Practices, Regulation and Competition Policy
*ECON5134	International Trade
*ECON5143	Monetary Theory and Policy
*ECON5145	Contemporary Economic Issues

- \*ECON5153 International Monetary Economics
- \*ECON5155 Microeconomic Analysis 1
- \*ECON5163 Microeconomic Analysis 2
- \*ECON5154 Microeconomic Policy
- \*ECON5164 Economic Methodology
- \*ECON5173 Macroeconomic Policy
- \*ECON5174 Macroeconomic Analysis 1
- \*ECON5184 Macroeconomic Analysis 2
- \*ECON5191 Special Topic in Economics
- \*ECON5197 Project Report

#### **Disciplinary Stream in Business Statistics Program Number 2028**

- \*ECON5201 Comparative Forecasting Techniques
- ECON5203 Statistics for Business
- \*ECON5204 Mathematics for Business
- \*ECON5207 Elements of Econometrics
- \*ECON5211 Applied Business Statistics
- \*ECON5212 Analysis of Survey Data
- \*ECON5213 Case Studies in Business Statistics
- \*ECON5232 Dynamic Models
- \*ECON5233 Operations Research
- \*ECON5248 Business Forecasting
- \*ECON5251 Applied Econometrics
- \*ECON5252 Time Series Analysis
- \*ECON5291 Special Topic in Econometrics
- \*ECON5299 Project Report

#### **Disciplinary Stream in Economic History Program Number 2029**

- \*ECON5351 International Economic Relations Since 19th Century
- \*ECON5352 The Modern Business Corporation
- \*ECON5353 Approaches to Economic and Social History
- \*ECON5354 Special Subject in Economic History 2
- \*ECON5355 Aspects of Australian Policy/History
- \*ECON5356 Australian Economic History Since Federation
- \*ECON5357 Comparative Economic History
- \*ECON5358 The Consumer Age
- \*ECON5359 Research Seminar
- \*ECON5365 Science, Technology and Economic History
- \*ECON5367 Special Subject in Economic History 1
- \*ECON5391 Special Topic in Economic Development
- \*ECON5391 Project Report

#### **Industrial Relations and Organisational Behaviour**

##### **Disciplinary Stream in Industrial Relations Program Number 4027**

- IROB5700 Management, Work and Organisation
- IROB5701 Australian Industrial Relations
- IROB5702 Industrial Relations in the Global Economy
- \*IROB5703 Pay and Reward Systems
- \*IROB5704 Workplace Organisation and Employment
- \*IROB5705 Training and Work Reorganisation
- \*IROB5706 Employment Policy and Practice
- \*IROB5711 Employment and Industrial Law
- \*IROB5712 Negotiations, Bargaining and Advocacy
- \*IROB5713 Public Policy and Employment
- \*IROB5714 Social Aspects of Work and Employment Relations
- \*IROB5715 Wages and Incomes Policy
- \*IROB5720 Industrial Relations in Developing Countries in The Asia Pacific Region
- IROB5900 Social and Organisational Analysis

- \*IROB5904 Corporate, Management and Union Strategy
- \*IROB5731 Special Topic in Australian Industrial Relations
- \*IROB5750 Project Report

##### **Disciplinary Stream in Human Resource Management Program Number 4029**

- IROB5700 Management, Work and Organisation
- IROB5900 Social and Organisational Analysis
- \*IROB5904 Corporate, Management and Union Strategy
- IROB5906 Human Resource Management in Context
- \*IROB5907 Human Resource Management Processes
- \*IROB5908 Strategic Human Resource Management
- \*IROB5946 Managing Occupational Health and Safety
- \*IROB5947 Performance Management
- \*IROB5948 Human Resources Development
- \*IROB5949 International Human Resource Management
- \*IROB5941 Special Topic in Human Resource Studies
- \*IROB5952 Project Report

##### **Disciplinary Stream in Organisation and Management Studies Program Number 4028**

- IROB5700 Management, Work and Organisation
- IROB5900 Social and Organisational Analysis
- IROB5901 Organisational Behaviour
- \*IROB5903 Organisational Change and Development
- \*IROB5905 Action Research
- \*IROB5911 New Technology and Employment Relations
- \*IROB5912 International Dimensions of Organisational Behaviour
- \*IROB5913 Organisational Power and Politics
- \*IROB5914 Organisational Communication
- \*IROB5915 Human Potentialities
- \*IROB5918 Organisational Dynamics
- \*IROB5920 Men and Women in Organisations
- \*IROB5921 Management in Cross-Cultural Contexts
- \*IROB5932 Advanced Seminar in Organisational Behaviour A
- \*IROB5933 Advanced Seminar in Organisational Behaviour B
- \*ACCT5915 Individual Judgement and Choice
- \*ACCT5917 Strategic Management: Systems and Processes
- \*ACCT5949 Managerial Dynamics
- \*ACCT5956 Management Planning and Control
- \*ECON5352 The Modern Business Corporation
- \*IROB5931 Special Topic in Organisational Behaviour
- \*IROB5950 Project Report

#### **Information Systems**

##### **Disciplinary Stream in Information Systems Program Number 5027**

- \*INFS5848 Information Systems Project Management
- \*INFS5905 Information Systems Auditing
- \*INFS5925 Object-Oriented Information Systems
- \*INFS5926 Advanced Data Management
- \*INFS5927 Knowledge Based Information Systems
- \*INFS5928 Software Engineering Management
- \*INFS5929 Advanced Software Engineering
- \*INFS5953 Information Systems Management
- \*INFS5957 Information and Decision Technology
- \*INFS5982 Advanced Data Communications
- \*INFS5983 Business Data Communications



*INFS5984	Information Systems Security
INFS5988	Business Information Systems
INFS5989	Information Systems Design
*INFS5991	Decision Support Systems
INFS5992	Data Management
*INFS5993	Special Topic in Information Systems
*INFS5999	Project Report

## Marketing

### Disciplinary Stream in Marketing

#### Program Number 6027

MARK5901	Issues in Consumer Analysis
MARK5902	Elements of Marketing
MARK5903	International Marketing
MARK5904	Marketing Communication
*MARK5905	Marketing Strategy
*MARK5906	Retailing
MARK5907	Contemporary Issues in Marketing
*MARK5910	Marketing Distribution and Logistics
MARK5911	Consumer Analysis
*MARK5913	Marketing Management
MARK5914	Marketing Research
*MARK5915	Marketing Models
*MARK5916	New Product Development
*MARK5917	Marketing in Asia
*MARK5922	Organisational Marketing
MARK5928	Quantitative Analysis in Marketing
MARK5929	Corporate and Marketing Planning and Policy
MARK5930	Managerial Elements of Marketing
*MARK5991	Special Topic in Marketing
*MARK8999	Project Report

### Disciplinary Stream in Hospitality Management

#### Program Number 6028

MARK5902	Elements of Marketing
HOSP5901	Hospitality Accounting and Financial Control
HOSP5902	Human Resource Management in the Hospitality Industry
HOSP5903	Hospitality Services Management
HOSP5904	Hospitality and Tourism Law
HOSP5905	Hospitality Facilities Management
HOSP5906	Communication Strategy
HOSP5907	Hospitality and Tourism Marketing
HOSP5908	Strategic Operations Management in the Hospitality Industry
*HOSP5999	Project Report
*HOSP5991	Special Topic in Hospitality Management Studies

\* Students who commence their studies at an advanced level and who take six starred units in a discipline shall have their advanced specialisation noted on their transcript.

## Course Code: 5390

### Professional Accounting (Customised)

#### Program Number 9021

This course is only available to corporate groups by prior arrangement with the Faculty.

This program is offered on a customised basis over a fourteen month period. Certain subjects are studied during a session on a part-time basis. Others are studied during the Summer and mid-year recesses on a full-time basis.

ACCT5908	Auditing
ACCT5930	Financial Accounting
ACCT5970	Accounting Concepts and Financial Reporting
ACCT5996	Management Accounting Control Systems

Plus two units from:

ACCT5931	Strategic Management Accounting
ECON5103	Business Economics
ECON5203	Statistics for Business
FIN5511	Corporate Finance
INFS5988	Business Information Systems
LEGT5511	Legal Foundations of Business
LEGT5541	Company Law
LEGT5551	Revenue Law

Any other graduate subject approved by the Head of School of Accounting

### Management Accounting (Open Learning)

#### Program Number 9022

This course is offered in Open Learning mode only.

Application form and further information is available from The Australian Centre for Management Accounting Development (ACMAD), a centre within the Faculty of Commerce and Economics (02) 385 5913.

ACCT5980	Advanced Management Accounting Technologies
ACCT5981	Strategic Resource Management
ACCT5982	Managing the Service Oriented Organisation
ACCT5983	Managing Strategic Change
ACCT5984	Contemporary Issues in Management Accounting
ACCT5985	The Innovative Organisation



---

# Subject Descriptions

## Graduate Study

Descriptions of all subjects are presented in alphanumeric order within organisational units. For academic advice regarding a particular subject consult with the contact for the subject as listed. A guide to abbreviations and prefixes is included in the chapter 'Handbook Guide', appearing earlier in this book.

### Graduate Subject Prerequisites

A candidate may not enrol in any subject without having satisfied any prerequisite requirement. The details of prerequisite requirements are set out in the section dealing with subject descriptions.

---

## Accounting

### ACCT5901

#### **Accounting: A User Perspective**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

This subject is primarily for the users rather than the preparers of accounting information. The focus is on the understanding and the use of accounting information; the composition and meaning of the financial statements prepared for resource providers in accordance with the law and contractual arrangements; and accounting systems and reports designed for the decision makers within an organisation.

### ACCT5902

#### **Advanced Studies in Financial Accounting**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* An approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent

This subject focuses of topics in financial accounting and reporting including those arising from complex economic entity structures, including: corporate investments in associated companies, partnerships, joint ventures and trusts; accounting problems in particular industries; securitisation arrangements; cutting edge accounting issues that are deliberated by various accounting rule-making bodies; the conceptual frameworks used by standard setters; and proposals for the strengthening of external financial reporting.

### ACCT5903

#### **Regulation in Accounting**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent

This subject focuses on: theories of regulation; alternative forms of regulatory arrangements and competing sources of regulatory authority; policy formation, implementation and enforcement; theories and empirical evidence related to regulatory processes and outcomes; and involves a comparative analysis of rules affecting accounting and auditing practices locally and overseas; an examination of rules relating to prospectuses, takeover documents, interim reports and other special purpose reports.

### ACCT5904

#### **Development of Accounting Thought**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Approval from the Haed of School

This subject focuses on the historical development of the body of thought underlying particular areas of study in the discipline of accounting; the origins and progression of significant ideas, theories, themes, and methodologies; the contributions by prominent individuals; and the attitudes of professional bodies and other parties to change.

### ACCT5905

#### **Global Accounting Issues**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* Approved Bachelor's degree with a major in Accounting, or equivalent, or ACCT5970, or equivalent.

This subject examines accounting systems as expressions of cultural, political and ideological forces; comparative international accounting patterns (systems, practices and regulation); efforts to harmonise accounting standards world-wide, using country studies; analysing foreign financial statements; taking a global perspective on earnings, multinational enterprises and the control of global operations; performance evaluation and transfer pricing in the international context; management of foreign exchange risk and the accounting treatment of innovative financial products.

#### **ACCT5908**

##### **Auditing**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisite:* ACCT5930 or equivalent

This course examines the practice of auditing and the underlying concepts. Although the focus of attention is on audits carried out under the provisions of the Australian Corporations & Securities Legislation, reference is also made to other forms of audit. The course is intended to provide an overview of the audit process as it exists in Australia. Topics include: risk analysis approach; assessment of risk; development of audit strategy; internal control evaluation and compliance testing; substantive testing; analytical review; auditing in an EDP environment; audit sampling; audit reporting; contractual and common law duties; the role of ethics; and an introduction to internal and public sector auditing.

#### **ACCT5909**

##### **Current Developments in Auditing Research**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Approval from the Head of School

An examination of current areas of research in auditing and substantive studies in each area. The following topics will be considered: theory about auditing; overview of audit research; nature of audit work; agency theory and the existence of the audit function; human information processing in auditing; audit teams and the review process; experience and expertise; independence; audit fees and other service fees; effect of the audit report; and future development in audit theory and research.

#### **ACCT5910**

##### **Financial Statement Analysis**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* FINS5511 or FINS5513 and ACCT5901 or ACCT5930 or equivalent

This subject examines the sources of information available to analysts; traditional ratio analysis; application of techniques of financial analysis to equity valuation; credit assessment; and price regulation. Also looked at are: calculations of key indicators of financial performance; issues arising from international differences in accounting standards and practices; off-balance sheet financing and financial instruments; problems arising from complex organisational structures; and strategies for managing the financial analysis function.

#### **ACCT5915**

##### **Individual Judgement and Choice**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

This subject focuses on behavioural decision theory in the context of judgements made by users of accounting information, managers and auditors. Topics include: introduction to the fields of behavioural decision theory and decision analysis; limitations of human ability to process information; descriptive models of individual choice behaviour; other factors affecting judgement and choice; structuring of a problem; assessing consequences - measurement and weighting of dimensions; assessing uncertainties - probability assessment, confidence, group decision making; evaluation of alternatives - choice of criterion; decision making; evaluation of alternatives - choice of criterion; decision analysis involving multiple objectives and choice under uncertainty; ambiguity and choice; relationship between individual choice and organisational choice.

#### **ACCT5917**

##### **Strategic Management: Systems and Processes**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

This subject explores the process and practice of strategic management - the constitution of an organisation's competitive positioning in its environment. Topics to be covered include: strategic thinking and analysis; the formulation and choice of strategic alternatives; managing extended strategic change; and the embedding of organisational strategy in everyday activities. These topics are explored through a critical examination of relevant literatures, documented case studies and contemporary business practices.

#### **ACCT5918**

##### **Advanced Auditing Technologies**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* ACCT5908 or equivalent

Topics covered in this subject include: risk analysis; analytical review; internal control evaluation; internal audit and operational auditing; CAATS; use of computer as an audit tool; going concern prediction; performance indicators and analytical review as an audit tool; auditing in a small business environment; compliance audits in the public sector; and investigating accountants@146 reports.

#### **ACCT5929**

##### **Organisation Design**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Nil

This subject examines the design of organisational structures and processes and the involvement of management and others therewith. Particular attention will focus on: contingency models of organisation design which stress the importance of various factors (such as size and environment) in the design process; organisational design as a (rational) managerial choice process; organisational design as a political process; and organisational design for specific purposes (e.g. job design, information systems design, control system design and reward system design).

**ACCT5930****Financial Accounting***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: Nil*

This subject examines the fundamentals of financial accounting for entities of simple organisational design; financial recording processes, systems design and internal control; preparation of general purpose statements of financial position, operating performance and cash flow statements; responsibilities in financial reporting; financial reporting constraints; recognition and measurement of specific financial statement elements; and analysis and interpretation of financial reports.

**ACCT5931****Strategic Management Accounting***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: ACCT5901 or ACCT5930 or equivalent (or ACCT5933 for students in program 1051)*

This subject investigates various ways to allocate and manage organisational resources in a competitive environment. The focus is on value creation and cases are used to examine contemporary Australian and international best practice. Topics include value chain analysis; shareholder and customer value; strategic partnering and alliances; and selected topics from strategic management accounting such as benchmarking, the Du Pont methodology and product life cycle profitability.

**ACCT5932****Public Sector Accounting and Financial Reporting***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: ACCT5901 or ACCT5930 or equivalent*

A review of accounting methods applied by Commonwealth, State and Local Government entities. Fund accounting and cash-based reporting. Accrual-based reporting including a review of the issues associated with the measurement of assets and liabilities in the public sector. Infrastructure assets, heritage assets, and obligations arising from complex transactions. Departmental and whole of government reports. Issues arising from the 'commercialisation' of government units. Identification and costing of community service obligations. Performance indicators and the evaluation of financial performance and service quality.

**ACCT5942****Accounting for Complex Entities and Transactions***Staff Contact: School Office*

SS L3 CP20

*Prerequisite: ACCT5930 or equivalent*

Introduction to accounting for multi-unit entities and foreign operations. Consolidated financial statements for an economic entity. Analysis of equity interests. Treatment of inter-entity transactions. Indirect ownership interests. Investments in associated companies, joint ventures, partnerships and trusts. Foreign currency transactions. Multinational operations. Segment reporting by diversified groups. Disclosures about related party relationships and transactions. Recent developments in external reporting.

**ACCT5943****Concepts and Issues in Financial Reporting***Staff Contact: School Office*

SS L3 CP20

*Prerequisite: ACCT5930 or equivalent*

Aspects of intermediate and advanced financial accounting and reporting. The conceptual framework and other theoretical frameworks for the analysis of financial reporting. Revenue and expense recognition and profit reporting. The definition, recognition and measurement of assets including intangibles. Advanced issues in the reporting of liabilities. Lease accounting, superannuation (pension) plan reporting. Accounting for the extractive industries.

**ACCT5949****Managerial Dynamics***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite: Nil*

This subject examines the management of a technical specialty or specialist function (for example, the provision of accounting services) in an organisation. Topics include: service provision in 'intelligent enterprises'; technical specialists as managers; the nature of managerial work; managing patterns of interaction, discourse politics, commitment, ambiguity and change. Numerous case studies are used to examine issues.

**ACCT5951****Current Developments in Accounting Research - Financial***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: approval from the Head of School*

Review of alternative approaches to the development of theories in external reporting. Explication and evaluation of substantive theories and associated research studies. Examination of research findings related to the accounting and reporting environment, agency cost and financial contracting, the properties of reported accounting numbers, predictive value of accounting information, the use of information in capital markets, and the use of accounting reports by individual decision makers.

**ACCT5952****Current Developments in Accounting Research - Managerial***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: Approval from the Head of School*

The aim of this subject is to equip students with a comprehensive understanding of contemporary management accounting research, which emanates from different philosophical perspectives and employs different theories and research methods. Research is divided into two broad streams: work that seeks (a) to 'explain and design', and (b) to 'understand and interpret' the practice of management accounting in organisational societies. Topics covered include 'design' approaches using behavioural decision theory, contingency theory, institutional theory, and others and interpretive approaches using symbolic interactionism and theories of culture. There is also brief coverage of national differences in management accounting practice and of critical analyses of the development and operation of management accounting systems.

**ACCT5955****Design of Cost Management Systems***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* ACCT5996 or equivalent

This subject examines organisational and systems design in manufacturing and service organisations. There is examination of how strategic cost management, including product costing and management control systems, can be used to increase the competitive effectiveness and efficiency of a business with particular emphasis on the interactive effects on performance of (a) strategic cost management, and (b) market and technology competitive strategies. Analysis of case studies set in contemporary manufacturing and service settings.

**ACCT5956****Management Planning and Control***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Nil

Planning and control processes in organisations, and the involvement of management and management support personnel with them. Topics include: 'formal' and 'organisational' perspectives on management planning and control; planning and decision-making in organisations - some alternative perspectives and descriptions; planning and budgeting - theoretical perspectives and organisational descriptions; organisation structures and structuration; control processes in organisations - some alternative perspectives; participation as a mode of organisational control; accounting control systems - some alternative perspectives; designing management accounting systems - prescription or organisational choice; categorizing and evaluating the literatures on management planning and control.

**ACCT5967****Special Topic in Accounting***Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisite:* ACCT5997 or equivalent

To assist MComHons students in completion of research project requirement. May consist of an examinable readings program defined to meet the needs of a particular student or a formal program undertaken by a group of students whose research projects are in a common area.

**ACCT5970****Accounting Concepts and Financial Reporting***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* ACCT5930 or equivalent

This subject covers: preparation of financial statements for entities of complex organisational design; cross border entities and transactions; consideration of issues in asset, liability, expense and revenue recognition and measurement; accounting for primary and derivative financial instruments; and analysis and interpretation of financial statements of complex entities.

**ACCT5994****Thesis (full-time)**

CP120

*Staff Contact: School Office***ACCT5996****Management Accounting Control Systems***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* ACCT5901 or ACCT5930 or equivalent (or ACCT5933 for students in program 1051)

This subject examines the design and operation of management accounting systems in organisational settings. Topics include: the function of management accounting systems in organisations; design and organisational choice; design and operation of activity based costing systems; budgetary systems - outcomes and processes; design and operation of accounting control systems - responsibility accounting systems, standard costing and flexible budgets, relationships among accounting systems and administrative, social and personal control systems, divisional performance evaluation, transfer pricing.

**ACCT5997****Seminar in Research Methodology***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Approval from the Head of School

This subject considers the relationship between science and scientific method; provides an introduction to the interpretation of the key statistical techniques used in accounting research; and considers and reviews some of the principle research methods that have been used to address issues in accounting.

**ACCT5998****Project Seminar**

CP20

*Staff Contact: School Office**Prerequisite:* Approval from the Head of School**ACCT5999****Project Report**

CP40

*Staff Contact: School Office**Prerequisite:* Approval from the Head of School**ACCT6001****Thesis (part-time)**

CP60

*Staff Contact: School Office**Prerequisite:* ACCT5997 and approval from the Head of School**Servicing Subject**

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subject see the Faculty of Engineering Handbook.

**ACCT9062****Accounting for Engineers***Staff Contact: School Office*

F L1.5 CP10

Problems related to industrial situations, and their relevance in decision-making. Manufacturing and cost accounts, budgeting and budgetary control, cost analysis and control and profit planning.

