

THE UNIVERSITY OF  
NEW SOUTH WALES



*Faculty of  
Commerce and  
Economics*

# HANDBOOK

2001



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NEW SOUTH WALES



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Commerce and  
Economics*

# HANDBOOK

2001

Courses, programs and any arrangements for programs 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 **7 December 2000**, but may be amended without notice by the University Council.

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Designed and published by Publishing and Printing Services,  
The University of New South Wales

Printed by Sydney Allen Printing Pty Ltd

**ISSN 1323-787X**

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Welcome to the Faculty of Commerce and Economics. One of the primary aims of the Faculty is to offer both graduate and undergraduate programs 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 is a range of core courses 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, Tourism and Hospitality Management) degrees. It is possible to combine the Bachelor of Commerce or Bachelor of Economics with a Bachelor of Laws degree, a Bachelor of Arts degree, a Bachelor of Social Science degree or a Bachelor of Science degree. 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, actuarial studies, business economics, business law, business statistics, business strategy and economic management, economic history, finance, financial economics, information management, information systems, industrial relations, international business, human resource management, marketing and taxation. 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, Tourism and Hospitality Management) is an innovative four year program which combines practical operational training with a double major degree. The four year Accounting Co-op Program, Actuarial Studies Co-op Program or Information Systems and Management Co-op Program provides students with valuable scholarships and industry experience while they study.

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, the Master of Information Management, a Graduate Diploma in Commerce and a Graduate Certificate in Commerce, all 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), Master of Archive Administration, Master of Information Studies or the Doctor of Philosophy. Recent initiatives by the Faculty are providing new opportunities for corporate sponsored groups to study professional accounting through a customised program; and the Faculty is proud of its initiatives to offer a Master of Commerce in International Accounting in Guangzhou and Beijing, China.

The Faculty continues to review and redesign programs and courses 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 Australian Centre for Management Accounting Development, the Australian Centre for International Business, the Asia-Pacific Financial Research Centre, the Centre for Franchise Studies, the Centre for Applied Economic Research, the Industrial Relations Research Centre, Centre for Advanced Empirical Software Research, the Centre for Tourism Policy Studies, the Centre for Accounting and Assurance Services Research and the Centre for Applied Marketing, and its consulting and continuing education activities in both the public and private sectors.

I encourage you to contact program advisers in the Faculty if you have any questions about our programs, or need support as a student of the Faculty. I sincerely hope your experience with the Faculty is memorable, challenging, and ultimately rewarding.

Again, I warmly welcome you to the Faculty of Commerce and Economics.

RA Layton  
Dean



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# **Changes to Academic Programs in 2001**

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## **Units of Credit**

Please note all courses are measured in whole units of credit. The normal workload expectations are 25-30 hours per semester for each unit of credit, including class contact hours, preparation and time spent on all assessable work. A full-time enrolment for one year is defined as 48 units of credit (24 per semester). A course has the same unit of credit value and generates the same load for HECS and fees irrespective of the program or stage in which it is taken.

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## **Further Information**

For information specific to your program, including advice about enrolment, your standing and study options contact your program office.

For general information about these changes and updates to arrangements:

NewSouth Q (Kensington) - 9385 3093

Student Centre, College of Fine Arts - 9385 0684

UNSW Website - [www.unsw.edu.au](http://www.unsw.edu.au)

NewSouth Student Online - <http://www.unsw.edu.au/student>

NewSouth Solutions - [nss.admin.unsw.edu.au/student/  
student\\_info.html](mailto:nss.admin.unsw.edu.au/student/student_info.html)



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# Calendar of Dates

## Faculties other than Medicine, AGSM and University College, ADFA

	2001	2002
<b>Session 1</b> (14 weeks)	26 February to 12 April 23 April to 8 June	4 March to 27 March 8 April to 14 June
<b>Mid-session recess</b> Study period Examinations	13 April to 22 April 9 June to 14 June 15 June to 3 July	28 March to 7 April 15 June to 20 June 21 June to 9 July
<b>Mid-year recess</b>	4 July to 22 July	10 July to 28 July
<b>Session 2</b> (14 weeks)	23 July to 21 September 1 October to 2 November	29 July to 27 September 8 October to 8 November
<b>Mid-session recess</b> Study period Examinations	22 September to 30 September 3 November to 8 November 9 November to 27 November	28 September to 7 October 9 November to 14 November 15 November to 3 December