## Open Learning Subjects

The following subjects are only available to students enrolled in Open Learning programs offered by the Australian Centre for Management Accounting Development (ACMAD).

### ACCT5980

#### Advanced Management Accounting Technologies

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject addresses technical and organisational issues associated with new management accounting technologies, such as: comparative cost analysis; process value analysis; activity based costing and budgeting; throughput accounting and synchronous manufacturing; transfer pricing and interdependencies; target and life cycle costing; cost of quality; benchmarking and goal setting.

### ACCT5981

#### Strategic Resource Management

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject will introduce you to emergent thinking on the role of the management accountant. The focus is on adding value to the business rather than emphasising financial control. The new Management Accountant is strategic, proactive, customer focused, team based and change orientated. The link between strategy, resourcing and change is highlighted to ensure the effective use of an organisation's resources in creating value. The subject aims to introduce strategic resource management as a new way of thinking about organisational functioning, and develop an understanding of the key drivers of value in organisations from the perspectives of shareholders and customers.

### ACCT5982

#### Managing the Service Oriented Organisation

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject deals with managerial processes by reference to organisations that seek to be service orientated. It covers: intelligent enterprise and agile competition; defining and redefining a service focus; managerial contexts and the effects of ambiguity, time and space; managing interactions, discourse and symbols; managing culture, power and difference; exercising leadership and securing commitment; the dynamics of managing and being a manager; judging success.

### ACCT5983

#### Managing Strategic Change

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

Managing strategic change offers a perspective from state-of-the-art international strategic theory and practice. A vital part of the management accountant's new role in organisations is to act as creators, analysers and communicators of information in strategy formulation processes. Management accountants therefore need to be able to support the strategic re-positioning of their organisations through the

use of appropriate investment strategies, participation in team based processes and the application of performance measurement techniques. Management accountants need the skills to become players in the strategy process.

### ACCT5984

#### Contemporary Issues in Management Accounting

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject treats a range of contemporary social and organisational issues from the perspective of a new management accounting paradigm. It aims to introduce a distinctive Management Accounting perspective on organisational functioning. It will develop skills in applying this perspective to a range of organisational issues and situations. It aims to develop an understanding of the positive contributions management accounting can make to organisational thought and practice.

### ACCT5985

#### The Innovative Organisation

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

The Innovative Organisation will introduce you to current trends in using organisational structures and processes to support superior organisational performance. This subject aims to explain why innovative organisational structures have emerged in response to the current business environment and describe the characteristics of World Best Practice organisations. It will highlight the philosophies underlying the new organisational culture and behavioural changes that are required, and demonstrate how new manufacturing technologies and strategic imperatives have an impact on traditional organisational structures and processes.

### ACCT5986

#### Project Management

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject explores how responsibility for the overall planning, control and co-ordination of a project may be exercised within a multi disciplinary function, during the lifetime of a project. Topics include: the nature of projects and project management; the project manager and legal matters; organisational structure and teams; time and cost management; quality and human resource management; risks and contracts management; project evaluation, selection and initiation; contracts and tendering; planning and scheduling; administration, monitoring and control; project termination and beyond.

### ACCT5987

#### Management of Manufacturing Systems

Staff Contact: ACMAD (02) 385 5913

S1 or S2 CP20

Prerequisite: Nil

This subject is designed to provide a solid grasp of the fundamental principles and current major issues in the field of modern manufacturing management. It presents an integrated and coherent account of new production management philosophies, with a strong on the relationship

between manufacturing and business strategies, and the strategic implications of particular manufacturing management decisions, plans, policies and performance measures.

#### **INFS5995**

##### **Information Systems Management**

*Staff Contact:* ACMAD (02) 385 5913

S1 or S2 CP20

*Prerequisite:* Nil

This subject addresses the organisational need for information management and systems technologies available to support this purpose. Topics covered include: strategic importance of information; information systems planning; organisational structure and configuration of information systems; management of communications; management of end user computing; computer based support for executive decision making; security, risk and audit; people - the important resource; emerging technologies.

## **Business Statistics (School of Economics, Department of Econometrics)**

#### **ECON5201**

##### **Comparative Forecasting Techniques**

*Staff Contact:* Prof R. Bewley

S2 L3 CP20

*Prerequisite:* ECON5207 or ECON5248

Topics include the following: exponential smoothing, Box-Jenkins techniques, transfer functions, VAR models, combination of forecasts, accuracy of forecasts, spreadsheets and forecasts.

#### **ECON5203**

##### **Statistics for Business**

*Staff Contact:* School Office

S1 or S2 L3 CP20

*Prerequisite:* Nil

The aim of this subject is to provide students with the appropriate statistical tools for application to applied problems and current research in business. Topics will include: quantitative analysis of statistical data, sampling distributions, statistical estimation; hypothesis testing; multiple regression; introduction to time series analysis; forecasting; index numbers.

This subject will emphasise practical aspects of model building.

#### **ECON5204**

##### **Mathematics for Business**

*Staff Contact:* Dr N. Podder

SS L3 CP20

*Prerequisite:* Nil

The aim of this subject is to provide students with the appropriate mathematical tools for application to applied problems and current research in business. Topics will include: calculus, basic optimisation techniques, mathematics of finance, matrix algebra, introduction to linear programming. This subject will emphasise practical aspects of mathematics in business applications.

#### **ECON5207**

##### **Elements of Econometrics**

*Staff Contact:* A/Prof A. Owen

S2 L3 CP20

*Prerequisite:* ECON5203

The simple and multivariate regression models with econometric applications emphasizing practical aspects of model building. Extensions of multiple regression models when the classical assumptions break down. Introduction to simultaneous equation models. Quantitative studies of applied econometric themes such as consumption, demand, investment and production.

#### **ECON5211**

##### **Applied Business Statistics**

*Staff Contact:* Dr N. Podder

S1 L3 CP20

*Prerequisite:* ECON5203

Graphical methods in statistical data presentation and analysis, including detection of outliers and regression regimes. Non parametric tests for quick and robust inferences on the statistical significance of findings from sample data.

#### **ECON5212**

##### **Analysis of Survey Data**

*Staff Contact:* Dr N. Podder

S2 L3 CP20

*Prerequisite:* ECON5203

Sample survey analysis (with applications in accountancy, economics, finance, industrial relations and marketing). Methods include regression models and discrete choice models. Particular emphasis is given to presentation of results.

#### **ECON5213**

##### **Case Studies in Business Statistics**

*Staff Contact:* Dr N. Podder

S2 L3 CP20

*Prerequisite:* ECON5212 and ECON5248

This subject will examine specific case studies in business statistics involving each of the following stages: problem formulation, data collection, analysis and presentation. Case studies will be drawn from both government and the private sector. Students are required to undertake their own study for assessment.

#### **ECON5215**

##### **Advanced Econometrics A**

*Staff Contact:* Prof R. Bewley

SS L3 CP20

*Prerequisite:* Permission of the Head of the Department of Econometrics

Two topics from the advanced literature of econometric theory and applications.

#### **ECON5225**

##### **Advanced Econometrics B**

*Staff Contact:* Prof R. Bewley

SS L3 CP20

*Prerequisite:* Permission of the Head of the Department of Econometrics

Two topics from the advanced literature of econometric theory and applications.



**ECON5232****Dynamic Models***Staff Contact: Dr L. Fisher*

S1 HPW3 CP20

*Prerequisite: ECON5204*

This mathematical based subject develops matrix algebra, linear and vector difference equations, and deterministic simulation of dynamic models.

**ECON5233****Operations Research***Staff Contact: Dr R. Hill*

S2 L3 CP20

*Prerequisite: ECON5204 and ECON5203*

Introduces operations research as the systematic application of quantitative methods to the analysis of problems involving decision making in economics and related disciplines. Linear programming, quadratic programming, and dynamic programming with applications to transportation, inventory, portfolio selection and other fields related to economics. In addition, students are required to undertake a case study requiring data collection and analysis.

**ECON5248****Business Forecasting***Staff Contact: Prof R. Bewley*

S1 L3 CP20

*Prerequisite: ECON5203*

This subject looks at the use of econometric and statistical techniques relevant to forecasting in a business environment and computer implementation of the methods. Short-term forecasting using time series analysis, long-term forecasting with S-shaped growth curves and trend analysis. The study of applied work is emphasised in this non-specialist course.

**ECON5251****Applied Econometrics***Staff Contact: Dr N. Podder*

S1 L3 CP20

*Prerequisite: ECON5207*

This subject considers alternative analytical approaches to applied econometric work. Various empirical problems are considered and the relative merits of available solutions are assessed. Specific attention is given to diagnostic testing in an LM framework, dynamic specification, influential data and non-stationarity. Practical experience is gained through replicating and extending published applied studies.

**ECON5252****Time Series Analysis***Staff Contact: Dr N. Podder*

S2 L3 CP20

*Prerequisite: ECON5251*

This subject focuses on the theoretical derivation and properties of time series estimators including single equation and systems cointegrating estimators and tests for cointegration.

**ECON5253****Modelling High Frequency Time Series Data***Staff Contact: N. Podder*

S2 L3 CP20

*Prerequisite: ECON5207*

This subject is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (arch model), generalised method of moments estimators (GMM), and non-normality issues.

**ECON5254****Econometric Theory***Staff Contact: Dr N. Podder*

S1 L3 CP20

*Prerequisite: ECON5207*

A coherent theoretical development of multiple regression analysis: Restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error auto correlation and heteroskedasticity.

**ECON5255****Econometric Model Building***Staff Contact: Dr N. Podder*

S2 L3 CP20

*Prerequisite: ECON5254*

Formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of 'real-world' econometric models will be undertaken.

**ECON5284****Mathematical Methods in Economics***Staff Contact: Dr L. Fisher*

S2 L3 CP20

*Prerequisite: ECON5232*

This subject gives students a working knowledge of static and dynamic optimisation techniques applied in economics. Topics include classical optimisation, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neo-classical theory of optimal growth.

**ECON5285****Seminar in Advanced Econometrics***Staff Contact: Prof R. Bewley*

CP20

**ECON5291****Special Topic in Econometrics**CP20 *Prerequisite: Approval from the Head of School***ECON5297****Thesis***Staff Contact: Prof N. Kakwani*

CP120

**ECON5298****Econometrics Research Seminar***Staff Contact: Prof R. Bewley*

CP20

Students enrolled in ECON5299 are required to present a seminar on their research topic.

**ECON5299****Project Report***Staff Contact: Prof R. Bewley**CP40 Prerequisite: Approval from the Head of School*

## **Commercial Legal Studies and Taxation Studies (School of Business Law and Taxation)**

**LEGT5511****Legal Foundations of Business***Staff Contact: School Office**S1 or S2 L3 CP20**Prerequisite: Nil*

An introduction to the Australian legal system; the legal framework of business regulation; areas of substantive law relevant to commerce including the general principles of the law of contract, specialised commercial transactions, the law of torts with particular reference to negligent misstatement, the regulation of restrictive trade practices and sales promotion.

**LEGT5522****Special Topic In Commercial Law***Staff Contact: School Office**S1 or S2 L3 CP20**Prerequisite: Approval from the Head of School*

A specially assigned project, program or set of reading relating to research.

**LEGT5523****Special Topic in Taxation***Staff Contact: School Office**S1 or S2 L3 CP20**Prerequisite: Approval from the Head of School*

A specially assigned project, program or set of reading relating to research.

**LEGT5531****Legal Regulation of Business***Staff Contact: School Office**S2 L3 CP20**Prerequisite: LEGT5511 or equivalent*

The regulation of restrictive trade practices under the Trade Practices Act 1974 (Commonwealth) with special reference to collusive activity, distribution methods, pricing arrangements and abuse of market power. Consumer protection law with special reference to misleading and deceptive conduct under the Trade Practices Act. The legal framework of marketing strategy. Franchising. Advertising regulation.

**LEGT5541****Company Law***Staff Contact: School Office**S1 L3 CP20**Prerequisite: LEGT5511 or equivalent*

The law relating to business organisations, including partnerships, joint ventures, trading trusts, and companies incorporated under the Corporations Law. Primary focus:

company law and, in particular, the company as a corporate entity; capital; control and management; liquidation.

**LEGT5542****Advanced Studies in Company Law***Staff Contact: School Office**S2 L3 CP20**Prerequisite: LEGT5541 or equivalent*

The law of corporations as a system of government including the constitutional allocation of corporate power; the separation of ownership from control with examples of control mechanisms; the enforcement of directors' duties; the judicial review of company behaviour and activity including minority protection and relations with outsiders; the legal nature of corporate securities; expansion devices; investigations and inspections; legal focus on corporate form and recognition; selected comparative aspects and reforms.

**LEGT5543****Bankruptcy and Insolvency Law***Staff Contact: School Office**S2 L3 CP20**Prerequisite: LEGT5541 or equivalent*

An examination of the law regulating personal Bankruptcy under the Bankruptcy Act 1966 (Cth) and corporate insolvency under Chapter 5 of the Corporations Law. Examines the proof and ranking of claims, secured and unsecured creditors, priorities, voidable transactions and alternatives to bankruptcy and insolvency. Discusses the policies underlying Australian bankruptcy and insolvency laws through a comparison with the U.K. and U.S.A. provisions.

**LEGT5551****Revenue Law***Staff Contact: School Office**S2 L3 CP20**Prerequisite: LEGT5511 or equivalent*

The principles, administration and practice of income tax law including Capital Gains Tax. Legal and accounting approaches to taxable income. Tax planning concepts. Tax avoidance and evasion. Tax incidence and equity. Tax policies, provisions and problems in relation to selected entities. Principles of stamp duties, sales tax, land tax and payroll tax.

**LEGT5560****Legal Aspects of Business Strategy***Staff Contact: School Office**S2 L3 CP20**Prerequisite: LEGT5511 or equivalent*

Enables the student to examine the implications which law and tax considerations have for business strategy. The subject is based on a series of case studies involving both domestic and international business. Considers the influence which business considerations have on legal and tax structures and the situations where legal and tax considerations influence business structures.

**LEGT5561****Legal Aspects of Finance***Staff Contact: School Office**S1 L3 CP20**Prerequisite: LEGT5511 or approval from the Head of School*

Commercial structures including companies, joint ventures, partnerships and trusts. Procedures for equity and debt financing of entrepreneurial schemes with special reference to both law and practice. The regulation of the securities market. Corporate restructuring including take-overs, mergers and reconstructions. The law of company charges. Aspects of the taxation of commercial financing.

#### **LEGT5562**

##### **Legal Aspects of International Business**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* LEGT5511 or equivalent

Examines the legal considerations in foreign trade and investment, including international business contracts and the law governing international transport and sale of goods. Jurisdictional issues, with particular reference to those involving contracts, torts and trade practices law. The alternative business structures available and their respective advantages. International taxation considerations. CIF and FOB contracts and documentary credits and finance. International dispute resolution.

#### **LEGT5571**

##### **Franchising and Alternative Distribution Systems**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* LEGT5511 or equivalent or approval from the Head of School

The legal nature of, and the business arrangements encompassed by, alternative disciplined distribution systems. Trademark licensing, character and personality merchandising, product and tradename franchising, business format franchising. Legal issues: contract, competition, fair trading and intellectual property laws. Commercial implications of alternative distribution strategies.

#### **LEGT5581**

##### **Advanced Taxation 1: Concepts**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* LEGT5551 or equivalent

The structure of the Income Tax Assessment Act, 1936 (Cth). The meaning of income. Income under ordinary concepts and usages. Income under specific statutory provisions with particular emphasis on Part IIIA. Allowable deductions: the reduction of assessable income to taxable income under s.51(1) and the specific deduction provisions. Tax accounting: receipts and outgoings; cash v. accruals; specific profit and loss; assignment of income; trading stock provisions. Tax avoidance: judicial and legislative responses.

#### **LEGT5582**

##### **Advanced Taxation 2: Entities**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* LEGT5551 or equivalent

The effect of the movement of income through partnership, a trust or a company. The operation of the imputation system in relation to company tax and the movement of imputation credits through other entities. Tax treatment of joint ventures, unit trusts, and co-operatives. Tax treatment of superannuation funds. Obligations imposed on taxpayer

who are employers with particular reference to Fringe Benefits Tax.

#### **LEGT5583**

##### **Advanced Taxation 3: International Aspects**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* LEGT5551 or equivalent

The concept of residence: individuals, companies, partnerships, and trusts. The concept of source: source rules for different categories of income; company source rules in double tax treaties. Australian tax treatment of foreign source income of Australian residents: foreign tax credit system; accruals tax system under controlled foreign corporations legislation; exemption of foreign dividends and branch income of resident companies. Australian tax treatment and Australian source income of non-residents; dividend withholding tax; interest withholding tax; provisions of double tax treaties. Legislation relating to specific transactions in international taxation; transfer pricing, thin capitalisation; debt creation involving non-residents; foreign currency and exchange trading. International tax planning techniques. Policy and regulation issues.

#### **LEGT5584**

##### **Advanced Taxation 4: Sales Tax and State Taxes**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* LEGT5551 or equivalent

*Notes:* Offered in alternate years.

The structure of the tax base: income, capital, consumption. Assessment of the existing base and alternatives. Desired characteristics of a tax system: equity, neutrality, simplicity, acceptability, administrative efficiency, fiscal flexibility, ability to meet revenue needs. Specific forms of taxation. Official inquiries into taxation. Economic and social issues concerning taxation - taxation and social welfare. Tax reform: needs, problems, approaches. Taxes other than income tax: capital taxes, sales tax, land tax, payroll tax, stamp duty. Selected issues.

#### **LEGT5585**

##### **Advanced Taxation 5: Policy and Administration**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* LEGT5551 or equivalent

*Notes:* Offered in alternate years.

Tax policy issues including: the process of tax policy formulation in Australia; functions and objectives of taxation; criteria for evaluating taxation systems; structure and assessment of the existing tax base and alternatives; economic and social issues; reform options. Issues in tax administration including: Commissioners's investigative and audit powers; objections and appeals; collection and recovery; the status and use of rulings by the Commissioner; offences, penalties and other administrative issues.

#### **LEGT5599**

##### **Project Report**

*Staff Contact: School Office*

S1 or S2 CP40

*Prerequisite:* Approval from the Head of School

## Economic History (School of Economics, Department of Economic History)

### ECON5351

#### International Economic Relations since 19th Century

*Staff Contact: Dr D. Meredith*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5103

*Note/s:* Not offered 1996.

International political economy in historical perspective. Topics include: the dominance of Britain in the world economy before 1914 and challenges to Britain's position; impact of the First World War and the 1930s Depression; rise of the United States as an economic power; economic implications of the Cold War; the post-1945 Long Boom and its end; challenges to US supremacy; growing problem of Third World debt; the changing role of West and East Europe in the international economy in the late 20th century.

### ECON5352

#### The Modern Business Corporation

*Staff Contact: Dr D. Meredith*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5103

*Note/s:* Not offered 1996

The origin, history and attributes of the modern business corporation in industrial economies including Australia; growth of the large firm in its external economic, political, social and institutional environment; impact of the modern corporation on the structure of the economy; the changing internal organisation of the corporation and the growth of modern management; the history of the multi-national enterprise and an evaluation of home and host-country impacts; business policy in the context of government regulation and trade unions; the economic and social implications of the modern corporation.

### ECON5353

#### Approaches to Economic and Social History

*Staff Contact: Dr B. Dyster*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5103

Perspectives, themes and tools involved in the study of modern economic and social history. Shows that the historian concentrates upon particular problems and methods of analysis which define the subject of history as a discipline in its own right. Provides a degree of unity to the varied knowledge gained by students in other economic history courses; allows students to come to grips with important problems of a general nature.

### ECON5354

#### Special Subject in Economic History 2

*Staff Contact: Dr B. Dyster*

S2 L2 CP20

*Prerequisite:* ECON5367

Further advanced topics in Economic and Social History.

### ECON5355

#### Aspects of Australian Economic History

*Staff Contact: Dr D. Clark*

S2 L3 CP20

*Prerequisite or Corequisite:* ECON5103

The choice of Botany Bay, the search for a staple, the pastoral economy, effects of the gold rushes, the long boom, Economic collapse of the 1890s and readjustment. Changing structure of the Australian economy in the 20th century; population change and labour supply; capital accumulation; growth of manufacturing; rural problems; external economic relationships; institutional developments; tariffs, banking, State enterprises, wage determination, Federal-State finances; the Great Depression and its aftermath; war economy; post-war developments.

### ECON5356

#### Australian Economic Policy Since Federation

*Staff Contact: Dr B. Dyster*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5103

This subject is concerned with the development of economic policy in 20th century Australia. The topics covered include management policies (fiscal, tariff, immigration, employment and trade). The overall aim is to analyse the development of regulation and the recent move towards deregulation, within the context of 'economic rationalism' and its critique.

### ECON5357

#### Comparative Economic History

*Staff Contact: A/Prof J. Perkins*

S2 L3 CP20

*Prerequisite or corequisite:* ECON5103

*Note/s:* Not offered 1996.

Major issues in comparative Economic History. Case studies will be drawn from the economic history of some or all of the following areas: Australia, New Zealand, Southern Africa, South America, Asia and Europe. These will be analysed in a historical and theoretical framework with regard to the different roles played by industrialisation, political structures, capital flows, ideology and external forces in the evolution of these economies.

### ECON5358

#### The Consumer Age

*Staff Contact: A/Prof J. Perkins*

S2 L3 CP20

*Prerequisite:* ECON5103

The subject is concerned with the evolution of the market as a means of distribution of goods and services. It focuses on the Australian experience, since the late-19th century, in an international context. Among the areas covered are the history of retailing and wholesaling, consumer sovereignty and the development of advertising; the evolution of consumer credit; efforts to subvert the market; distribution in non-market economic systems.

### ECON5359

#### Research Seminar

*Staff Contact: Dr B. Dyster*

CP20

*Prerequisite:* Approval from the Head of School

**ECON5360****Thesis**

*Staff Contact: Dr B. Dyster*  
C120

**ECON5365****Science, Technology and Economic Development**

*Staff Contact: A/Prof I. Inkster*

S1 L3 CP20

*Prerequisite or Corequisite: ECON5103*

**Note/s:** Not offered 1996.

The several functions of science and technology in development, past, present and possible future. Development economics and sociology; case studies, ranging from nineteenth century Japan to China since 1950. The place of technology in contemporary development and the role of international institutions (eg. multinational corporations) in transferrals of scientific and technical knowledge. The 'appropriateness' of introduced technique and the concept of alternative technology and alternative development patterns.

**ECON5367****Special Subject in Economic and Social History 1**

*Staff Contact: Dr D. Meredith*

SS L3 CP20

*Prerequisite or Corequisite: ECON5103*

Further advanced topics in Economic and Social History.

**ECON5191****Special Topic in Economic History**

CP20

*Prerequisite:* Approval from the Head of School

**ECON5391****Project Report**

CP40

*Prerequisite:* Approval from the Head of School

capital theory of the firm. Students will be required to present a paper on these topics.

**ECON5102****Seminar in Advanced Economics Analysis B**

*Staff Contact: A/Prof B. Rao*

SS L3 C20

*Prerequisite:* Approval from the Head of School

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations, capital theory of the firm. Students will be required to present a paper on these topics.

**ECON5103****Business Economics**

*Staff Contact: A/Prof G. Kingston*

S1 or S2 L3 CP20

*Prerequisite:* Nil

An introduction to economic analysis and policy. Using a case study approach, students will examine government and business reports, magazine and newspaper articles, and monographs/journals dealing with contemporary economic issues. Reports or articles will be analysed using simple micro and macroeconomic tools and reasoning. The aim of the subject is to improve the economic literacy of students.

**ECON5104****International Economics**

*Staff Contact: Dr G. Fishburn*

S2 L3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

Basic theory and empirical evidence relating to international trade and investment tariffs and other impediments to trade, balance of international payments, exchange rates and international monetary problems. Long-term and more recent developments in international trade and the effects of regional trading arrangements. Australian policies in the light of developments in the world economy.

**ECON5106****Economics of Labour Markets**

*Staff Contact: Dr T. Stegman.*

S1 L3 CP20

*Prerequisite or Corequisite: ECON5100*

Traditional models of labour supply; participation and hours of work, immigration. Provision of training and skills, human capital theory. The theory of screening, specific and general skills models. Demand for labour, marginal productivity theory, labour hoarding, quit rates and turnover. Internal labour markets. The theory of wage differentials and the structure of earnings. Labour market segmentation. Trade unions and theories of bargaining.

**ECON5107****Economic Growth, Technology And Structural Change**

*Staff Contact: Dr P. Kriesler*

S1 L3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

Characteristics of economic growth and development, role of capital accumulation, labour, technology and natural resources. Application of growth models to development

---

## **Economics (School of Economics, Department of Economics)**

**ECON5100****Economic Analysis**

*Staff Contact: Dr G. Fishburn*

S1 or S2 L3

*Prerequisite or Corequisite: ECON5103*

CP20

A subject primarily designed for students who wish to study further subjects in economics. The objective is to acquire a deeper understanding of the analysis of micro and macroeconomic problems.

**ECON5101****Seminar in Advanced Economic Analysis A**

*Staff Contact: A/Prof B. Rao*

SS L3 CP20

*Prerequisite:* Approval from the Head of School

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations,

issues. Role of industrialisation, structural change and development strategies in promoting economic growth. Income inequality and economic welfare.

#### **ECON5108**

##### **Public Finance**

*Staff Contact: Prof J. Piggott*

S2 L3 CP20

*Prerequisite or Corequisite: ECON5100*

Public expenditure and taxation, budgetary policy and federal-state financial relations; partial and general equilibrium analysis of taxation; incidence and resource allocation effects of income taxes, wealth taxes and outlay taxes.

#### **ECON5110**

##### **Developing Economies And World Trade**

*Staff Contact: Dr J. Lodewijks*

S2 L3 CP20

*Prerequisite or Corequisite: ECON5100*

This subject focuses on: trade and developing countries; trade and growth; new trade theory and LCDs; foreign trade regimes; liberalisation and trade negotiations; the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilisation experiences; and growth-oriented adjustment policies.

#### **ECON5111**

##### **Topics In Economic Development**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

Topics of current research in economic development with special reference to the developing economies of Asia. The subject is intended primarily for students who are enrolled in economics with specialisation in development economics.

#### **ECON5112**

##### **Asian Development Studies A**

*Staff Contact: Mr J.A. Zerby*

S2 L3 CP20

*Prerequisite or Corequisite: ECON5100*

Principal economic characteristics of the newly industrialising economies of East Asia: South Korea, Taiwan, and Hong Kong. Comparisons of internal and external policies and their contribution to the achievement of socio-economic objectives.

#### **ECON5113**

##### **Asian Development Studies B**

*Staff Contact: Mr J.A. Zerby*

S1 L3 CP20

*Prerequisite or Corequisite: ECON5100*

Analysis of principal economic characteristics of members of the Association of South East Asian Nations (ASEAN): Indonesia, Malaysia, Philippines, Singapore and Thailand. Causes and consequences of economic development policies. Theoretical issues related to the formation of customs unions and free trade areas, and their application to ASEAN.

#### **ECON5115**

##### **Natural Resource Economics**

*Staff Contact: Dr G. Waugh*

S1 L3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

An introduction to the exploitation of natural resource systems examined within an economic framework, particularly forestry, fisheries, water, oil and other minerals. Policies required to ensure improved management without over exploitation of these renewable and non-renewable resources under different property-right regimes.

#### **ECON5116**

##### **Environmental Economics**

*Staff Contact: Dr G. Waugh*

S2 L3 CP20

*Prerequisite or Corequisite: ECON5100*

Main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics will include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility; environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

#### **ECON5124**

##### **Public Enterprise Economics And Cost-Benefit Analysis**

*Staff Contact: Dr T. Truong*

S1 HPW3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

The theory of public economic activity. Government objectives and the social welfare function. Equity and efficiency criteria. Public goods and externalities. The theory of public sector pricing and its applications. Techniques of investment appraisal, cost-benefit analysis and related issues. The application of cost-benefit analysis to transport, urban and other problems. Analysis of transfer policy.

#### **ECON5126**

##### **Economics of Trade Practices, Regulation and Competition Policy**

*Staff Contact: A/Prof R. Conlon*

SS L3 CP20

*Prerequisite or Corequisite: ECON5100*

**Note/s:** Not offered 1996.

Concepts of market power and competition and the alternative approaches to the problem of market power; related issues in industrial structure and performance; implementation and consequences of competition policy in Australia, EEC, UK, US and Japan with special reference to monopolization, restraints of trade, horizontal and vertical arrangements, exclusive dealing, resale price maintenance, price discrimination, mergers, patents, and trademarks, multi-nationals, international cartels.

**ECON5134****International Trade***Staff Contact: Prof M. Kemp*

SS L3 CP20

*Prerequisite or Corequisite:* ECON5154*Note/s:* Not offered 1996.

Pure theory of international trade and factor movements and of international aid. Analysis of protection by means tariffs and other devices. Theoretical aspects of customs unions. Emphasis on formal general equilibrium theory.

**ECON5143****Monetary Theory and Policy***Staff Contact: Prof R. Milbourne*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5100*Note/s:* Not offered 1996.

Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.

**ECON5145****Contemporary Economic Issues***Staff Contact: Dr P. Kriesler*

SS L3 CP20

*Prerequisite or Corequisite:* ECON5100*Note/s:* Not offered 1996.

Seminars on contemporary economic issues.

**ECON5153****International Monetary Economics***Staff Contact: A/Prof G. Kingston*

S2 L3 CP20

*Prerequisite or Corequisite:* ECON5100*Note/s:* Not offered 1996.

Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

**ECON5154****Microeconomic Analysis 1***Staff Contact: Prof J. Piggott*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5100

Consumer theory: utility maximisation, duality, household production theory, revealed preference, measuring welfare changes, choice under uncertainty. Production theory: profit maximisation, cost minimisation, factor demands. Market structure: competition, monopoly, oligopoly, monopolistic competition. Markets in general equilibrium: competition, the two-sector model, welfare economics.

**ECON5155****Microeconomic Analysis 2***Staff Contact: Dr J. Gans*

S2 L3 CP20

*Prerequisite or Corequisite:* ECON5154 or equivalent

Advanced topics in microeconomics. These may include: existence and uniqueness of competitive equilibrium, the welfare theorems, incomplete markets, games with complete information, games with incomplete information, market equilibria with asymmetric information (adverse selection and moral hazard), principal-agent models and mechanism design.

**ECON5163****Microeconomic Policy***Staff Contact: Prof J. Piggott*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5100

Contemporary issues in Australian microeconomic policy. Topics include the implications of market structure for economic efficiency and income distribution and the role of competition policy in a global environment; the design of regulatory policy; the effect of tariffs and other trade barriers on economic welfare and the use of trade and industry policy to foster structural change in the economy; public sector investment and pricing decisions; privatization of public enterprises; environmental policy and sustainable development.

**ECON5164****Economic Methodology***Staff Contact: Dr P. Kriesler*

SS L3 CP20

*Prerequisite or Corequisite:* ECON5100

The methodology of modern economics, the scientific method, the testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems. Some of the major issues in monetary theory, classical and neo-classical value and distribution theory and equilibrium and welfare economics.

**ECON5173****Macroeconomic Policy***Staff Contact: Dr N. Warren*

S2 L3 CP20

*Prerequisite or Corequisite:* ECON5100

A theoretical background to, and discussion of, current issues of Macroeconomic Policy. Issues include economic growth and fluctuations, balance of payments problems and foreign debt, fiscal policy and monetary and exchange rate policies, incomes policy, and inflation and unemployment.

**ECON5174****Macroeconomics Analysis 1***Staff Contact: Prof R. Milbourne*

S1 L3 CP20

*Prerequisite or Corequisite:* ECON5100

The structure of macroeconomic models, growth theory and capital accumulation, the structure of short run classical and Keynesian models, equilibrium and disequilibrium

models of the business cycle, open economy models, fiscal policy and deficits. Monetary policy and stabilization theory.

#### **ECON5184**

##### **Macroeconomics Analysis 2**

*Staff Contact: Dr G. Otto*

S2 HPW3 CP20

*Prerequisite:* ECON5174 or equivalent

Consumption and investment theories including models of optimisation, overlapping generations models with money, real business cycle models, equilibrium asset pricing, multiplicity of equilibria and bubbles. Recent topics in contracting and market imperfections and the role of policy.

#### **ECON5191**

**Special Topic In Economics CP20** *Prerequisite:* Approval of the Head of School

#### **ECON5197**

**Project Report C40** *Prerequisite:* Approval of the Head of School

#### **ECON5198**

##### **Economics Research Seminar**

*Staff Contact: Dr J. Lodewijks*  
CP20

#### **ECON5199**

##### **Thesis**

*Staff Contact: A/Prof B. Rao*  
CP120

---

## **Finance**

### **(School of Banking and Finance)**

#### **FINS5511**

##### **Corporate Finance**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* ACCT5901 and ECON5103 and ECON5203 (or ECON5105 and ECON5203 and ACCT5933 for students in program 1051)

Essential aspects of financial decision-making in business. Designed to enable the student to usefully employ the following concepts in a business environment: investment decisions under uncertainty; cost of capital structure; mergers and takeovers; and working capital management.

#### **FINS5512**

##### **Australian Capital Markets**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisites:* ECON5103 and ECON5203

Analysis of the markets for the financial assets including the money, bond, stock and futures markets; the structure of interest rates; flow of funds of financial institutions; the regulatory structure of markets and the interrelations among markets.

#### **FINS5513**

##### **Security Valuation and Portfolio Selection**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisites:* ECON5103 and ECON5203

The aim of this course is twofold: (i) to introduce students to theoretical building blocks in the theory of finance; and (ii) to illustrate these by means of a combination of tutorial problems and case studies. Topics include: investment decisions under certainty; investment decisions under uncertainty (the portfolio selection problem); capital asset pricing model and arbitrage pricing theory: rudiments of theory and evidence; fundamentals of bond valuation; introduction to duration and the term structure of interest rates; valuation of equity shares; market efficiency: fads, bubbles, martingales.

#### **FINS5514**

##### **Capital Budgeting and Financial Decisions**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisites:* ECON5103, ECON5203 and FINS5513 or corequisite

Focus on various aspects of corporate decision making. Topics include: Objectives of the corporation. Investment criteria under certainty and uncertainty. Quantitative techniques to assist managerial judgement including: capital budgeting; modelling and management of risk (including decision-tree analysis, diversification, sensitivity analysis and simulation). Capital structure propositions; the impact of taxation and bankruptcy costs; information asymmetry and signalling approaches; dividend policy and imputation. Particular references to case studies and computer applications.

#### **FINS5515**

##### **Issues in Corporate Finance**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* ECON5103 and ECON5203

Specialised topics in corporate finance. Short term and longer term financing techniques: cash and liquidity management; working capital management; leasing; warrants; and project finance. Management compensation schemes and agency problems. Corporate distress and bankruptcy. Mergers and takeovers: regulation; theoretical issues; empirical evidence. Regulatory and ethical aspects of corporate finance.

#### **FINS5516**

##### **International Corporate Finance**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisite:* FINS5513 and FINS5514 or corequisite

Management of the financial functions for firms operating in several separate countries. Necessary theory and evidence basic to an understanding of international capital and foreign exchange markets, the benefits of international diversification, use of the capital asset pricing model in foreign investment decisions and cost of capital, working capital management, the role of international banks and their evaluation of financial performance of firms.



**FINS5517****Portfolio Analysis and Management***Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisite:* ECON5103 and ECON5203 and FINS5513 or corequisite

Management of equity and fixed interest portfolios using modern market-based methods of risk control. Derivative instruments: forwards; futures; options; swaps; FRA's etc. Equity investments: valuation; diversification; portfolio insurance; program trading; international diversification and hedging; performance measurement. Fixed interest portfolios: term structure; duration; convexity; gap analysis; hedging. Alternative assets.

**FINS5522****Asian Financial Market Analysis***Staff Contact: School Office*

S2 L3 CP20

This subject provides an in-depth analysis of the major financial markets in Asia. It aims at applying investment and international finance theory to the context of diverse Asian markets. After a review of the institutional structure of the markets and their role in economic development, the subject will examine equity market relationships, country risk analysis, portfolio management and hedging across Asian markets, syndication and off-shore banking and other contemporary issues.

**FINS5530****Financial Institution Management***Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisites:* FINS5512 and FINS5513

The application of modern finance theory and financial modelling techniques to financial decision-making and risk management in financial institutions both domestic and international. Topics include: 1. Objectives of financial institutions from the perspective of portfolio, hedging and agency theories; 2. Application of portfolio, arbitrage pricing, option pricing and corporate finance theories, to the management of assets, liabilities, capital structure and off-balance sheet operations of financial institutions; 3. Interest rate risk management and financial futures; 4. Liquidity risk management; 5. Loan portfolio management, credit evaluation models, loan pricing and credit rationing; 6. Securities portfolio management; 7. Capital adequacy and prudential regulation and management; 8. International dimensions including exchange rate risk management and country risk assessment.

**FINS5531****Risk and Insurance***Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* FINS5513 and FINS5514**Note/s:** Not offered 1996.

The nature of commercial, financial and physical risk is explored. In addition to the theory of risk, the way in which insurance has evolved to deal with this important aspect of the economic environment is studied in depth. Case studies are used to illustrate points of practical relevance. This course emphasises the mathematical and statistical foundations of the discipline. Topics in the area of risk include: risk premia, insurance ratings, simulation of risk environ-

ments, physical risk and death. Insurance is approached as a natural commercial response to risk. The course deals with inference from insurance data, general insurance, motor insurance, very large risks, and life insurance.

**FINS5533****Real Estate Finance and Investment***Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* FINS5513 and FINS5514

An evaluation of real estate financing, the mechanics of the mortgage market and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts and the banking system in promoting real estate activity. An analysis of real estate price and yields, diversification aspects and use of property as an inflation hedge. An evaluation of leasing, type of tenancy, property options and property trusts.

**FINS5534****Credit Analysis and Lending***Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* FINS5512 and FINS5513

The focus of this subject is credit analysis and lending emphasising finance theory and practical applications. The subject includes: credit analysis; credit scoring and modelling; loan products; loan pricing; commercial lending; consumer lending; special risk markets such as small business, agricultural and real estate; international and trade financing; managing the loan portfolio; and problem loans. The subject include case study work.

**FINS5535****Options, Futures and Risk Management Techniques***Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* FINS5517 and FINS5512 or corequisite

This is an intermediate course of options, futures and the techniques using these contracts to offset some of the risk associated with some given market commitment. Topics include: overview of derivative securities; forward and futures contracts on stock indices, currencies, gold and silver, T-bonds and T-notes, and other commodities; stock options; options on stock indices, currencies, and futures contracts; swaps and the evaluation of credit risk; hedging positions in options and other derivative securities.

**FINS5575****Research Methods in Finance 1***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* FINS3774 or approval from the Head of School

The objective of the course is to review applications of mathematical and statistical tools to applied problems and current research, in finance.

**FINS5576****Advanced Topics in Asset Pricing***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* FINS3774 or approval from the Head of School

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding course as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market conditions. In addition, the subjects also introduces a relatively new area of financial economics; security market microstructure and the implications for empirical research in finance. Topics include: utility theory; portfolio theory and capital asset pricing models; arbitrage pricing theory; option and futures pricing; intertemporal models in finance; and security market microstructure.

**FINS5577****Advanced Topics in Corporate Finance***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* FINS3774 or approval from the Head of School

This subject provides an introduction to contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis will be given to the corporate form of business. Furthermore, special cases of investment and financing decisions such as mergers, takeovers and leveraged buyouts are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter students are encouraged to supplement theoretical discussions with empirical evidence.

**FINS5578****Recent Developments in Banking Research***Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* FINS5530 and FINS3774 or approval from the Head of School

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; optional capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

**FINS5579****Research Methods in Finance 2***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* FINS3774 or approval from the Head of School

A more advanced course in empirical methodology in finance. General methodological aspects, testing of hypotheses, falsifiability principle. Review of relevant econometric material, applications to topics such as generalised beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability, volatility estimation.

**FINS5581****Special Topic in Finance**

CP20

*Prerequisite:* Approval from the Head of School**FINS5594****Thesis***Staff Contact: School Office*

CP120

**FINS5599****Project Report***Staff Contact: School Office*

CP40

*Prerequisite:* Approval from the Head of School

---

## Hospitality Management (School of Marketing)

**HOSP5901****Hospitality Accounting and Financial Control***Staff Contact: School Office*S1 L3 CP20 *Prerequisite or Corequisite:* HOSP5903 and MARK5902

Measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres cost - volume - profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverage and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies.

**HOSP5902****Human Resource Management in the Hospitality Industry***Staff Contact: School Office*S2 L3 CP20 *Prerequisite:* HOSP5903

Design of effective hospitality organisations; search for flexibility. Developing a corporate culture; team building; group dynamics; communication; leadership; training strategies; award structures; enterprise bargaining; self directed work; managing and leading by values; implications for change. Management in the hospitality industry.

**HOSP5903****Hospitality Service Management***Staff Contact: School Office***S2 L3 CP20 Prerequisite:** One core unit

Developing an understanding of service delivery process in the hospitality industry and the application of total quality management; reviewing and evaluating service delivering systems in rooms; food and beverage divisions; suburban hotels, clubs, public venues, hospitals, industrial and commercial catering, fast food restaurants and casinos; introducing and implementing service delivery process improvement strategies.

**HOSP5904****Hospitality and Tourism Law***Staff Contact: School Office***S1 L3 CP20 Prerequisite or Corequisite:** HOSP5903 and MARK5902

National and international laws relating to tourism, hotel management contracts, negotiation, arbitration and dispute resolution. Hotel development applications and environmental constraints, consumer rights including representative actions. Risk management issues governing the sale and supply of hospitality services at national and state levels.

**HOSP5905****Hospitality Facilities Management***Staff Contact: School Office***S2 L3 CP20****Prerequisite:** HOSP5901 and MARK5902

Understanding workflows in a hotel as a prerequisite to good design and layout fitout; government and local council requirements, preparing feasibility studies, property refurbishment issues.

**HOSP5906****Communication Strategy***Staff Contact: School Office***S2 L3 CP20****Prerequisite:** HOSP5903 and MARK5902**Note/s:** Excluded MARK5904.

This subject will consist of three theory lectures on basic communication strategy and 10 seminars applying this knowledge to 10 key segments of the hospitality industry.