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## Important dates for 2001

### January 2001

- M 1 New Year's Day – Public Holiday  
Th 11 Medicine V – Term 1 begins  
M 22 Medicine IV – Term 1 begins  
Th 25 AGSM Executive MBA Program - Graduate Certificate in Management – classes end  
F 26 Australia Day – Public Holiday

### February 2001

- S 3 AGSM Executive MBA Program – Graduate Certificate in Management - Examinations  
M 12 AGSM Executive MBA – program – Session 1 begins  
M 19 Medicine VI – Term 2 begins  
M 26 Session 1 begins – for Faculties other than Medicine, AGSM and University College, ADFA

### March 2001

- M 5 AGSM MBA Program – Term 1 begins  
University College, ADFA – Session 1 begins  
F 9 Last day applications are accepted from students to enrol in Session 1 courses  
Su 11 Medicine IV – Term 1 ends  
M 12 Medicine IV – Term 2 begins  
Su 18 Medicine V – Term 1 ends  
M 26 Medicine V – Term 2 begins  
F 30 Last day for students to discontinue without failure  
Session 1courses  
HECS Census Date for Session 1

### April 2001

- Su 1 Medicine VI – Term 2 ends  
M 9 Medicine VI – Term 3 begins  
F 13 Good Friday - Public Holiday  
Mid-session recess begins – for Faculties other than Medicine, AGSM and University College, ADFA  
Mid-session recess begins - AGSM Executive MBA Program  
S 14 Easter Saturday  
Su 15 Easter Sunday  
M 16 Easter Monday – Public Holiday  
Su 22 Medicine IV – Term 2 ends  
Mid-session recess ends – for Faculties other than Medicine, AGSM and University College, ADFA  
Mid-session recess ends - AGSM EMBA program  
M 23 Medicine IV – Recess begins  
W 25 Anzac Day – Public Holiday  
Su 29 Medicine IV – Recess ends  
M 30 Medicine IV – Term 3 begins

### May 2001

- S 5 University College, ADFA – Mid-session recess begins  
T 8 Publication of the provisional timetable for the June examinations  
F 11 AGSM MBA Program - Term 1 ends  
M 14 AGSM MBA Program – all classes – Examinations begin  
W 16 Last day for students to advise of examination clashes  
F 18 AGSM MBA Program - all classes – Examinations end  
AGSM Executive MBA Graduate Diploma in Management Program – Session 1 ends

Su 20 Medicine VI – Term 3 ends  
University College, ADFA - Mid-session recess ends  
M 21 Medicine VI – Term 4 begins  
F 25 AGSM Executive MBA Graduate Certificate in Management Program – Session 1 ends  
S 26 AGSM Executive MBA Graduate Diploma in Management • Examination  
Su 27 Medicine V – Term 2 ends

**June 2001**

S 2 AGSM EMBA Graduate Certificate in Management Program – Examinations start  
M 4 AGSM MBA Program - all classes – Term 2 begins  
Medicine V – Term 3 begins  
F 8 Session 1 ends - for Faculties other than Medicine, AGSM and University College, ADFA  
S 9 Study period begins - for Faculties other than Medicine, AGSM and University College, ADFA  
Su 10 Medicine IV -Term 3 ends  
M 11 Queen's Birthday - Public Holiday  
T 12 Medicine IV – Term 4 begins  
Th 14 Study period 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  
F 22 University College, ADFA – Session 1 ends  
M 25 University College, ADFA – Examinations begin

**July 2001**

T 3 Examinations end – for Faculties other than Medicine, AGSM and University College, ADFA  
W 4 Mid-year recess begins – for Faculties other than Medicine, AGSM and University College, ADFA  
F 6 University College, ADFA – Examinations end  
Su 8 University College, ADFA - Mid-year recess begins  
F 13 Medicine VI - Term 4 ends  
M 16 AGSM Executive MBA - Graduate Certificate in Management program – Session 2 begins  
Su 22 Mid-year recess ends - for Faculties other than Medicine, AGSM and University College, ADFA  
University College, ADFA - Mid-year recess ends  
AGSM MBA Program - all classes – Term 2 ends  
M 23 Session 2 begins - for Faculties other than Medicine, AGSM  
Medicine VI – Term 5 begins  
University College, ADFA - Session 2 begins  
AGSM MBA Program - all classes – Examinations begin  
F 27 AGSM MBA Program - all classes – Examinations end