**HOSP5907****Hospitality and Tourism Marketing****S1 L3 CP20****Prerequisite:** HOSP5903 and MARK5902

Environments and strategies, market segmentation. Hospitality marketing planning and promotion.

**HOSP5908****Strategic Operations Management in the Hospitality Industry****S2 L3 CP20****Prerequisite:** HOSP5901, HOSP5903, HOSP5904 and MARK5902

This subject provides: (1) an evaluation of the financial, legal and industrial context of hospitality investment and operations in Australia; (2) an analysis of strategic investment and development planning in the hospitality industry, focussing on the commercial relationships between inves-

tors, developers, operators, and legislators; (3) an analysis of strategic operations management as a means of producing sustainable investment profit.

**HOSP5991****Special Topic In Hospitality Management Studies****CP20****Prerequisite:** Approval from the Head of School**Note/s:** Not offered 1996.**HOSP5999****Project Report****CP40****Prerequisite:** Approval from the Head of School**Note/s:** Not offered 1996.

---

## **Human Resource Management, Industrial Relations and Organisation and Management Studies (School of Industrial Relations and Organisational Behaviour)**

**IROB5700****Management, Work and Organisation***Staff Contact: School Office***S2 L3 CP20****Prerequisite:** Nil

This subject seeks to provide a broad introduction to the basic concepts and theory underlying contemporary thinking on the organisation and management of work. Topics covered include: organisational structures and processes; the role and functions of management; the organisation and employment systems; people management and behavioural implications for the management processes; and contextual and institutional dimensions of business.

**IROB5701****Australian Industrial Relations***Staff Contact: A/Prof B. Dabscheck***S1 L3 CP20****Prerequisite:** Nil

Concepts and issues in Australian industrial relations at the macro or systems level, with overseas comparisons where appropriate. Labour movements and the evolution of employee-employer relations in the context of industrialization and change; origins and operations of industrial tribunals at the national and state levels; their instrumentalities; nature of industrial conflict and procedures for conflict resolution such as arbitration and bargaining; national wage policy.

**IROB5702****Industrial Relations in the Global Economy***Staff Contact: Mr I. Hampson***S2 L3 CP20****Prerequisite:** IROB5701

This subject focuses on the 'global shifts' in economics and industry that are driving transformations in many national IR systems. As such the subject shares many of the objectives of comparative IR, namely to foster an appreciation of

the merits of comparing IR systems, and the use of comparative method. Since one of the major uses of comparative arguments is in the sphere of industrial relations policy, the subject also aims to review debates about the links between IR systems on the one hand, and national competitiveness and social protection on the other.

### **IROB5703**

#### **Pay and Reward Systems**

*Staff Contact: Dr J. Shields*  
S2 L3 CP20

*Prerequisite:* IROB5701 or equivalent

This subject seeks to equip students studying industrial relations and/or human resource management with an understanding of the development and design of employment-related pay and reward systems and of the various theories and practices associated with the fixing and payment of wages, salaries and non-monetary employment benefits. The subject examines types of payment systems, differences in pay regimes between 'internal' and 'external' labour markets, theories of pay relativity and difference and bargaining processes and pay. It traces the history and recent transformation of award pay and tribunal regulation in Australia, including national wage minima, job and skill-based award rates and relativities, gender-specific pay and pay inequality, over-award pay and award restructuring. The subject also canvasses a range of current issues, options and trends relating to performance, productivity and merit pay, pay system design and reward management, with particular attention being paid to individual and collective incentive schemes, non-monetary rewards and enterprise-specific pay structures.

### **IROB5704**

#### **Workplace Organisation and Employment**

*Staff Contact: Mr D. Morgan*  
S1 L3 CP20

*Prerequisite:* IROB5701 or IROB5901 or equivalent

Theoretical aspects of workplace relations; workplace diversity and change; modes of management control and employee participation; work design and workplace flexibility; forms of employee resistance and variations in trust relations; occupational versus corporate commitment in different organisational settings; international comparisons of workplace relations; the role of the state in shaping workplace relations; workplace relations and organisational efficiency.

### **IROB5705**

#### **Training and Work Reorganisation**

*Staff Contact: Mr I. Hampson*  
S1 L3 CP20

*Prerequisite:* IROB5701 or IROB5901 or equivalent

Training reform and work reorganisation have become key issues in Australian industrial relations and national development policy. This subject canvasses current debates about work reorganisation and training reform, drawing on overseas experience where useful. It examines influential models of work organisation, like Japanese 'lean production' and Euro-Scandinavian 'Human-centred production'. The ingredients of these new forms of work are highlighted, and their training requirements identified. Training is examined as a key ingredient of successful strategic human resource management, and national development. The

attempts to reform Australia's training system are characterised.

### **IROB5706**

#### **Employment Policy and Practice**

*Staff Contact: School Office*  
S2 L3 CP20

*Prerequisite:* IROB5701 or IROB5901 or equivalent

Examination of the theory, law, award provisions, organisational policy and practice of at least two of the following; affirmative action and equal employment; workers' compensation; grievance procedures; labour and human resource policy.

### **IROB5711**

#### **Employment and Industrial Law**

*Staff Contact: School Office*  
S1 L3 CP20

*Prerequisites:* IROB5701 or equivalent

Nature and purposes of the legal system and industrial law, the law concerning the contract of employment. Trade union law. Industrial law powers of governments. The Commonwealth and New South Wales conciliation and arbitration systems. Awards. Penal sanctions for industrial law. Industrial torts. Topics and issues of importance in the employment and industrial law field.

### **IROB5712**

#### **Negotiations, Bargaining and Advocacy**

*Staff Contact: Ms S. Hammond*  
S2 L3 CP20

*Prerequisite:* IROB5701 or equivalent

This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

### **IROB5713**

#### **Public Policy and Employment**

*Staff Contact: A/Prof B. Dabscheck*  
S2 L3 CP20

*Prerequisite:* IROB5701 or equivalent

The formulation and implementation of public policy impacting upon industrial relations and employment. Theories of the state; public policy models. Current policy issues and options. The interaction between tribunals, parties and public policy evaluation of policy process in Australian and comparative terms. Case studies.

### **IROB5714**

#### **Social Aspects of Work and Employment Relations**

*Staff Contact: Ms D. Fields*  
S2 L3 CP20

*Prerequisite or Corequisite:* IROB5701 or IROB5901 or IROB5906 or equivalent

Micro-sociological elements of discrimination in hiring and promotion at work; gender inequality, equal employment opportunity and affirmative action; types of manager and management control systems; organisational flexibility and productivity; relations between corporate level strategy and workplace practices skill formation and consequences of variations in skill development; the relationship between class and work relations; theoretical perspectives on trade unionism; the application of theory to understanding changes in unionism in industrial societies; late capitalism and the relevance of trade unionism.

#### **IROB5715**

##### **Wages and Incomes Policy**

*Staff Contact: A/Prof B. Dabscheck*  
SS L3 CP20

*Prerequisite:* ECON5100

Relationships between movements in wage and salary income to desired economic objectives. Formulation and administration of wages and incomes policies and the role of trade unions, employers and government institutions. Overseas experience; implications for Australian practices, institutions and policies. Evolution of wage concepts and standards. Wage structure, relativities and differentials. Trade union pushfulness and product pricing decisions. Earnings draft. Principles or criteria for wage fixation, including capacity to pay, 'needs' elements, productivity gearing, minimum and social wage levels and manpower issues.

#### **IROB5716**

##### **Industrial Relations Research Methodology**

*Staff Contact: School Office*  
SS L3 CP20

*Prerequisite:* IROB5702 or equivalent

Principles procedures, techniques and data sources used for research in industrial relations.

#### **IROB5717**

##### **Industrial Relations Theory**

*Staff Contact: School Office*  
SS L3 CP20

*Prerequisite:* IROB5702

This subject covers major theoretical developments within academic industrial relations; theories of the labour movement, in particular the work of the Webbs, Lenin, Commons, Perlman and Hoxie; and developments within the tradition of grand theory, including Dunlop's systems model, Kochar's refinements, pluralism, marxism, corporatism and theories of regulation. Australian works are examined and analysed to relate discussion to the Australian scene.

#### **IROB5720**

##### **Industrial Relations in Developing Countries in the Asia Pacific Region**

*Staff Contact: School Office*  
SS L3 CP20

*Prerequisite:* IROB5702 or equivalent

This subject explores the relationship between development and industrial relations in a number of developing countries, such as Malaysia, Indonesia, the Philippines and Papua New Guinea. Among other things, it focuses on pre-entry and post-entry workforce, socialization, the origins and struggles of labour movements, the quality of workforce compliance with government development

strategies and employer demands. Comparisons are made with other countries - the region at different stages of development.

#### **IROB5731**

##### **Special Topic in Australian Industrial Relations**

*Staff Contact: School Office*  
S1 L3 CP20

*Prerequisite:* IROB5702

A specifically assigned project, program or set of readings relating to Industrial Relations.

#### **IROB5732**

##### **Special Topic in International and Comparative Industrial Relations**

*Staff Contact: School Office*  
S2 L3 CP20

*Prerequisite:* IROB5702 or Admission to MCom (Hons) degree

A specifically assigned project, program or set of readings relating to Industrial Relations.

#### **IROB5733**

##### **Advanced Seminar in Industrial Relations**

*Staff Contact: School Office*  
S2 L3 CP20

*Prerequisite:* IROB5702 or Admission to MCom (Hons) degree

Selected advanced topics from the literature of Industrial Relations theory and application.

#### **IROB5734**

##### **Advanced Seminar in International and Comparative Industrial Relations**

*Staff Contact: School Office*  
S2 L3 CP20

*Prerequisite:* IROB5702 or Admission to MCom (Hons) degree

Selected advanced topics from the literature of Industrial Relations theory and application.

#### **IROB5737**

##### **Industrial Relations Research Seminar**

*Staff Contact: School Office*  
CP20

#### **IROB5750**

##### **Project Report (Industrial Relations)**

*Staff Contact: School Office*  
CP40

*Prerequisite:* Approval from the Head of School

#### **IROB5751**

##### **Thesis (Industrial Relations)**

*Staff Contact: School Office*  
CP120

#### **IROB5900**

##### **Social and Organisational Analysis**

*Staff Contact: School Office*  
SS L3

*Prerequisite:* Nil

This subject examines the core concepts and theories underlying modern organisational practice, drawing principally from the discipline of sociology. Topics covered in-

clude the evolution and development of social and organisational theory, sociological paradigms and implications for organisational analysis, bureaucracy, organisational design and development, and current topics such as regulation and privatisation, participative democracy and the future of Australian manufacturing industry. A practical focus is maintained through the use of Australian case studies.

#### **IROB5901**

##### **Organisational Behaviour**

*Staff Contact: Mr J. Holt*

S1 or S2 L3 CP20

*Prerequisite:* Nil

*Note/s:* Excluded IROB5906, PSYC7100.

This subject seeks to explain human behaviour within organisations. It draws predominantly from the behavioural science disciplines of psychology and social psychology. Its foci are the individual, the group, and the behavioural processes involved in organisation integration, change and development. Topics covered include personality, attitudes and values, motivation and learning, interpersonal behaviour, group dynamics, leadership and teamwork, decision-making, power and control.

#### **IROB5903**

##### **Organisational Change and Development**

*Staff Contact: Dr A. Bordow*

S1 L3 CP20

*Prerequisite:* IROB5901 or IROB5701

The theory and practice of change in organisations with special attention to applied behavioural science methods for achieving sustained improvement in performance at the individual, group and system levels. Methods and topics examined include: diagnostic approaches, organisational culture and change, action research, organisational learning, strategic planning for change, organisational transitions, structural redesign, teambuilding and skills of change agent intervention.

#### **IROB5904**

##### **Corporate, Management and Union Strategy**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* IROB5901 or equivalent

This subject deals with theories of strategy, strategic planning and implementation, and the concept and exercise of strategic choice. It is distinguished from conventional managerial approaches to strategic planning by its application to labour-management-relations and by its inclusion of trade union strategies. For both organised labour and for management, the management of strategy is a particular focus of the subject.

#### **IROB5905**

##### **Action Research**

*Staff Contact: Dr A. Bordow*

S2 L3 CP20

*Prerequisite:* IROB5901 or IROB5906 or equivalent

The foundations, purposes and strategies for doing research in organisational settings. Historical and epistemological background to the development of contemporary action research. Skills, methods and instrumentation. How action research is initiated, conducted and evaluated. Consulting and action research. Action research made from the

inside. Action research for organisational change. Accountability and ethics for the action researcher. Towards an action research framework.

#### **IROB5906**

##### **Human Resource Management in Context**

*Staff Contact: Dr L. Taksa*

S1 L3 CP20

*Prerequisite:* Nil

*Note/s:* Excluded IROB5901

Theories of organisational behaviour and management will be examined in order to locate Human Resource Management in historical, conceptual and practical contexts. Changing factors that shape the organisation of work, worker and managerial responses and action will be considered with specific focus on their relationship to power, conflict, control, motivation, group interaction and culture. The role of Human Resource Management in the implementation of organisational change will be included.

#### **IROB5907**

##### **Human Resource Management Processes**

*Staff Contact: Dr L. Taksa*

S2 L3 CP20

*Prerequisite:* IROB5906 or IROB5701 or IROB5901 or equivalent

Theoretical foundations of Human Resource Management; power and authority of HRM function. Examination of policies and strategies developed by employers to organise and reward their employees. Values underlying such policies; controversies surrounding their development and implementation; the way in which organisational dynamics influence their operation. The interface between HRM policies and the regulatory, social and organisational contexts; the operation of HRM policies in different business sectors and countries.

#### **IROB5908**

##### **Strategic Human Resource Management**

*Staff Contact: Dr L. Taksa*

S2 L3 CP20

*Prerequisite:* IROB5907

This subject deals with the integration of human resource management and corporate strategy and examines the way employment policies can create alignment between the internal and external environments of the organisation. It specifically examines the formulation, selection and implementation of human resource strategies, and deals with issues such as performance appraisal, competency development, corporate acculturation and management of corporate and cultural change. In addition, it analyses and evaluates competing human resource management packages and the issue of cultural and national transferability of human resource policies.

#### **IROB5911**

##### **New Technology and Employment Relations**

*Staff Contact: Dr J. Mathews*

SS L3 CP20

*Prerequisite or Corequisite:* IROB5701 or IROB5901 or equivalent

The characteristics and diffusion of new technology. Ideologies associated with technological change. The role of the state in regulating the impact of new technology. Education and training for the information society. Managing

new technology in a variety of organisational settings. New technology in relation to work design, skills and the work environment. Stress and job satisfaction in relation to new technology. Emerging forms of work organisation and authority associated with flexible specialisation and the paperless office. Union strategy and effectiveness in regulating technological change. New technology as a critical factor shaping a new type of society.

#### **IROB5912**

##### **International Dimensions of Organisational Behaviour**

*Staff Contact: Mr J. Holt*

S2 L3 CP20

*Prerequisite:* IROB5901 or equivalent

This subject provides a comparative focus to the study of organisations in global context by exploring how organisation, management and employment systems differ across cultural frameworks. The effects of culture on the structure of national organisational systems, corporate transnational systems, and international HRM are also examined. Other topics include the transferability of management systems and techno-cultures across cultural boundaries, and the 'convergence versus divergence' thesis. Where possible, case studies contrasting Asian with Australian perspectives are used.

#### **IROB5913**

##### **Organisational Power and Politics**

*Staff Contact: Dr A. Bordow*

S1 L3

*Prerequisite:* IROB5901 or equivalent

Understanding power and political strategies, structures, organisational relationships and action in public and private sector organisations. Specific focus will include political models of organisations, sources of organisational power and conflict, control over decision-making and discretion of tactics, symbols, language and the mobilization and perpetration of power. Ethics, rights and representation of individual interests and values will be explored.

#### **IROB5914**

##### **Organisational Communications**

*Staff Contact: Dr A. Bordow*

S1 L3 CP20

*Prerequisite:* IROB5901 or equivalent

Review of contemporary scholarship and assessment of the current status of the field; critical appraisal of the functionalist and interpretivist schools of thought; development of new methodologies for researching and consulting; analysis of a communication problem in an existing organisation; bringing about change. All students will carry out a field investigation and use new communications technology as part of their course work.

#### **IROB5915**

##### **Human Potentialities**

*Staff Contact: Dr A. Donovan*

S2 L3 CP20

*Prerequisite or Corequisite:* IROB5901 or equivalent

This subject follows an empirical and experiential approach to the study of human potentialities. Issues explored include: human dominance and destructiveness; the dynamics of awareness; intentionality and holonomy; skilled

performance; human creativity; the individuation process; methods of realizing potential, perennial and modern.

#### **IROB5918**

##### **Organisational Dynamics**

*Staff Contact: Dr A. Donovan*

S2 L3 CP20

*Prerequisite:* IROB5901

*Note/s:* This subject may not be offered each year.

This subject explores the new understanding of organisational dynamics coming from the converging paths of cognitive science, psycho-dynamic theory and the sociological critique of technocratic rationality. Topics examined include: organisations as flux and transformation; organisations as the enactment of psychic defences; open systems theory and beyond; the demise of linear rationality and the rise of chaos and complexity; modernity, post-modernity and human organisation; managerial action in a new cultural milieu.

#### **IROB5920**

##### **Men and Women in Organisations**

*Staff Contact: Dr L. Taksa*

S2 L3 CP20

*Prerequisite:* Nil

This subject presents a multi-disciplinary overview of the issues and problems pertaining to gender relations in organisations. It evaluates a range of concepts and methods necessary for understanding the processes and structures responsible for the current position of men and women as employees and managers in both the public and private sectors. Topics covered from the perspective of gender relations include: labour market segmentation, industrial relations theory and practice, the role of the state, organisational power and politics, Equal Employment Opportunities and the functioning of the merit principle and the use of post-modernist theory for understanding the operation of human resource management and organisational culture.

#### **IROB5921**

##### **Management in Cross-Cultural Contexts**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Nil

This subject examines how the dynamics of culture impact on the process of managing organisations in culturally diverse settings. Topics include: conceptual and methodological issues related to the study of culture; the psychological and sociological basis of cultural variation; the role of culture in shaping work-related cognitions; the problems and implications of cultural variation for the functions of cross-cultural management such as inter-cultural communication; cross-cultural leadership; cross-cultural negotiation; and cross-cultural awareness. Other issues such as transferability and the convergence and divergence thesis are also addressed.

#### **IROB5931**

##### **Special Topic in Organisational Behaviour**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval from the Head of School

This subject is available only to final-year students specialising in organisational behaviour, who have a distinguished record and who wish to carry out specific investigation or

project. Approval from the co-ordinator of the program must be obtained prior to enrolling in this subject. However, before approaching the co-ordinator for approval, a student must have discussed his or her proposal with a member of staff who might be expected to supervise the project.

#### **IROB5932**

##### **Advanced Seminar in Organisational Behaviour**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval from the Head of School

Advanced topics chosen each year from recent developments in theories of organisational behaviour.

#### **IROB5933**

##### **Advanced Seminar in Social and Organisational Analysis**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval from the Head of School

Recent advances in organisation theory; development of increased personal maturity and interpersonal skills; small group theory and its application to work groups; strategies for the management of organisational change, including conflict management, intergroup co-ordination and organisational design; sociotechnical systems theory. Advanced topics chosen from recent developments in theories of organisational behaviour.

#### **IROB5941**

##### **Special Topic in Human Resource Studies**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval from the Head of School

A specifically assigned project, program or set of readings relating to Human Resource Studies.

#### **IROB5943**

##### **Advanced Seminar in Human Resource Studies A**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organisational Behaviour

Selected advanced topics from the literature of Human Resources theory and application.

#### **IROB5944**

##### **Advanced Seminar in Human Resource Studies B**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* Approval of the Head of School

Selected advanced topics from the literature of Human Resources theory and application.

#### **IROB5946**

##### **Managing Occupational Health and Safety**

*Staff Contact: Prof M. Quinlan*

S2 L3 CP20

*Prerequisite:* IROB5901

This subject provides a multi-disciplinary and critical approach to the study of occupational health and safety. Approaches to OHS as a management function and perspectives on the understanding of the phenomena are examined. The subject also covers hazard identification,

the development and nature of legal regulation, the industrial relations of safety and approaches to rehabilitation.

#### **IROB5947**

##### **Performance Management**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* IROB5900

The subject focuses on the coordination and execution of organisational work tasks. It covers the relation between organisational strategy and the purposes of separate units, setting objectives, formal monitoring and performance evaluation, appraisal systems and job design, performance related pay and remuneration. Critical issues centred on managing equity, affirmation action and equal opportunity and the role of social and work norms in performance are covered.

#### **IROB5948**

##### **Human Resources Development**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* IROB5900

This subject focuses on the skills, career and occupational development of people in organisations. Human resource planning, gap analysis of supply and demand, training, needs analysis, learning systems, program development, internal and external training policy, career planning and internal labour markets are key topics in the subject. Recruitment and selection, management development, employee contribution and trade union involvement are among other areas addressed.

#### **IROB5949**

##### **International Human Resource Management**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisite:* IROB5907

This subject examines the implications of culture on the process of managing the human resources in multinational or global corporations. Topics include: The HRM function in cultural perspective; the problematics and implications of culture on personnel selection and repatriation for overseas assignments, issues relating to the varied training and development needs of expatriate and national staff, international labour relations; motivating and leading human resources in international context. The subject also deals with the current issues relating to performance management of the global organisation.

#### **IROB5950**

##### **Project Report (Organisational Behaviour)**

*Staff Contact: School Office*

CP40

*Prerequisite:* Approval from the Head of School

#### **IROB5951**

##### **Thesis (Organisational Behaviour)**

*Staff Contact: School Office*

C120

#### **IROB5952**

##### **Project Report (Human Resource Management)**

*Staff Contact: School Office*

CP40 *Prerequisite:* Approval from the Head of School



**IROB5954****Thesis (Human Resource Management)***Staff Contact: School Office*

CP120

*Prerequisite: Approval from the Head of School*

---

**Information Systems****INFS5848****Information Systems Project Management***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite: INFS5988*

An introduction to the central concepts and issues of project management and the practical benefits of project planning and management together with resource management. Practical sessions in project planning and the use of a computer based management tool. Additional topics include customer focus, lifecycle customization, work packages, progress monitoring, risk evaluation, quality management, vision and change control, people skills, and training.

**INFS5905****Information Systems Auditing***Staff Contact: School Office*

S2 L3 CP20

*Prerequisites: INFS5988*

Management of information systems audit and the evaluation of IT management. Analysis and review of internal controls in contemporary computer installations and applications. Use of basic and advanced information systems audit techniques and methodologies, including audit software, integrated test facility, and concurrent auditing techniques. Technology audit reviews of the audit requirements for such technologies as LANs, EDI, and expert systems. Legal and professional requirements, and computer abuse/fraud auditing. Review of future IS audit techniques, methodologies, research and social implications.

**INFS5925****Object-oriented Information Systems***Staff Contact: School Office*

S2 L3 CP20

*Prerequisites: INFS5988 and INFS5992*

Systems development methodologies based on the object-oriented approach. Techniques of analysis and design (concepts and notation). Information systems implementation using at least one specific object-oriented language; and including concepts of objects, classes, abstract data types, inheritance, polymorphism, dynamic binding and software reusability.

**INFS5926****Advanced Data Management***Staff Contact: School Office*

S1 L3 CP20

*Prerequisites: INFS5988 and INFS5992*

The principle and practice of data administration in a large organisation. Design, redesign and tuning of database.

Distributed databases and database management systems. Reliability, security and integrity of the database.

**INFS5927****Knowledge Based Information Systems***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite: INFS5957*

Knowledge acquisition and representation methods, including knowledge engineering as applied to knowledge-based systems. Inferential mechanisms, artificial intelligence hardware (KBS) and software applicable to knowledge based information systems. Evaluation, with project work, of (KBS) tools and techniques in specified problem domains.

**INFS5928****Software Engineering Management***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: INFS5988*

Software engineering management and measurement of complex systems, software development maturity, project planning and management, estimation models and techniques, project scheduling, software quality, reliability, assurance, software productivity models.

**INFS5929****Advanced Software Engineering***Staff Contact: School Office*

S1 L3 CP20

*Prerequisites: INFS5928 and INFS5992***Note/s:** Not offered in 1996.

Advanced construction of software systems, configuration management, object technologies and emerging trends in software engineering management.

**INFS5953****Information Systems Management***Staff Contact: School Office*

S2 L3 CP20

*Prerequisites: INFS5988 and INFS5992*

This subject aims to assist students to develop their knowledge and understanding of important issues involved in the management of information systems in organisations and their ability to critically analyse these issues. Management of information systems will be considered at strategic, tactical and operational levels. Particular emphasis will be given to the management of enterprise-wide and inter-organisational systems and planning for their strategic use. Students without knowledge of and experience in management or the use of IS in organisations may wish to take the subject INFS4848/INFS5848 before this subjects.

**INFS5957****Information and Decision Technology***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite: Nil*

The role of information and models in managerial decision making and prediction. The role of information systems in decision making. Assessing the value of information systems and the contribution of information in decision making under uncertainty. The role of information in managerial

prediction and forecasting. The development of computer based models to support tactical management.

#### **INFS5982**

##### **Advanced Data Communications**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* INFS5983

*Note/s:* Not offered in 1996.

Client server and local area network architectures, network specification, design and management. Wide area networks, packet switch and frame relay systems. Specification of corporate network strategies.

#### **INFS5983**

##### **Business Data Communications**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* INFS5988

Data communication networks, interfaces between networks and computers, data communications software, standard communication protocols, network architectures, distributed databases, design of information systems which include data communications.

#### **INFS5984**

##### **Information Systems Security**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* INFS5983 and INFS5992

A review of concepts, theory, methodologies and techniques discussed in IS security literature and current practice. Information systems security management, risk analysis and management, physical and logical security, database and telecommunications security, continuity planning, computer abuse, as well as legal and social issues are examined. Students will undertake case studies using the University's computing facilities and laboratories to provide them with a better understanding of computerised security techniques used in practice.

#### **INFS5986**

##### **Research Topics in Information Systems 1**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Approval from the Head of School

The development of science. Alternative social science research methodologies - case study, normative, laboratory, field studies and field tests. The research process. Judgement in research. Statistical analysis of research data and interpretation of results. Writing the research report.

#### **INFS5987**

##### **Research Topics in Information Systems 2**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* Approval from the Head of School

A detailed study of current information systems research in the fields of decision support systems, information systems administration and distributed systems.

#### **INFS5988**

##### **Business Information Systems**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

This subject aims to provide an introduction to the use and management of information systems in business. This subject will assist students to develop their knowledge and understanding of the role of information systems in business organisations, and components and disciplines which comprise information systems. This subject will also assist students to develop their capabilities to critically apply the disciplines of information systems and to use application software in support of typical managerial tasks. Application software will include word processing, spreadsheets and personal databases.

#### **INFS5989**

##### **Information Systems Design**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* INFS5988

An understanding of the role and expectations of a systems analyst in the context of the organisational environment, exploring and using the tools and techniques available to the systems designer, expanding and building on the framework of analysis and design acquired from the other subjects and student experiences.

#### **INFS5991**

##### **Decision Support Systems**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* INFS5988

Information used for decision making and the application of information technology to assist or support the decision making process. Topics include decision making models, the impact of different management styles, the use of decision tools and the development of decision support systems including issues of model management and interface design. Practical examples of decision support systems are examined as are executive information systems and computer mediated communications within an organisation.

#### **INFS5992**

##### **Data Management**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

A review of data management principles including both simple and complex file designs, and the concept of database management systems. Alternative database management system architectures, including network hierarchical and relational approaches. Database query systems, including relational algebra. Case studies and assignments embodying these principles.

#### **INFS5993**

##### **Special Topic in Information Systems**

*Staff Contact: School Office*

S1 or S2 L3 CP20

*Prerequisite:* Approval from the Head of School

A specially assigned project, program or set of readings relating to information systems research.

**INFS5994****Thesis**

*Staff Contact: School Office*  
CP120

**INFS5998****Project Seminar**

*Staff Contact: School Office*  
CP20

*Prerequisite:* Approval from the Head of School

*Note/s:* Not offered 1996.

**INFS5999****Project Report**

*Staff Contact: School Office*  
CP40

*Prerequisite:* Approval from the Head of School - open to advanced students only

**Open Learning Subjects**

The following subjects are only available to students enrolled in Open Learning programs offered by the Australian Centre for Management Accounting Development (ACMAD).

**INFS5995****Information Systems Management**

*Staff Contact: ACMAD (02) 385 5913*

S1 or S2 CP20

*Prerequisite:* Nil

This subject addresses the organisational need for information management and systems technologies available to support this purpose. Topics covered include: strategic importance of information; information systems planning; organisational structure and configuration of information systems; management of communications; management of end user computing; computer based support for executive decision making; security, risk and audit; people - the important resource; emerging technologies.

---

## **Japanese Business Studies (School of Asian Business and Language Studies)**

**JAPN5100****Business Japanese A**

*Staff Contact: Mr K. Teruya*

S1 L3 CP20

*Prerequisite:* Nil

Aims to develop basic communicative competence in spoken Japanese and to introduce written Japanese. Provides students with basic ability to interact with Japanese in daily life and business situations.

**JAPN5101****Business Japanese B**

*Staff Contact: Mr K. Teruya*

S2 L3 CP20

*Prerequisite:* JAPN5100

Designed to continue on from JAPN5100. Aims to continue the development of basic communicative competence in spoken and written Japanese. Concentrates on the application of language skills in a range of specific business activities.

**JAPN5102****Business Japanese C**

*Staff Contact: Ms S. Schaefer*

S1 L3 CP20

*Prerequisite:* JAPN5101

Aims to equip students with early-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas.

**JAPN5103****Business Japanese D**

*Staff Contact: Ms S. Schaefer*

S2 L3 CP20

*Prerequisite:* JAPN5102

Continues from JAPN5102 and aims to equip students with high-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas with an emphasis on the politeness sector.

**JAPN5210****Japanese Professional Communication 1A**

*Staff Contact: Ms H. Masumi-So*

S1 L3 CP20

*Prerequisite:* Approved 3 year degree in Japanese

*Corequisite:* JAPN5211

Provides students with opportunities to develop late-intermediate interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as video camera and VCR will be used extensively. Class work includes the study of various levels of formality. Students are introduced to a series of genuine Australia-Japan contact situations where they exercise their acquired skills.

**JAPN5211****Japanese Professional Communication 1B**

*Staff Contact: Ms H. Masumi-So*

S1 L3 CP20

*Prerequisite:* Approved 3 year degree in Japanese

*Corequisite:* JAPN5210

Provides students with opportunities to develop late-intermediate interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for practical applications. One major project will be required in the student's area of interest.

**JAPN5212****Japanese Professional Communication 1C***Staff Contact: Ms H. Masumi-So***S2 L3 CP20***Prerequisite: JAPN5211**Corequisite: JAPN5213*

Provides students with opportunities to develop early-advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television and radio broadcasting from Japan, video camera and VCR will be used extensively. Class work includes public speaking and intensive aural comprehension of news items. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

**JAPN5213****Japanese Professional Communication 1D***Staff Contact: Ms H. Masumi-So***S2 L3 CP20***Prerequisite: JAPN5211**Corequisite: JAPN5212*

Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of publications in the fields of business, technical and social sciences and writing of a project report. One major project will be required in the student's area of interest.

**JAPN5220****Japanese Professional Communication 2A***Staff Contact: Ms S. Iida***S1 L3 CP20***Prerequisite: JAPN5213**Corequisite: JAPN5221*

Provides students with opportunities to develop advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with native Japanese speakers from the local Japanese community and/or from Japan. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

**JAPN5221****Japanese Professional Communication 2B***Staff Contact: Ms S. Iida***S1 L3 CP20***Prerequisite: JAPN5213**Corequisite: JAPN5220*

Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for professional applications. One major project will be required in the student's area of interest.

**JAPN5222****Japanese Professional Communication 2C***Staff Contact: Ms S. Iida***S2 L3 CP20***Prerequisite: JAPN5221**Corequisite: JAPN5223*

Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive listening to authentic materials and public-speaking practice through the use of a variety of methods such as video-shooting and replay, visitor's sessions, and visit sessions. Students are introduced to common rules of and strategies for Australia-Japan contact situations. Individualised learning in the fully-computerised Language Resource Centre is encouraged.

**JAPN5223****Japanese Professional Communication 2D***Staff Contact: Ms S. Iida***S2 L3 CP20***Prerequisite: JAPN5221**Corequisite: JAPN5222*

Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive reading of authentic materials and writing of documents for formal business situations. Students are introduced to common rules of and strategies for Australia-Japan contact situations. One major project will be required in the student's area of interest.

**JAPN5230****Japanese Professional Communication 3A***Staff Contact: Ms Y. Hashimoto***S1 L3 CP20***Prerequisite: JAPN5223**Corequisite: JAPN5231*

Designed to develop near-native interactive competence in speaking and listening in professional and business settings. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with selected native Japanese speakers from the local Japanese community and/or from Japan. Learners are encouraged to acquire skills in monitoring their own performance in contact situations.

**JAPN5231****Japanese Professional Communication 3B***Staff Contact: Ms Y. Hashimoto***S1 L3 CP20***Prerequisite: JAPN5223**Corequisite: JAPN5230*

Designed to develop near-native interactive competence in reading and writing in professional and business settings. Learners are expected to develop skimming and scanning skills through extensive and intensive readings of authentic materials. They are also expected to acquire writing skills for wide-ranging professional and social situations. One major project will be required in the student's area of interest.

**JAPN5232****Japanese Professional Communication 3C***Staff Contact: Ms Y. Hashimoto*

S2 L3 CP20

*Prerequisite:* JAPN5231*Corequisite:* JAPN5233

Designed to develop near-native interactive skills in speaking and listening in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction.

**JAPN5233****Japanese Professional Communication 3D***Staff Contact: Ms Y. Hashimoto*

S2 L3 CP20

*Prerequisite:* JAPN5231*Corequisite:* JAPN5232

Designed to develop near-native interactive skills in reading and writing in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction. One major project will be required in the student's area of interest.

**JAPN5300****Special Topics in Japanese Business Studies***Staff Contact: A/Prof W. Purcell*

S1 or S2 L3 CP20

*Prerequisites:* Approval from the Head of School

A specially assigned project, program or set of readings relating to contemporary issues in Japanese Business Studies. Entry is only with permission of Head of Unit for students who wish to carry out a specific investigation or project.

**JAPN5310****Advanced Japanese Studies Seminar***Staff Contact: A/Prof W. Purcell*

S1 or S2 L3 CP20

*Prerequisites:* JAPN5212 or higher and approval from the Head of School

Provides students with opportunities to read and discuss a selected topic or topics in the Japanese language. The topic(s) will be chosen from a wide range of subjects in the field of Japanese Studies. Aims to help develop skills required to attain near-native fluency in educated Japanese.

**JAPN5320****Hospitality Japanese***Staff Contact: Ms F. Osho*

S2 L3 CP20

*Prerequisite:* JAPN5102*Note/s:* Excluded: JAPN5210 or higher Japanese language units.

Aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasises comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

**JAPN5999****Project Report***Staff Contact: School Office*

CP40

*Prerequisite:* Approval from the Head of School

---

**Marketing****MARK5811****Japanese Society and Culture A***Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil*Note/s:* Excluded: MARK5801.

Japanese society and culture, specifically the areas relating to economic life and business behaviour. Moral and philosophical assumptions, the 'Family System' and socialization patterns, the education system and other social and cultural features. Examination of such concepts as 'Groupism', 'The Vertical Society' and 'Oyabun-kobun'.

**MARK5812****Japanese Society and Culture B***Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* MARK5811*Note/s:* Excluded: MARK5802.

More detailed treatment of the issues introduced in MARK5801. Intercultural influence and Japanese nationalism, the adoption of European and American systems and practices in the modern period, and recent economic and political problems.

**MARK5901****Issues in Consumer Analysis***Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

More detailed treatment of material covered in MARK5911. Greater stresses laid on the environment of decision making. This covers historical antecedents to consumer behaviour and their impact on the culture of consumption concepts of environmental and their influence on individual decision making, the social psychology of consumption, the ecology of learning and perception, the role of emotion in choice and the ways in which these considerations impact on marketing strategy, eg product formulations, mass communication.

**MARK5902****Elements of Marketing***Staff Contact: School Office*S1 L3 CP20 *Prerequisite or corequisite:* one core unit

The course is a blend of theory and practical application. The central theme running throughout the teaching program is that marketing is not a fragmented assortment of actions and functions taking place among disconnected institutions operating in isolation. Rather it is a total system of business action. The task of managing a marketing operation involves strategic and tactical decision making. It also demands an understanding of the structure of the

marketing system, the various institutions that make up that system, and the role of each institutions that make up that system, and the role of each institution within the system.

#### **MARK5903**

##### **International Marketing**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

Character and dimension of the political, economic, modernization (including administrative) and social aspects affecting international marketing; the dynamic relationship between the environmental aspects and international domestic marketing. Operational aspects of international marketing; nature of competition marketing structure and channels, trade barriers, etc., as well as international, regional, sub-regional economic groupings with emphasis on marketing in Asia, particularly Japan.

#### **MARK5904**

##### **Marketing Communication**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

*Note/s:* Excluded HQSP5906

This subject introduces students to communication management. It takes an integrated approach to developing strategies. The focus of the course is the management of communication with customers, public bodies and community interest groups. Topics will include: communication theory and strategic planning in relation to product/brand information; sales promotion and interpersonal communication. Specific attention is given to media and message planning, costing, evaluation, direct communication, planning and public relations management.

#### **MARK5905**

##### **Marketing Strategy**

*Staff Contact: School Office*

S1 L3 C20

*Prerequisites:* MARK5902 and MARK5911 and approval from the Head of School

Plays an integrating role, enabling students to consider the implication of the specialised courses for the problem of formulating marketing strategy.

#### **MARK5906**

##### **Retailing**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

This subject is designed to acquaint students with retail marketing and management principles and to give an understanding of the functions, problems and practices of retail management. A conceptual model of retailing will be presented at different levels of the model studies, form a strategic marketing viewpoint. The subject also aims to increase students' understanding of the key role of merchandise management in the successful operation of a retail organisation. Throughout the course there is an emphasis on the case method and experiential learning. Site visits and guest lecturers from the industry will be involved. A major component of the course is the completion of a strategic plan for a retail business concept.

#### **MARK5907**

##### **Contemporary Marketing Issues**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* One core unit

*Note/s:* Enrolment in this subject is restricted to 60 students.

Varies from year to year, but subject matter is drawn from such topics as consumerism, ethics in marketing, the role of marketing systems in economic development, power and conflict in marketing channel systems and resale price maintenance.

#### **MARK5910**

##### **Marketing Distribution and Logistics**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

This subject introduces concepts and issues relating to the internal/external distribution of products and information. Particular attention is given to the development of distribution strategies within the overall marketing plan. Key factors addressed are logistics, channel selection, location choices and communication networks. Use of case history material is a feature of the subject.

#### **MARK5911**

##### **Consumer Analysis**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisites:* One core unit

Major concepts and theories from the social and behavioural sciences provide a background to the study of why people buy. Behavioural topics include perception, attitude and decision-making processes, and the psychology of purchases. Social science topics include values and lifestyles, mass communication and advertising, and buyer-seller relationships.

#### **MARK5913**

##### **Marketing Management CP20 Prerequisites:**

**MARK5902 and MARK5911**

#### **MARK5914**

##### **Marketing Research**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5928

Practical introduction to marketing research. Tools and techniques of research and their use in the project approach to information gathering. Problem definition and research design, questionnaire design, sampling, interviewing, interpretation and reporting. Quantitative techniques of data analysis and significance testing.

#### **MARK5915**

##### **Marketing Models**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

This is an advanced course covering: modelling marketing phenomena; mathematical forms and calibration; consumer behaviour models; evaluation, preference, choice models; product design and development models; sales models for new products; diffusion and trial/repeat models; marketing mix decisions; pricing; advertising, distribution,

salesforce models; decision support systems; and spreadsheets and their practical use for developing complex models.

#### **MARK5916**

##### **New Product Development**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

This is an advanced course covering issues involved in developing and bringing to market new products and services; opportunity identification, idea generation, segmentation; design, consumer measurement, perceptual mapping, forecasting; market testing; and implementation, launch and post-launch monitoring.

#### **MARK5917**

##### **Marketing in Asia**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

*Note/s:* Not offered 1996.

This subject examines conceptual and descriptive aspects of the management of the marketing process in Asia and the challenges of operating in such a diverse geographic area. Attention is given to issues such as the external environment of firm, product development, promotional activities, business-to-business negotiations and traditional business philosophy. Guest lecturers and case studies highlight key points.

#### **MARK5918**

##### **Japanese Business A**

*Staff Contact: School Office*

S1 L3 CP20

*Prerequisite:* Nil

*Note/s:* Excluded: MARK5908.

Multi-sided introduction to Japan, explaining the major features of the country's business system and business behaviours in economic, sociological, cultural and historical terms, including government-business relations, money and banking, management and labour, marketing and distribution and oligopolistic trading companies.

#### **MARK5919**

##### **Japanese Business B**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* MARK5918

*Note/s:* Excluded: MARK5909.

Japanese business and business activities today, both domestic and international. Emergence of Zaibatsu industrial/banking conglomerates and the multinational trade/development companies, interactions amongst government and consumers, foreign companies in Japan, growth of Japanese-Western business interactions and negotiations.

#### **MARK5922**

##### **Organisational Marketing**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisite:* MARK5902 and MARK5914

Specific elements of marketing knowledge and planning as they relate to the public and industrial markets are presented. These include assessing market opportunities, ex-

amining the business environment and managing the functional aspects of marketing in an organisational setting. Specific attention is paid to the exchange relationships required in these markets.

#### **MARK5928**

##### **Quantitative Analysis in Marketing**

*Staff Contact: School Office*

S1 and S2 L3 CP20

*Prerequisite:* ECON5203 or equivalent

*Note/s:* Students enrolling in this subject should be aware that it is not a first course in Quantitative Analysis. It assumes a reasonable understanding of quantitative techniques. Students who lack a working knowledge of Quantitative Analysis would be wise to prepare themselves before undertaking this unit.

Students should also have access to a personal computer (either IBM, IBM compatible or Macintosh). Familiarity with computer operation is assumed in this subject.

Mathematics as a language for model building; networks and trees; dynamic programming and resource allocation; decision analysis; linear and nonlinear optimization models; simulation; use of micro computers in marketing decision making.

#### **MARK5929**

##### **Corporate and Marketing Planning and Policy**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

Examines the evolution of marketing systems and relation of the organisation to the social and economic environment. Key topics include growth options; developing competitive strategies and managing change. Central to the subject case analyses of marketing planning and policy, including environmental appraisal, organisational response, product policy, pricing, distribution, promotion and issues relating to consumerism and the development of legislation. Examples are drawn from the public and the private sectors.

#### **MARK5930**

##### **Managerial Elements of Marketing**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* MARK5902 and MARK5911

Managerial elements of marketing is a unit that brings together a number of managerial components. While three dominant themes are usually present; sales planning and business-to-business negotiation, and legal aspects of marketing, other topics may be included, or may even replace one of the dominant themes completely to take advantage of the skills of visiting scholars. Students contemplating undertaking this subject should note that it includes a one-day negotiation workshop run on a weekend and is mandatory part of the course..

#### **MARK5991**

##### **Special Topic In Marketing**

*Staff Contact: School Office*

S2 L3 CP20

*Prerequisites:* Approval from the Head of School

**MARK8926**

**Seminar in Marketing Theory**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisites:* Approval from the Head of School

The nature and development of scientific theories. The evaluation of marketing theory is traced with critical analysis of essential marketing frameworks.

**MARK8927**

**Methods of Marketing Research**

*Staff Contact: School Office*

SS L3 CP20

*Prerequisites:* Approval from the Head of School

Treatment in depth of topics briefly covered in MARK5914 Marketing Research: research design, psychometric attributes of measuring instruments, univariate and multivariate

analysis. Investigation in the form of a project as an exercise in the application of methods studied in the seminar.

**MARK8994**

**Thesis**

*Staff Contact: School Office*

CP120

**MARK8998**

**Research Seminar**

*Staff Contact: School Office*

F S4 CP20

*Prerequisite:* MARK8994

**MARK8999**

**Project Report**

*Staff Contact: School Office*

F S4 CP40

*Prerequisites:* Approval from the Head of School



---

# Conditions for the Award of Degrees

---

## First Degrees

Rules, regulations and conditions for the award of *first degrees* are set out in the appropriate **Faculty Handbooks**.

For the full list of undergraduate courses and degrees offered see *Table of Courses by Faculty (Undergraduate Study)* in the *Calendar*.

The following is the list of *higher degrees, graduate diplomas and graduate certificates* of the University, together with the publication in which the conditions for the award appear.

---

## Higher Degrees

For details of graduate degrees by research and course work, arranged in faculty order, see *UNSW Courses (by Faculty)* in the *Calendar*.

Title	Abbreviation	Calendar/Handbook
<b>Higher Degrees</b>		
Doctor of Science	DSc	Calendar
Doctor of Letters	DLitt	Calendar
Doctor of Laws	LLD	Calendar
Doctor of Education	EdD	Professional Studies
Doctor of Juridical Science	SJD	Law
Doctor of Medicine	MD	Medicine
Doctor of Philosophy	PhD	Calendar
Master of Applied Science	MAppSc	and all handbooks Applied Science
Master of Architecture	MArch	Built Environment
Master of Archives Administration	MArchivAdmin	Professional Studies
Master of Art	MArt	College of Fine Arts
Master of Art Administration	MArtAdmin	College of Fine Arts
Master of Art Education	MArtEd	College of Fine Arts
Master of Art Education(Honours)	MArtEd(Hons)	College of Fine Arts
Master of Arts	MA	Arts and Social Sciences University College
Master of Arts (Honours)	MA(Hons)	Arts and Social Sciences
Master of Art Theory	MArtTh	College of Fine Arts
Master of Biomedical Engineering	MBiomedE	Engineering
Master of Building	MBuild	Built Environment
Master of the Built Environment	MBEnv	Built Environment
Master of the Built Environment (Building Conservation)	MBEnv	Built Environment
Master of Business Administration	MBA	AGSM

Title	Abbreviation	Calendar/Handbook
Master of Business Administration (Executive)	MBA(Exec)	AGSM
Master of Business and Technology	MBT	Engineering
Master of Chemistry	MChem	Science*
Master of Clinical Education	MClinEd	Medicine
Master of Commerce (Honours)	MCom(Hons)	Commerce and Economics
Master of Commerce	MCom	Commerce and Economics
Master of Community Health	MCH	Medicine
Master of Community Paediatrics	MCommPaed	Medicine
Master of Computational Science	MComputationalSc	Science
Master of Computer Science	MCompSc	Engineering
Master of Construction Management	MConstMgt	Built Environment
Master of Couple and Family Therapy	MCFT	Professional Studies
Master of Defence Studies	MDefStud	University College
Master of Design(Honours)	MDes(Hons)	College of Fine Arts
Master of Education	MEd	Professional Studies
Master of Education in Creative Arts	MEdCA	Professional Studies
Master of Education in Teaching	MEdTeach	Professional Studies
Master of Educational Administration	MEAdmin	Professional Studies
Master of Engineering	ME	Applied Science
Master of Engineering <i>without supervision</i>	ME	Engineering
Master of Engineering Science	MEngSc	Engineering
		Applied Science
		University College
Master of Environmental Engineering Science	MEnvEngSc	Engineering
Master of Environmental Studies	MEnvStudies	Applied Science
Master of Equity and Social Administration	MEqSocAdmin	Professional Studies
Master of Fine Arts	MFA	College of Fine Arts
Master of Health Administration	MHA	Professional Studies
Master of Health Personnel Education	MHPED	Medicine
Master of Health Planning	MHP	Professional Studies
Master of Higher Education	MHEd	Professional Studies
Master of Industrial Design	MID	Built Environment
Master of Information Management	MIM	Professional Studies
Master of Information Science	MInfSc	Engineering
Master of International Social Development	MIntSocDev	Professional Studies
Master of Medicine	MMed	Medicine
Master of Landscape Architecture	MLArch	Built Environment
Master of Landscape Planning	MLP	Built Environment
Master of Laws	LLM	Law
Master of Librarianship	MLib	Professional Studies
Master of Management Economics	MMgtEc	University College
Master of Mathematics	MMath	Science*
Master of Medicine	MMed	Medicine
Master of Mining Management	MMinMgmt	Applied Science
Master of Music	MMus	Arts and Social Sciences
Master of Music (Honours)	MMus(Hons)	Arts and Social Sciences
Master of Music Education (Honours)	MMusEd(Hons)	Arts and Social Sciences
Master of Optometry	MOptom	Science*
Master of Policy Studies	MPS	Arts and Social Sciences
Master of Project Management	MProjMgt	Built Environment
Master of Public Health	MPH	Medicine
		Professional Studies
Master of Psychological Medicine	MPM	Medicine

Title	Abbreviation	Calendar/Handbook
Master of Psychology (Applied)	MPsychol	Science†
Master of Psychology (Clinical)	MPsychol	Science†
Master of Real Estate	MRE	Built Environment
Master of Real Property	MRProp	Built Environment
Master of Safety Science	MSafetySc	Applied Science
Master of Science	MSc	Applied Science
		Built Environment
		Engineering
		Medicine
		Science*†
		University College
Master of Science <i>without supervision</i>	MSc	Applied Science
		Built Environment
		Engineering
Master of Science (Industrial Design)	MSc(IndDes)	Built Environment
Master of Social Work	MSW	Professional Studies
Master of Sports Science	MSPSc	Professional Studies
Master of Sports Medicine	MSPMed	Medicine
Master of Statistics	MStats	Science*
Master of Surgery	MS	Medicine
Master of Taxation	MTax	ATAX
Master of Town Planning	MTP	Built Environment
Master of Urban Development and Design	MUDD	Built Environment
<b>Graduate Diplomas</b>		
Graduate Diploma	GradDip	AGSM
		Applied Science
		Architecture
		Arts and Social Sciences
		Commerce and Economics
		Engineering
		Medicine
		Professional Studies
		Science*†
	GradDipArts	Arts and Social Sciences
	GradDipC/F Therapy	Professional Studies
	GradDipClinEd	Medicine
	GradDipCommPaed	Medicine
	GradDipEq&SocAdmin	Professional Studies
	GradDipHEd	Professional Studies
	GradDipHPed	Medicine
	GradDipIndMgt	Engineering
	GradDipIntSocDev	Professional Studies
	GradDipMus	Arts and Social Sciences
	GradDipPaed	Medicine
	GradDipSpMed	Medicine
	DipEd	Professional Studies
	GradDipIM-Archiv/Rec	Professional Studies
	GradDipIM-Lib	Professional Studies
	DipFDA	Science*
<b>Graduate Certificates</b>		
	GradCertArts	Arts and Social Sciences
	GradCertHealthAdmin	Professional Studies
	GradCertHEd	Professional Studies
	GradCertMus	Arts and Social Sciences

\*Faculty of Science

†Faculty of Biological and Behavioural Sciences

## Doctor of Philosophy(PhD)

1. The degree of Doctor of Philosophy may be awarded by the Council on the recommendation of the Higher Degree Committee of the appropriate faculty or board (hereinafter referred to as the Committee) to a candidate who has made an original and significant contribution to knowledge.

### Qualifications

2.(1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor with Honours from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee.

(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment as a candidate for the degree.

### Enrolment

3.(1) An application to enrol as a candidate for the degree shall be lodged with the Registrar at least one month prior to the date at which enrolment is to begin.

(2) In every case before making the offer of a place the Committee shall be satisfied that initial agreement has been reached between the School\* and the applicant on the topic area, supervision arrangements, provision of adequate facilities and any coursework to be prescribed and that these are in accordance with the provisions of the guidelines for promoting postgraduate study within the University.

(3) The candidate shall be enrolled either as a full-time or a part-time student.

(4) A full-time candidate will present the thesis for examination no earlier than three years and no later than five years from the date of enrolment and a part-time candidate will present the thesis for examination no earlier than four years and no later than six years from the date of enrolment, except with the approval of the Committee.

(5) The candidate may undertake the research as an internal student i.e. at a campus, teaching hospital, or other research facility with which the University is associated, or as an external student not in attendance at the University except for periods as may be prescribed by the Committee.

(6) An internal candidate will normally carry out the research on a campus or at a teaching or research facility of the University except that the Committee may permit a candidate to spend a period in the field, within another institution or elsewhere away from the University provided that the work can be supervised in a manner satisfactory to the Committee. In such instances the Committee shall be satisfied that the location and period of time away from the University are necessary to the research program.

(7) The research shall be supervised by a supervisor and where possible a co-supervisor who are members of the academic staff of the School or under other appropriate supervision arrangements approved by the Committee. Normally an external candidate within another organisation or institution will have a co-supervisor at that institution.

### Progression

4. The progress of the candidate shall be considered by the Committee following report from the School in accordance with the procedures established within the School and previously noted by the Committee.

(i) The research proposal will be reviewed as soon as feasible after enrolment. For a full-time student this will normally be during the first year of study, or immediately following a period of prescribed coursework. This review will focus on the viability of the research proposal.

*\*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.*

(ii) Progress in the course will be reviewed within twelve months of the first review. As a result of either review the Committee may cancel enrolment or take such other action as it considers appropriate. Thereafter, the progress of the candidate will be reviewed annually.

### **Thesis**

5.(1) On completing the program of study a candidate shall submit a thesis embodying the results of the investigation.

(2) The candidate shall give in writing to the Registrar two months notice of intention to submit the thesis.

(3) The thesis shall comply with the following requirements:

(a) it must be an original and significant contribution to knowledge of the subject;

(b) the greater proportion of the work described must have been completed subsequent to enrolment for the degree;

(c) it must be written in English except that a candidate in the Faculty of Arts and Social Sciences may be required by the Committee to write a thesis in an appropriate foreign language;

(d) it must reach a satisfactory standard of expression and presentation;

(e) it must consist of an account of the candidate's own research but in special cases work done conjointly with other persons may be accepted provided the Committee is satisfied about the extent of the candidate's part in the joint research.

(4) The candidate may not submit as the main content of the thesis any work or material which has previously been submitted for a university degree or other similar award but may submit any work previously published whether or not such work is related to the thesis.

(5) Four copies of the thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of theses for higher degrees.

(6) It shall be understood that the University retains the four copies of the thesis submitted for examination and is free to allow the thesis to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968, the University may issue the thesis in whole or in part, in photostat or microfilm or other copying medium.

### **Examination**

6. (1) There shall be not fewer than three examiners of the thesis, appointed by the Committee, at least two of whom shall be external to the University.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that one of the following:

(a) The thesis merits the award of the degree.

(b) The thesis merits the award of the degree subject to minor corrections as listed being made to the satisfaction of the head of school.

(c) The thesis requires further work on matters detailed in my report. Should performance in this further work be to the satisfaction of the higher degree Committee, the thesis would merit the award of the degree.

(d) The thesis does not merit the award of the degree in its present form and further work as described in my report is required. The revised thesis should be subject to re-examination.

(e) The thesis does not merit the award of the degree and does not demonstrate that resubmission would be likely to achieve that merit.

(3) If the performance at the further work recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.

(4) The Committee shall, after consideration of the examiners' reports and the results of any further work, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate be permitted to resubmit the thesis after a further period of study and/or research.

### **Fees**

7. A candidate shall pay such fees as may be determined from time to time by the Council.

## Master of Commerce (Honours) (MCom(Hons))

1. The degree of Master of Commerce (Honours) may be awarded by the Council on the recommendation of the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee) to a candidate who has satisfactorily completed a program of advanced study.

### Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee.

(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least two calendar months before the commencement of the session in which enrolment is to begin.

(2) In every case, before permitting a candidate to enrol, the head of the school\* in which the candidate intends to enrol shall be satisfied that adequate supervision and facilities are available.

(3) An approved candidate shall be enrolled in one of the following categories:

(a) full-time attendance at the University;

(b) part-time attendance at the University;

(c) external - not in regular attendance at the University and using research facilities external to the University. Before permitting a candidate to enrol externally, the head of the school in which the candidate intends to enrol shall be satisfied that the candidate can be adequately supervised on an external basis. Formal subjects may not be taken externally.

(4) A candidate shall undertake such formal subjects and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed, and shall demonstrate ability to undertake research by the submission of a thesis embodying the results of an original investigation on a topic approved by the Committee.

(5) A candidate shall maintain an average of credit or better in the formal subjects prescribed for the degree. A full-time candidate shall undertake not more than four subjects in any session. A part-time candidate shall undertake not more than two subjects in any session.

(6) A candidate may also be required to undergo such assessment and perform such other work as may be prescribed by the Committee.

(7) The work on the topic shall be carried out under the direction of a supervisor appointed by the Committee from the full-time academic members of the University staff.

(8) The progress of a candidate shall be reviewed annually by the Committee following a report by the candidate, the supervisor and the head of the school in which the candidate is enrolled and as a result of such review the Committee may cancel enrolment or take such other action as it considers appropriate.

(9) No candidate shall be awarded the degree until the lapse of four academic sessions from the date of enrolment in the case of a full-time candidate or six academic sessions in the case of a part-time or external candidate. In the case of a candidate who has been awarded the degree of Bachelor with Honours or a qualification considered equivalent or who has had previous research experience the Committee may approve remission of up to two sessions for a full-time candidate and three sessions for a part-time or external candidate.

\*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.

(10) A thesis shall be submitted not later than five sessions after the completion of the prescribed formal subjects. In special cases an extension of this time may be granted by the Committee.

### Thesis

4. (1) On completing the program of study a candidate shall submit a thesis embodying the results of the investigation.
- (2) The candidate shall give in writing to the Registrar two months notice of intention to submit the thesis.
- (3) The thesis shall present an account of the candidate's own research. In special cases work done conjointly with other persons may be accepted, provided the Committee is satisfied about the extent of the candidate's part in the joint research.
- (4) The candidate may also submit any work previously published whether or not such work is related to the thesis.
- (5) Three copies of the thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of project reports and theses for higher degrees.
- (6) It shall be understood that the University retains the three copies of the thesis submitted for examination and is free to allow it to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968 the University may issue the project report or thesis in whole or in part, in photostat or microfilm or other copying medium.

### Examination of Thesis

5. (1) There shall be not fewer than two examiners of the thesis, appointed by the Committee, at least one of whom shall be external to the University unless the Committee is satisfied that this is not practicable.
- (2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that:
  - (a) the thesis be noted as satisfactory
  - (b) the thesis be noted as satisfactory subject to minor corrections as listed being made to the satisfaction of the head of the school
  - (c) the thesis requires further work on matters detailed in the report. Should performance in this further work be to the satisfaction of the Higher Degree Committee, the thesis would be noted as satisfactory; or
  - (d) the candidate be noted as unsatisfactory but that the candidate be permitted to resubmit the thesis in a revised form after a further period of study and/or research; or
  - (e) the thesis be noted as unsatisfactory and that the candidate be not permitted to resubmit the thesis.
- (3) If the performance at the further examination recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.
- (4) The Committee shall, after consideration of the examiners, reports and the results of any further examination or prescribed course of study, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate may resubmit the thesis after a further period of study and/or research.

### Fees

6. A candidate shall pay such fees as may be determined from time to time by the Council.

---

## Master of Commerce (MCom)

1. The degree of Master of Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

### Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.  
(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.  
(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the start of the session in which enrolment is to begin.  
(2) A candidate for the degree shall be required to undertake a course of formal study prescribed by the Committee as set out in the course requirements for the Master of Commerce degree and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed.  
(3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.  
(4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

### Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.

---

## Master of Commerce (Customised) (MCom)

1. The customised Degree of Master of Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study approved by the Higher Degree Committee of the Faculty of Commerce (hereafter referred to as the Committee) according to a contract established between the University and the organisation commissioning the program.

### Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee. Except in exceptional circumstances a candidate who has completed a three-year course shall be expected to have had at least one year's appropriate experience.  
(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.



(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe before permitting enrolment.

### **Enrolment and Progression**

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Academic Registrar at least one calendar month before the commencement of the program.

(2) A candidate for the degree shall be required to undertake a course of formal study defined by contract from those programs approved by the Committee as satisfying the course requirements for the Master of Commerce Degree, and shall, except in exceptional circumstances, pass at the first attempt such assessment as prescribed.

(3) The progress of a candidate shall be reviewed periodically by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

### **Fees**

4. A candidate shall pay fees as may be determined from time to time by the Council.

## **Graduate Diploma (GradDip)**

1. A Graduate Diploma may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

### **Qualifications**

2.(1) A candidate for the Graduate Diploma shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.

(2) An applicant who submits evidence of such other academic or professional attainments as may be approved by the Committee may be permitted to enrol for the Graduate Diploma.

(3) If the Committee is not satisfied with the qualifications submitted by the applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### **Enrolment and Progression**

3.(1) An application to enrol as candidate shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the commencement of the session in which enrolment is to begin.

(2) A candidate for the diploma shall be required to undertake such formal study prescribed by the Committee as set out in the course requirements for the Graduate Diploma and pass such assessment as prescribed.

(3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.

(4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

### **Fees**

4. A candidate shall pay such fees as may be determined from time to time by the Council.

---

## Graduate Diploma in Commerce (Customised) (GradDip)

1. The customised Graduate Diploma in Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study approved by the Higher Degree Committee of the Faculty of Commerce and Economics (hereafter referred to as the Committee) according to a contract established between the University and the organisation commissioning the program.

### Qualifications

2. (1) A candidate for the Graduate Diploma shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee. Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.

(2) An applicant who submits evidence of such other academic or professional attainments as may be approved by the Committee may be permitted to enrol for the diploma.

(3) If the Committee is not satisfied with the qualifications submitted by the applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### Enrolment and Progression

3. (1) An application to enrol as a candidate for the diploma shall be made on the prescribed form which shall be lodged with the Registrar at least one calendar month before the commencement of the program.

(2) A candidate for the diploma shall be required to undertake a course of formal study defined by contract and approved by the Committee as satisfying the course requirements for the Graduate Diploma and pass such assessments as prescribed.

(3) The progress of the candidate shall be reviewed periodically by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

### Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.

---

# Scholarships and Prizes

The scholarships and prizes listed below are available to students whose courses are listed in this book. Each faculty handbook contains in its Scholarships and Prizes section the scholarships and prizes available with that faculty. The **General Information** section of the Calendar contains a comprehensive list of scholarships and prizes offered throughout the University. Applicants should note that the awards and conditions are subject to review.

**Key:** V Value T Year/s of Tenure C Conditions

---

## Scholarships

---

### Undergraduate Scholarships

Provided below is an outline of undergraduate scholarships. Students should check the scholarships listed in the General Section and those listed for their Faculty. Students should also consult the Scholarship information for related Faculties. Applicants should note that the awards, conditions and particularly closing dates may vary from year to year.

Unless otherwise indicated application forms and further information are available from the Student Centre (lower Ground Floor, Chancellery) and applications should be submitted by 31 January each year. Applications normally become available four to six weeks before the closing date. Scholarship information is regularly included in the University publication 'Uniken/Focus'.

Students investigating study opportunities overseas should consult Study Abroad which is published by UNESCO and is available in the University library. The UNSW International Student Centre can provide information about exchange programs (see the 'Go Away Travel Scholarship' included in the General section below).

The British Council (tel 02 3262365) may be of assistance for information about study in Britain. The Australian American Education Foundation (tel 06 2479331) can provide information about study in America. Information may also be obtained from the embassy or consulate of the country in which study is proposed and the proposed overseas institution.

Details of overseas awards and exchanges administered by the Department of Employment, Education and Training can be obtained from the Awards and Exchanges Section,

Department of Employment, Education and Training, PO Box 826, Woden, ACT 2606.

---

### General

#### Alumni Association

- V Up to \$1500 pa
- T 1 year with the possibility of renewal
- C Available to students enrolled in any year of a full-time course. Candidates must be the children or grandchildren of Alumni of the University of New South Wales and may be either permanent residents of Australia or international students. Applications close 13 January.

#### Apex Foundation for Research into Intellectual Disability Studentships

- V \$1000 paid in a lump sum
- C Applicant should be preparing a thesis related to intellectual disability. Applications should be in the form of a letter which includes a curriculum-vitae and thesis plan and must be supported by a letter from the Head of School/Department. Applications should be sent to the Honorary Secretary, Apex Foundation Studentships, PO Box 311, Mt Evelyn VIC 3796 by 31 May.

### **Australian Development Co-operation Scholarship (ADCOS)**

- V Tuition fees. Some students may be eligible for airfares and a stipend.
- T Determined by normal course duration
- C This award is for international students from selected countries only. Information should be obtained from the Australian Education Centre or Diplomatic Post in the home country. Conditions and entitlements vary depending on the home country. The closing date is normally early in the year before the year of study.

### **Australian Vietnam Veterans Trust Education Assistance Scheme**

- V \$3,500 pa for the duration of the course.
- C Applicant must be a child of a Vietnam veteran and under the age of 25 at the time of application. The award is subject to the same income test as AUSTUDY. Applicants can be undertaking any year of a Bachelors course. Applications and further information are available from the Trust's Regional Offices in each state capital. Applications close 31 October.

### **General Accident Australian Bicentennial St Andrews Scholarship**

- V £Stg4840
- T Approximately 12 months
- C Applicants should be Australian citizens who are proceeding to Honours in Economics, History, Philosophy, Economic and Social History or Social Anthropology. The awards are for study at St Andrews, United Kingdom. Applications close 12 November.

### **Girls Realm Guild**

- V Up to \$1500 pa
- T 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need
- C Available only to female students under 35 years of age who are permanent residents of Australia enrolling in any year of a full-time undergraduate course. Selection is based on academic merit and financial need

### **Go-Away Travel Scholarships**

- V Up to \$1500 pa
- T 1 year
- C Established to encourage UNSW students to participate in the University's formal international exchange programs. Students must be undergraduates embarking on a period of study for credit overseas. Awards will be granted on the basis of academic merit. Interested students should contact the International Student Centre.

### **Grains Research and Development Corporation (GRDC) Undergraduate Honours Scholarship**

- V \$6000 (ie \$5000 to the student and \$1000 to the host School/Department).
- T 1 year
- C Applicants must be undertaking a full-time Honours program. Study in an area of significance to the grains industry will be viewed favourably. Written applications including a curriculum-vitae, academic record, letter of support from the Head of School/Department and 2 referees' supporting statements should be sent to GRDC Undergraduate Honours Scholarship, PO Box E6, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2725528). Applications close 25 November.

### **Great Barrier Reef Marine Park Authority Research Support**

- V \$1500
- C Applicants must be undertaking a full-time Honours year or PhD research project that could contribute to the planning and managing work undertaken by the Great Barrier Reef Marine Park Authority. Applications and further information may be obtained from the Executive Officer, Great Barrier Reef Marine Park Authority, PO Box 1379, Townsville QLD 4810 (tel 077 818811). Applications close 16 December.

### **Mitsui Education Foundation Scholarship**

- C A one month scholarship to Japan is available to a young Australian national to help promote goodwill between the two countries. Candidates should be full-time undergraduate students aged between 20-24 and preferably in their third or fourth year. The successful student will travel to Japan during November and December. Applications become available in July and close mid-August with the Scholarship Unit.

### **National Health and Medical Research Council (NH&MRC) Aboriginal Health Research Scholarships**

- V \$22,250
- T Up to 3 years
- C Applicants may be undertaking an undergraduate degree in order to pursue research relevant to Aboriginal health. Applications close 24 July with the Scholarship Unit.

### **Pig Research and Development Corporation (PRDC) Undergraduate Encouragement Award**

- V \$600 lump sum.
- C Applicants must be in the later stage of an undergraduate degree and interested in undertaking a research project related to the Australian pig industry. Applications close 3 times a year (ie 1 March, 1 July, 1 October) with the PRDC, PO Box 4804, Kingston ACT 2604.

### **River Basin Management Society Ernest Jackson Memorial Research Grants**

**V** Up to \$2000

**C** To assist tertiary students undertaking research in the field of River Basin Management. Applications close with the Research Grants Co-ordinator, PO Box 68, Clifton Hill VIC 3068 on 11 August.

### **RSPCA Alan White Scholarship**

**V** \$2500

**C** Applicants should be undertaking original research to improve the understanding and welfare of animals. Written applications should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2311437) by 31 March.

### **Sam Cracknell Memorial**

**V** Up to \$1500 pa

**T** 1 year

**C** Applicants should have already completed at least 2 years of a degree or diploma course and be enrolled in a full-time course during the year of application. Selection is based on academic merit, participation in sport both directly and administratively; and financial need. Applications close 7 March.

### **Sporting Scholarships**

**V** \$2000 pa

**T** 1 year with possibility of renewal

**C** Available to students who are accepted into a course of at least two years duration. Prospective applicants should have an outstanding ability in a particular sport and are expected to be an active member of a UNSW Sports Club. Apply directly to The Manager, Sports Association, UNSW, Sydney 2052 (tel 385 4878).

### **The STA Travel Grant**

**V** Up to \$3000

**C** Applicants must be undertaking study leading to a degree or diploma of the University and a member of the University Union. The grant is awarded on the basis of significant contribution to the community life of the University involving a leadership role in student affairs and the University Union and the relevance and merit of the proposed travel to the student's academic program or University Union Activities. Applications close 30 April each year.

### **University Honours Year Scholarships**

**V** \$1000

**T** 1 year

**C** A number of scholarships will be awarded on the basis of academic merit for students entering an 'add-on' honours year, that is the honours year in a degree course which is normally a pass degree but which has

the option of a further year of study at Honours level. Applications close with the Scholarship Unit on 30 November.

### **W.S. and L.B. Robinson**

**V** Up to \$6500 pa

**T** 1 year renewable for the duration of the course subject to satisfactory progress

**C** Available only to students who completed their schooling in Broken Hill or whose parents reside in Broken Hill and undertaking a course related to the mining industry. Includes courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering and science. Apply directly to PO Box 460, Broken Hill, NSW 2880. Applications close 30 September each year.

---

## **Commerce and Economics**

### **Australian Hotels Association Hospitality Management Scholarship**

**V** Up to \$3000

**T** 1 year

**C** Permanent residence in Australia and have completed Year 2 of the degree course in Marketing and Hospitality Management

### **Bankers Trust Australia**

**V** Up to \$2500

**T** 1 year renewable for the duration of the course subject to satisfactory progress

**C** Permanent residence in Australia and entering Year 3 of the honours degree course in Finance, Marketing or Accounting

### **CANON Australia Marketing Scholarship**

**V** Up to \$10,000 pa

**T** 1 year

**C** Permanent residence in Australia. Applicants should be enrolled in Year 3 of the Bachelor of Commerce (Marketing) undertaking a single major, or Year 4 of the double major course.

### **CS First Boston Australia**

**V** Up to \$3000

**T** 1 year

**C** Permanent residence in Australia and in Year 4 of the degree course in Finance/Banking/Economics

### Deutsche Bank and Bain & Company

- V Living and travel allowance up to \$6,000 for organised travel to London and Frankfurt to explore thesis research topics with Deutsche Bank and Morgan Grenfell personnel
- C Applicants must be permanent residents of Australia proceeding to full-time study in the Honours year of a Bachelor of Commerce (Honours) degree in Finance. Travel must be taken prior to commencing the Honours year.

### McDonald's Hospitality Management Scholarship

- V \$5000 pa
- T 1 year
- C Permanent residence in Australia. Applicants should be enrolled in Year 4 of the degree course in Marketing and

Hospitality Management. The scholarship is awarded on academic merit.

---

## The UNSW Co-op Program

The University of New South Wales has industry-linked education scholarships to the value of \$9800 per annum in the following areas: Accounting (and Economics or Finance); Business Information Technology; Aerospace, Bioprocess, Ceramic, Chemical, Civil, Electrical, Environmental, Materials, Mechanical, Mechatronics, Metallurgical, Mineral, Mining and Petroleum Engineering; Food Science and Technology, Industrial Chemistry, Manufacturing Management, Textile Management, Textile Technology, and Wool and Pastoral Science.

---

## Graduate Scholarships

Provided below is an outline of Graduate Scholarships. Students should check the scholarships listed in the General Section and those listed for their Faculty. Students should also consult the Scholarship information for related Faculties. Applicants should note that the awards, conditions and particularly closing dates may vary from year to year.

Unless otherwise indicated application forms and further information are available from the Student Centre (lower Ground Floor, Chancellery). Applications normally become available four to six weeks before the closing date.

Scholarship information is regularly included in the University publication 'Uniken/Focus'.

Students investigating study opportunities overseas should consult Study Abroad which is published by UNESCO and is available in the University library. The British Council (tel 02 3262365) may be of assistance for information about study in Britain. The Australian American Education Foundation (tel 06 2479331) can provide information about study in America. Information may also be obtained from the embassy or consulate of the country in which study is proposed and the proposed overseas institution.

Details of overseas awards and exchanges administered by the Department of Employment, Education and Training can be obtained from the Awards and Exchanges Section, Department of Employment, Education and Training, PO Box 826, Woden, ACT 2606.

---

## General

The main programs of assistance for postgraduate study are:

### Australian Postgraduate Awards (APA)

- V \$14,961 (1995 rate). Other allowances may also be paid.
- T Up to 2 years for a Masters, 3 years for a PhD degree. PhD students may request in certain circumstances up to 6 months extension.
- C Applicants must be honours graduates or equivalent or scholars who will graduate in current academic year and proposing to undertake a Masters by Research or PhD. Applicants must be Permanent Residents who have lived continuously in Australia for 12 months or Australian citizens. Applications to Scholarship Unit by 31 October.

### Australian Development Co-operation Scholarship (ADCOS)

- V Tuition fees. Some students may be eligible for air fares and a stipend.
- T Determined by normal course duration
- C This award is for international students from selected countries only. Information should be obtained from Australian Diplomatic Posts or Australian Education Centres in the home country. Conditions and entitlements vary depending on the home country.

### Overseas Postgraduate Research Scholarships (OPRS)

- V Tuition fees and medical cover only.
- T 2 years for a Masters and 3 years for a PhD degree
- C Eligibility is confined to postgraduate research students who are citizens of countries other than Australia or New Zealand. Applications to the Scholarship Unit by 30 September

### Other General Scholarships:

#### Australian Bicentennial Scholarships and Fellowships Scheme

- V £4000 (stg)
- T At least 3 months
- C Applicant must be enrolled as a postgraduate student at an Australian higher education institution and usually resident in Australia. Awards are available for study in the UK in any discipline. Applications close with the Executive Director, Australian Vice-Chancellors' Committee, GPO Box 1142, Canberra ACT 2601 on 31 October.

#### Australian Brewers Foundation Alcohol Related Medical Research Postgraduate Scholarships

- V Similar to the NH&MRC (see NH&MRC entry under General).
- T 2 years
- C Similar to the NH&MRC. Applications and further information may be obtained from the Secretary, ABF - Medical Research Advisory Committee, Level 8, 235 Pyrmont Street, Pyrmont 2008 (tel 552668).

#### Australian Geographical Survey Organisation (AGSO) Postgraduate Awards in Geosciences

- V \$20,323 plus allowances
- T Up to 3 years
- C Applicants must be enrolled or enrolling in a full-time PhD. Applicants must be permanent residents with 12 months continuous residency in Australia or Australian citizens. Applications which include a curriculum-vitae should be sent to the Postgraduate Scholarship Co-ordinator, Human Resources Services, AGSO, GPO Box 378, Canberra ACT 2601 (tel 06 2499673). Applications close 11 August.

#### Cambridge Australia Scholarships including the Packer Scholarships

- V Fees and maintenance allowance of £5340 (stg), return air travel to the UK.
- T Up to 3 years
- C Applicants must be Australian citizens who graduated with honours 1 or equivalent, from an Australian University who have gained admission to a PhD at Cambridge. Applicants must also have won a British

Overseas Research Student Award. Applicants should request an application for the scholarship at the time of applying for admission to Cambridge. Enquiries can be directed to the Cambridge Commonwealth Trust, Canberra (tel 06 249 7204). Applications close 30 April.

#### Commonwealth Scholarship and Fellowship Plan (CSFP)

- V Varies for each country. Generally covers travel, living, tuition fees, books and equipment, approved medical expenses. Marriage allowance may be payable.
- T Usually 2 years, sometimes 3
- C Applicants must be graduates who are Australian citizens. Tenable in Commonwealth countries other than Australia. Applications close at different times depending on the country in which the study is proposed.

#### Federation of University Women

Each year the Federation offers to its members a number of awards for study in Australia and overseas. Details of awards are included in a booklet available from Australian Federation of University Women. The NSW Branch Office is located in the Dymocks Building, 428 George Street, Sydney NSW 2000 (tel 232 5629).

#### Frank Knox Memorial Fellowships

- V \$US13,500 pa plus tuition fees and student health insurance
- T 1 year with the possibility of renewal for a further year.
- C Applicants must be Australian citizens, who are graduates or near graduates of an Australian university. Applications close with the Scholarship Unit mid-October.

#### Fulbright Postgraduate Student Awards

- V Up to \$A29,250 depending on the type of award.
- T 1 year
- C Applicants must be enrolled in a higher degree at an Australian institution and wishing to undertake research at an American institution. The research should be related to School-to-Work transition, Visual Arts, Performing Arts, Journalism, Engineering or Business Administration. Awards are also available for Aboriginal and Torres Strait Islander students. Applications and additional information are available from the Honorary Secretary, Fulbright NSW State Selection Committee, Research and Scholarships Office, Sydney University 2006 (tel 02 3514464).

#### Gowrie Scholarship Trust Fund

- V \$6000 pa. Under special circumstances this may be increased.
- T 2 years. Under special circumstances this may be extended.
- C Applicants must be members of the Forces or children (or grandchildren or lineal descendants) of members of

the Forces who were on active service during the 1939-45 War. Applications close with the Scholarship Unit by 31 October.

### **Grains Research and Development Corporation (GRDC) Junior Research Fellowship**

- V** \$21,000 plus up to \$3,000 to the supporting institution, some conference/workshop attendance allowances.
- T** Up to 3 years
- C** Applicants must be undertaking full-time research toward a PhD. Applicants must be Australian citizens or entitled to reside permanently in Australia. Applications should be sent to the Junior Research Fellowship, GRDC, PO Box E6, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2725525) on 25 November.

### **Great Barrier Reef Marine Park Authority Research Scholarship**

- V** \$1000
- C** Applicants must be enrolled in a full-time PhD or Honours year with a research project that could contribute to the planning and managing work undertaken by the Great Barrier Reef Marine Park Authority. Applications and further information may be obtained from the Executive Officer, Great Barrier Reef Marine Park Authority, PO Box 1379, Townsville QLD 4810 (tel 07 7818811). Applications close 16 December.

### **The Harkness Fellowships**

- V** Travel and other allowances for travel and study in the USA
- T** 12-21 months
- C** Candidates must be Australian citizens or have taken steps to achieve citizenship. The candidate will usually have an honours degree or equivalent, or an outstanding record of achievement in creative arts, journalism or other career. The award focuses on health care, education, employment and training schemes and issues which affect the quality of life in cities. Applicants should be over 21 years of age. Applications and further information are available from Mr R Beale, Department of the Prime Minister and Cabinet, 3-5 National Circuit, Barton ACT 2600. Applications close 30 September.

### **Kobe Steel Scholarship for Postgraduate Study at St Catherine's College, Oxford University**

- V** Maintenance allowance of at least £7,000 (stg) plus tuition fees and dues and travelling expenses to and from Oxford.
- T** Up to 2 years with the possibility of some extension.
- C** Applicants must be Australian nationals. Students should have a past or future interest in Japan. Applications close on 31 October with the Australian Vice-Chancellor's Committee (AV-CC), GPO Box 1142, Canberra ACT 2601.

### **Land and Water Resources Research and Development Corporation (LWRRDC)**

- V** \$20,000 pa plus \$5,000 for operating expenses
- T** 2 years for a Masters, 3 years for a PhD degree
- C** The scholarships are available for research that will lead to better management, sustainable use and conservation of land, water and vegetation resources in Australia. Applications close with the LWRRDC on 28 July. Applications should be forwarded to the LWRRDC, GPO Box 2182, Canberra, ACT (tel 06 2573379).

### **Menzies Research Scholarship in the Allied Health Sciences**

- V** Up to \$24,000 pa
- T** 2 years
- C** The scholarship is awarded to stimulate research by persons working in the health field in disciplines other than medicine. Applications close on 25 September with the Menzies Foundation, 210 Clarendon St, East Melbourne Vic 3002.

### **National Drug Strategy (NDS) Postgraduate Research Scholarship**

- V** \$21,666 pa
- T** Initially for 1 year, with the possibility of renewal for a further 2 years

Applicants must have completed Year 1 of a PhD program. Scholarships aim to develop expertise in researching and evaluating non-biomedical approaches to the prevention and treatment of drug misuses. Selection is based on academic merit, work experience and the potential of the project. Applications close 15 July.

### **National Health and Medical Research Council (NH&MRC) Aboriginal Health Research Scholarships**

- V** \$22,250
- T** Up to 3 years
- C** Applicants must enrol for a diploma, certificate, undergraduate degree or postgraduate research degree in order to pursue research relevant to Aboriginal health. Applications close 24 July with the Scholarship Unit.

### **National Health and Medical Research Council (NH&MRC) Dora Lush Postgraduate Scholarships**

- V** \$14,961 (or \$19,307 for AIDS research) plus allowances
- T** Up to 3 years
- C** Applicants should be permanent residents living in Australia or Australian citizens who have already completed a Science honours degree or the equivalent at the time of submission of the application. Students enrolled in the honours year at the time of application



are not eligible. Applications close 24 July with the Scholarship Unit.

### **National Health and Medical Research Council (NH&MRC) Medical Postgraduate Scholarships**

**V** \$22,250 plus allowances

**T** Up to 3 years

**C** Applicants must be Australian citizens or permanent residents who are medical graduates. Applications are particularly encouraged from students in the following fields - alcohol and substance abuse, prostate cancer, nursing and allied health services, breast cancer, dementia, injury and HIV/AIDS. Applications close 23 June with the Scholarship Unit.

### **National Health and Medical Research Council (NH&MRC) Public Health Postgraduate Scholarships**

**V** \$19,500 (science graduates), \$22,000 (medical graduates) plus allowances

**T** Up to 3 years

**C** The scholarship is designed to enable graduates to obtain formal academic training in public health research. Applications close 23 June with NH&MRC.

### **Pig Research and Development Corporation (PRDC) Postgraduate Top-Up Scholarships**

**V** A supplement to other scholarship(s) up to a maximum of \$21,000 plus possibility of other allowances.

**C** Applicants must be Australian citizens or permanent residents who are eligible for another scholarship. Applicants must be undertaking a research project that will provide training relevant to establishing a career in the Australian pig industry. Applications close with the PRDC, PO Box 4804, Kingston ACT 2604 on 1 December.

### **Pig Research and Development Corporation Research Fellowship**

**V** \$25,000 plus allowances

**T** Up to 3 years

**C** Applicants must be undertaking a PhD with research relevant to the increased competitiveness of the Australian pig industry. Applications close with the PRDC, PO Box 4804, Kingston ACT 2604 on 1 December.

### **The Rhodes Scholarship to Oxford University**

**V** Approximately \$15,000 pa, fees and assistance with travel

**T** 2 years, may be extended for a third year

**C** Australian citizens aged between 19 and 25 who have an honours degree or equivalent. Applications close September each year with The Honorary Secretary to the NSW Rhodes Selection Committee, Building G17, University of Sydney, NSW 2006 (tel 3514567).

### **River Basin Management Society Ernest Jackson Memorial Research Grants**

**V** Up to \$2000

**C** To assist tertiary students undertaking research in the field of River Basin Management. Applications close with the Research Grants Co-ordinator, PO Box 68, Clifton Hill VIC 3068 on 11 August.

### **Robert Gordon Menzies Scholarship to Harvard**

**V** Up to \$A25,000. Students who enrol in the Harvard Business School may be provided an additional \$12,000.

**T** To be determined

**C** Tenable at Harvard University. Applicants must be Australian citizens or permanent residents and graduates of an Australian tertiary institution. The successful applicant will be expected to repay the scholarship in later years when circumstances permit. Applications and additional information may be obtained by writing to the Management Services Office, ANU, Canberra ACT 0200. Applications close 5 January.

### **RSPCA Alan White Scholarship**

**V** \$2500

**C** Applicants should be undertaking original research to improve the understanding and welfare of animals. Written applications should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2311437) by 31 March.

### **Shell Scholarship in Science or Engineering**

**V** \$20,000 pa

**T** Up to 3 years

**C** Applicants must be Australian citizens or permanent residents. Applicants should intend to study a Doctorate in science, engineering, economics/commerce, computer science, or a closely related discipline. Applications close with Shell Australia, Box 872k GPO, Melbourne VIC 3001 (tel 03 96665666) on 27 October.

### **STA Travel Grant**

**V** Up to \$3000

**C** Applicants must be undertaking study leading to a degree or diploma of the University and a member of the University Union. The grant is awarded on the basis of significant contribution to the community life of the University involving a leadership role in student affairs and the University Union and the relevance and merit of the proposed travel to the student's academic program or University Union activities. Applications close 30 April each year.

### The Wenkart Foundation Grants

- V** Up to \$22,000 pa
- T** 2 years but may be renewed
- C** Applicants must be permanent residents or undergraduates educated in Australia and planning to reside in Australia. Applicants must be undertaking full-time research in clinical, biomedical and health related sciences. Applications close with the Scholarship Unit on 24 May.

---

## Commerce and Economics

### Banking Law Association Limited Postgraduate Scholarship

- V** Up to \$30,000 over the period of study
- T** 9-18 months
- C** Students wishing to pursue postgraduate study in Banking Law or a related field. Applications close with the Secretary, The Banking Law Association Ltd, PO Box 124, Nerang, Qld 4211 on 4 June.

### Dean's PhD Scholarship

- V** Up to the maximum level allowable for supplementary scholarships under the Australian Postgraduate Award conditions (see APA entry General)
- T** Up to 3 years
- C** Applicants must be proposing to undertake full-time PhD study. The award is prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.

### Faculty Postgraduate Research Scholarship (FPRS)

- V** Equivalent to the Australian Postgraduate Award (see APA entry under General)
- T** 2 years for a Master by Research and 3 for PhD studies
- C** FPRS is available to students undertaking full-time study in a Masters by Research or PhD. The awards are prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.

## Prizes

### Undergraduate University Prizes

The following information summarises undergraduate prizes awarded by the University. Prizes which are not specific to any School are listed under General. All other prizes are listed under the faculty, school or department in which they are awarded. Law prizes are awarded only for students enrolled in the LLB or Jurisprudence courses.

Information regarding the establishment of new prizes may be obtained from the Enrolments and Assessment Section located on the Ground Floor of the Chancellery.

#### General

##### The Sydney Technical College Union Award

- V \$400.00 and Bronze Medal
- C Leadership in student affairs combined with marked academic proficiency by a graduand

##### The University of New South Wales Alumni Association Prize

- V Statuette
- C Achievement for community benefit by a student in the final or graduating year

#### Faculties of Arts and Social Sciences, and Commerce and Economics

##### The W J Liu Esq OBE Memorial Prize for Chinese Studies

- V Books to the value of \$100.00
- C Best performance in a subject related to Chinese matters offered in the Department of Economic History, or in the Schools of Political Science or History

### Faculty of Commerce and Economics

#### The Commerce Society Prize

- V \$50.00
- C Participation in student activities, proficiency in sport, and excellence in the Bachelor of Commerce degree course

### School of Accounting

#### The Accountancy Placements Prize

- V \$250.00
- C The best performance in ACCT3708 Auditing or ACCT3718 Auditing (Honours) or ACCT5908 Auditing in the Bachelor of Commerce or Bachelor of Economics or Master of Commerce degree course

#### The Australian Securities Commission Prize

- V \$100.00
- C The best performance in ACCT4803/ACCT5903 Regulation of Accounting

#### The Australian Society of CPA's Prize for Year 1

- V \$500.00 and inscribed medallion
- C The highest aggregate in ACCT1501 Accounting and Financial Management 1A and ACCT1511 Accounting and Financial Management 1B by a student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance

#### The Australian Society of CPA's Prize for Year 2

- V \$500.00 and inscribed medallion
- C The highest aggregate in ACCT2522 Accounting and Financial Management 2A or ACCT2532 Accounting and Financial Management 2A (Honours) and ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours), by a student in the Bachelor of Commerce degree course in Accounting or the Bachelor of Commerce degree course in Accounting and Finance.

**The Australian Society of CPA's Prize for Year 3**

- V \$500.00, inscribed medal, Society certificate and 2 years M'ship to Aust. Soc of CPAs
- C The highest aggregate in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) and ACCT3583 Accounting and Financial Management 3B or ACCT3593 Accounting and Financial Management 3B (Honours), by a graduating student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance.

**The Coopers and Lybrand Prize**

- V \$400.00
- C The best performance in ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours) by a student majoring in the School of Accounting

**The E S Wolfenden Memorial Prize**

- V \$300.00
- C The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) by a student majoring in the School of Accounting

**The KPMG Peat Marwick Prize**

- V \$250.00
- C The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) by a student majoring in the School of Accounting

**The LBC Information Services Prize**

- V Books to the value of \$100.00
- C The best performance in ACCT1511 Accounting and Financial Management 1B by a student majoring in the School of Accounting

**The Price Waterhouse Prize**

- V \$500.00
- C The highest aggregate in ACCT1501 Accounting and Financial Management 1A ACCT1511 Accounting and Financial Management 1B AND ACCT2522 Accounting and Financial Management 2A ACCT2542 Accounting and Financial Management 2B OR ACCT2532 Accounting & Financial Mngmt 2A (Honours) ACCT2552 Accounting & Financial Mngmt 2B (Honours) by a student majoring in the School of Accounting

---

**School of Banking and Finance****The Australian Institute of Banking and Finance Prize**

- V \$250.00
- C The best performance in FINS3630 Bank Financial Management by a student proceeding to the award of the degree of Bachelor of Commerce or Bachelor of Economics

**The Commonwealth Bank of Australia Prize**

- V \$500.00 and framed certificate
- C The best performance in FINS3616 International Business Finance by a student in the Bachelor of Commerce or Bachelor of Economics degree course

**The Ernst and Young Prize**

- V \$80.00
- C The best performance in FINS2613 Business Finance 2 by a student majoring in Accounting

**The NRMA Insurance Limited Prize**

- V \$500.00
- C The best performance in FINS3631 Risk and Insurance by a student proceeding to the award of the degree of Bachelor of Commerce or Bachelor of Economics

**The R C Olsson Prize**

- V \$300.00
- C The best performance in FINS3625 Applied Corporate Finance by a student proceeding to the award of the degree of Bachelor of Economics or Bachelor of Commerce

**The Westpac Prize**

- V \$250.00
- C The best performance in FINS2612 Australian Capital Markets by a student in the Bachelor of Commerce or the Bachelor of Economics degree course

---

**School of Biochemistry and Molecular Genetics****The Beckman Instruments Prize of the Biochemical Graduates Association**

- V \$200.00
- C The best performance in the fourth year Biochemistry honours program by a student proceeding to the award of the degree of Bachelor of Science

### **The Biochemical Graduates Association Prize**

**V** \$200.00

- C** The best performance in the examinations in level 3 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

### **The Biotech International Prize of the Biochemical Graduates Association**

**V** \$200.00

- C** The best performance in the examinations in level 2 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

---

## **School of Industrial Relations and Organisational Behaviour**

### **The Chamber of Manufactures of NSW Industrial Relations Prize**

**V** \$400.00

- C** The best performance in IROB2703 Industrial Relations 2A (Comparative Industrial Relations) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

### **The FIME Industrial Relations Prize**

**V** \$400.00

- C** The best performance in IROB2704 Industrial Relations 2B (Social Organization of Work) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

### **The Industrial Relations Society of NSW Prize**

**V** books to the value of \$200.00

- C** The best performance in IROB1501 Industrial Relations 1A (Australian Industrial Relations) in the Bachelor of Commerce, Bachelor of Economics or Bachelor of Arts degree course

### **The Julia Moore Prize in Industrial Relations**

**V** \$500.00

- C** The best aggregate performance in IROB3505 Industrial relations 3A IROB3506 Industrial Relations 3B by a female final year student majoring in Industrial Relations

### **The NSW Labor Council Industrial Relations Prize**

**V** \$400.00

- C** The best performance in Industrial Relations 1B (Trade Unionism) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

---

## **School of Information Systems**

### **The Coopers & Lybrand Information Systems Security Prize**

**V** \$500.00

- C** The best performance in INFS5984/4774 Information Systems Security

### **The KPMG Peat Marwick Prize**

**V** \$250.00

- C** Best performance in INFS4805/5905 Information Systems Auditing in the Master of Commerce degree course or Bachelor of Commerce degree course at honours level

---

## **School of Marketing**

### **The Australian Posters Outdoor Advertising Prize**

**V** \$250.00

- C** The best performance in MARK2042 Consumer Behaviour B

### **The Delaware North (Australia) Pty Ltd Prize**

**V** \$1,500.00

- C** The best performance in HOSP3009 Accounting and Financial Control in the Hospitality Industry by a student in the Bachelor of Commerce degree course in Marketing and Hospitality Management who is continuing with course 3491 Marketing and Hospitality Management

### **The Hoover Award for Marketing Studies**

**V** \$200.00 and inscription on the Hoover trophy held

- C** The best aggregate performance in the Bachelor of Commerce degree course in Marketing in: MARK2012 Marketing Fundamentals MARK2032 Consumer Behaviour A MARK2042 Consumer Behaviour B MARK2052 Marketing Research MARK3073 Brand Management MARK3083 Strategic Marketing

Management MARK3093 Corporate Policy and Marketing Strategies

**The Ken Bentley Prize - Awarded by the Market Research Society of Australia (NSW Division)**

V \$500.00

- C The best performance in MARK2052 Marketing Research or MARK3093 Corporate Policy and Marketing Strategy or MARK7093 Corporate Policy and Marketing Strategy (Honours) in the Bachelor of Commerce/Economics degree course

**The Lee Steinberg Prize**

V \$100.00

- C The best performance in MARK3083 Strategic Marketing Management by a student in the Bachelor of Commerce/Economics degree course

**The Nielsen Australia award for Marketing Research**

V \$350.00

- C The best aggregate performance in MARK3093 Corporate Policy and Marketing Strategy or MARK2052 Marketing Research or MARK3022 Computer Applications in Marketing by a student majoring in Marketing in the Bachelor of Commerce/Economics degree course

**The Phillips Electronics Australia Limited Prize**

V \$250.00

- C The best performance in MARK2012 Marketing Fundamentals by a student in the Bachelor of Commerce/Economics degree course or Bachelor of Commerce Bachelor of Laws combined degree course

---

## Undergraduate and Graduate University Prizes

### School of Economics

**The Australian Recording Industry Association (ARIA) Prize**

V \$250.00

- C The meritorious performance in one aspect of ECON2209/ECON5248 Business Forecasting by a student proceeding to the award of the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours)

**The Australian Recording Industry Association (ARIA) Prize**

V \$500.00

- C The best performance in one aspect of ECON2209/ECON5248 Business Forecasting by a student

proceeding to the award of the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours)

---

### School of Marketing

**The Peter D Walker Industrial Marketing Prize**

V \$300.00

- C The best performance in MARK5922 Industrial and Service Marketing by a student in the Master of Commerce degree course

---

## Graduate University Prizes

---

### Faculty of Commerce and Economics

#### The Universities Credit Union Prize

**V** \$200.00

- C** The best performance by a part-time student in Year 1 of the Master of Commerce degree course

#### The Universities Credit Union Prize

**V** \$200.00

- C** The best performance by a full-time student in Year 1 of the Master of Commerce degree course

---

### School of Information Systems

#### The Information Systems Audit and Control Association Prize

**V** \$300.00

- C** The best project in INFS4805/5905 Information Systems Auditing in the Bachelor of Commerce or Master of Commerce degree course

---

## Notes



---

## Notes

# The University of New South Wales • Kensington Campus

## Theatres

Biomedical Theatres E27  
 Central Lecture Block E19  
 Chemistry Theatres  
 (Dwyer, Mellor, Murphy, Nyholm, Smith) E12  
 Classroom Block (Western Grounds) H3  
 Fig Tree Theatre B14  
 Io Myers Studio D9  
 Keith Burrows Theatre J14  
 MacAuley Theatre E15  
 Mathews Theatres D23  
 Parade Theatre E3  
 Physics Theatre K14  
 Quadrangle Theatre E15  
 Rex Vowels Theatre F17  
 Science Theatre F13  
 Sir John Clancy Auditorium C24  
 Webster Theatre G15

## Buildings

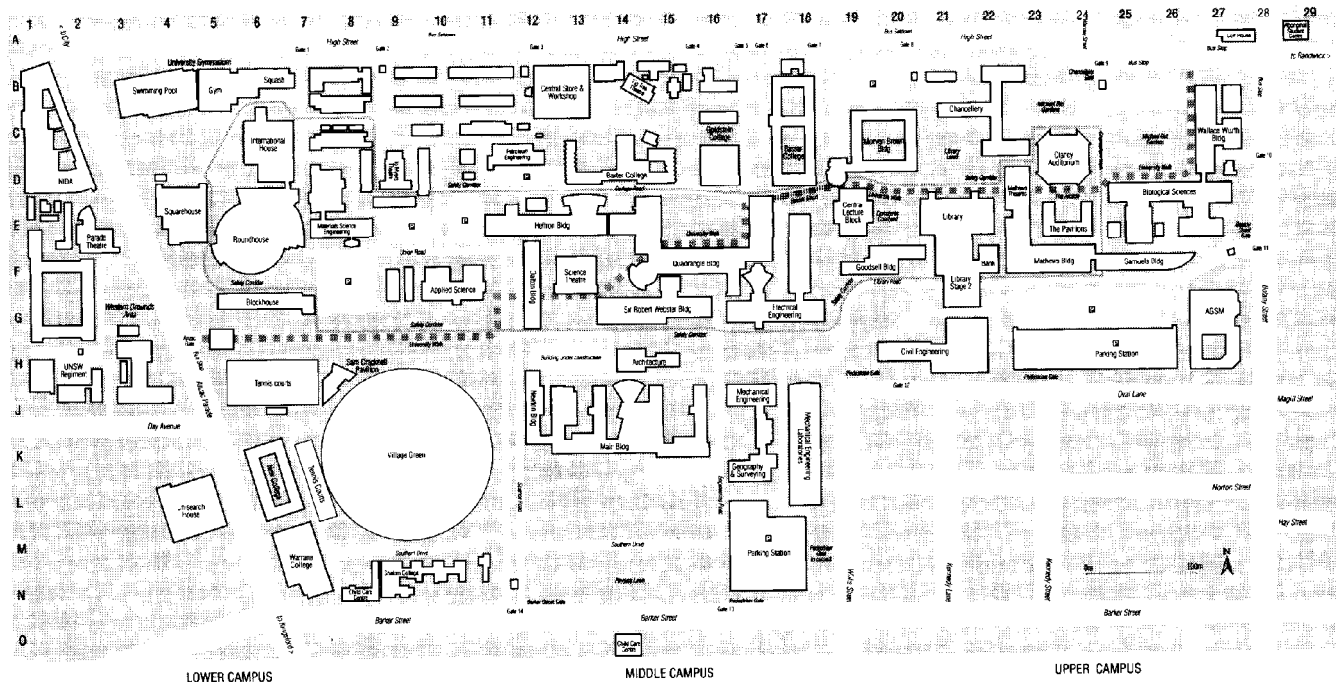
Applied Science F10  
 Arcade D24  
 Architecture H14  
 Barker Street Gatehouse N11  
 Bassor College (Kensington) C18  
 Central Store B13  
 Chancellery C22  
 Dalton (Chemistry) F12  
 Goldstein College (Kensington) D16  
 Golf House A27  
 Gymnasium B5  
 Heffron, Robert (Chemistry) E12  
 International House C6  
 John Goodsell (Commerce and Economics) F20  
 Kensington Colleges (Office) C17  
 Library (University) E21  
 Link B6  
 Main, Old K15  
 Maintenance Workshop B13  
 Mathews F23  
 Menzies Library E21  
 Morven Brown (Arts) C20  
 New College L6  
 Newton J12  
 NIDA D2  
 Parking Station H25  
 Parking Station N18  
 Pavilions E24

Philip Baxter College (Kensington) D14  
 Quadrangle E15  
 Sam Cracknell Pavilion H8  
 Samuels Building F25  
 Shalom College N9  
 Webster, Sir Robert G14  
 Unisearch House L5  
 University Regiment J2  
 University Union (Roundhouse) E6  
 University Union (Blockhouse) G6  
 University Union (Squarehouse) E4  
 Wallace Wirth School of Medicine C27  
 Warrane College M7

## General

Aboriginal Resource & Research Centre E20  
 Aboriginal Student Centre A29  
 Accommodation (Housing Office) E15  
 Accounting E15  
 Admissions C22  
 Adviser for Prospective Students C22  
 Alumni Relations: Pindari, 76 Wentworth St, Randwick  
 Anatomy C27  
 Applied Bioscience D26  
 Applied Economic Research Centre F20  
 Applied Geology F10  
 Applied Science (Faculty Office) F10  
 Archives, University E21  
 Arts and Social Sciences (Faculty Office) C20  
 Asia-Australia Institute: 45 Beach Street Coogee  
 Audio Visual Unit F20  
 Australian Graduate School of Management G27  
 Banking and Finance E15  
 Biochemistry and Molecular Genetics D26  
 Biological and Behavioural Sciences (Faculty Office) D26  
 Biomedical Engineering F25  
 Biomedical Library F23  
 Biotechnology F25  
 Built Environment (Faculty Office) H14  
 Campus Services C22  
 Cashier's Office C22  
 Centre for Membrane Science & Technology F10, K14  
 Chaplains E4  
 Chemical Engineering and Industrial Chemistry F10  
 Chemistry E12  
 Civil Engineering H20  
 Co-op Bookshop E15  
 Commerce and Economics (Faculty Office) F20

Communications Law Centre C15  
 Community Medicine D26  
 Computer Science and Engineering G17  
 Cornea and Contact Lens Research Unit  
 22-32 King St, Randwick  
 Economics F20  
 Education Studies G2  
 Educational Testing Centre E4  
 Electrical Engineering G17  
 Energy Research, Development & Information Centre F10  
 Engineering (Faculty Office) K17  
 English C20  
 Equal Employment Opportunity: 30 Botany Street  
 Randwick  
 Examinations C22  
 Facilities Department C22, B14A  
 Fees Office C22  
 Fibre Science and Technology G14  
 Food Science and Technology B8  
 French C20  
 Geography K17  
 Geomatic Engineering K17  
 German and Russian Studies C20  
 Graduate School of the Built Environment H14  
 Groundwater Management and Hydrogeology F10  
 Health Service, University E15  
 Health Services Management C22  
 History C20  
 Human Resources C22  
 Industrial Design G14  
 Industrial Relations and Organizational Behaviour F20  
 Information, Library & Archives Studies F23  
 Information Systems E15  
 Information Technology Unit F25  
 International Student Centre F9  
 IPACE Institute F23  
 Japanese Economic and Management Studies E15  
 Landscape Architecture K15  
 Law (Faculty Office) F21  
 Law Library F21  
 Legal Studies & Taxation F20  
 Liberal and General Studies C20  
 Library Lawn D21  
 Lost Property C22  
 Marine Science D26  
 Marketing F20  
 Materials Science and Engineering E8  
 Mathematics F23  
 Mechanical and Manufacturing Engineering J17  
 Media Liaison C22  
 Medical Education C27  
 Medicine (Faculty Office) B27  
 Microbiology and Immunology D26  
 Michael Birt Gardens C24  
 Mines K15  
 Music and Music Education B11  
 News Service C22  
 Optometry J12  
 Pathology C27  
 Performing Arts B10  
 Petroleum Engineering D12  
 Philosophy C20  
 Physics K15  
 Physiology and Pharmacology C27  
 Political Science C20  
 Printing Section C22  
 Professional Development Centre E15  
 Professional Studies (Faculty Office) G2  
 Psychology F23  
 Publications Section C22  
 Remote Sensing K17  
 Research Office: 34-36 Botany Street Randwick  
 Safety Science B11a  
 Science (Faculty Office) E12  
 Science and Technology Studies C20  
 Social Science and Policy C20  
 Social Policy Research Centre F25  
 Social Work G2  
 Sociology C20  
 Spanish and Latin American Studies C20  
 Sport and Recreation Centre B6  
 Squash Courts B7  
 Student Centre (off Library Lawn) C22  
 Student Services:  
 Careers, Loans, Housing etc E15  
 Counselling E15  
 Students' Guild E15  
 Swimming Pool B4  
 Textile Technology G14  
 Theatre and Film Studies B10  
 Town Planning K15  
 WHO Regional Training Centre C27  
 Wool and Animal Sciences G14  
 Works and Maintenance B14A



The University of New South Wales • Kensington Campus

## UNSW

This Handbook has been specifically designed as a source of detailed reference information for first year re-enrolling undergraduate and postgraduate students.

Separate handbooks are published for:

- Applied Science
- Arts and Social Sciences
- Built Environment
- Commerce and Economics
- Engineering
- Law
- Medicine
- Professional Studies
- Science
- Australian Graduate School  
of Management (AGSM)
- Australian Taxation Studies Program (ATAX)
- College of Fine Arts (COFA)
- University College,
- Australian Defence Force Academy (ADFA)
- General Education

For fuller details about the University – its organization; staff members; description of disciplines; scholarships; prizes and so on, consult the University Calendar (Summary Volume). For further information on student matters consult the UNSW Student Guide.