**August 2001**

F 3 Last day applications are accepted from students to enrol in Session 2 courses  
Su 5 Medicine V – Term 3 ends  
Medicine IV – Term 4 ends  
M 6 AGSM MBA Program - all classes – Term 3 begins  
M 13 Medicine IV – Term 5 begins  
Medicine V – Term 4 Begins  
F 31 HECS Census Date for Session 2

Last day for students to discontinue without failure  
Session 2 courses

**September 2001**

S 1 Courses and Careers Day  
Su 2 Medicine VI – Term 5 ends  
M 3 Medicine VI – Term 6 begins  
Th 13 Closing date for "on time" applications to the Universities Admissions Centre  
S 22 Mid-session recess begins - for Faculties other than Medicine, AGSM and University College, ADFA University College  
ADFA - Mid-session recess begins  
AGSM - Mid-session recess begins  
Su 23 Medicine IV – Term 5 ends  
M 24 Medicine IV – Term 6 begins  
Su 30 Mid-session recess ends - for Faculties other than Medicine, AGSM and University College, ADFA  
AGSM - Mid-session recess ends

**October 2001**

M 1 Labour Day -Public Holiday  
University College, ADFA - Mid-session recess ends  
W 10 Last day for students to advise of examination clashes  
Su 14 Medicine V – Term 4 ends  
Medicine VI – Term 6 ends  
F 19 AGSM Executive MBA Graduate Diploma in Management Program - Session 2 ends  
T 23 Publication of the provisional timetable for the November examinations  
F 26 AGSM Executive MBA Graduate Certificate in Management – Session 2 ends.  
University College, ADFA - Session 2 ends  
S 27 AGSM Executive MBA Graduate Diploma in Management Program – Examination

**November 2001**

F 2 Session 2 ends - for Faculties other than Medicine, AGSM and University College, ADFA  
S 3 Study period begins - for Faculties other than Medicine, AGSM and University College, ADFA  
AGSM Executive MBA Graduate Certificate in Management Program - Examination  
Su 4 Medicine IV – Term 6 ends  
Th 8 Study period ends - for Faculties other than Medicine, AGSM and University College, ADFA  
F 9 Examinations begin – for Faculties other than Medicine, AGSM and University College, ADFA  
AGSM MBA Program - all classes – Term 3 ends  
M 12 AGSM MBA Program - all classes – Examinations begin  
F 16 University College, ADFA - Examinations end  
AGSM MBA Program - all classes - Examinations end  
S 17 AGSM Executive MBA Program - Session 2 begins  
M 19 AGSM Executive MBA Graduate Certificate in Management – Summer session begins  
T 27 Examinations ends – for Faculties other than Medicine, AGSM and University College, ADFA

**December 2001**

S 22 AGSM Graduate Certificate in Management - Summer session break  
T 25 Christmas Day - Public Holiday  
W 26 Boxing Day - Public Holiday

Comprises Schools of Accounting, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems, Technology and Management, International Business, Marketing; Actuarial Studies, the Australian Centre for Management Accounting Development, the Australian Centre for International Business, the Asia-Pacific Financial Research Centre, the Centre for Franchise Studies, the Centre for Applied Economic Research, the Industrial Relations Research Centre, Centre for Advanced Empirical Software Research, the Centre for Tourism Policy Studies, the Centre for Accounting and Assurance Services Research and the Centre for Applied Marketing.

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**Administrative Assistant**

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Professor IG Sharpe

**Associate Dean (External Affairs)**

Dr G Bradley

**Associate Dean (Development)**

Professor WP Birkett

**Associate Dean (Research)**

Professor RA Bewley

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**Marketing Manager**

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**Research Officer**

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**Administrative Assistant**

Vacant

**Asia Pacific Financial Research Centre**  
**(Incorporating the National Centre for Banking and Capital Markets)**

**Director**

Mr Vic Edwards

**Management Committee**

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 Associate Professor Alex Frino  
 Professor Fariborz Moshirian  
 Professor John Okunev  
 Associate Professor Toan My Pham  
 Professor Tom Valentine  
 Dr Li-Anne Woo

**School of Business Law and Taxation**

**Professor and Head of School**

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 Tueb Germ, LLM *UTS*  
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**Administrative Assistant**

Bibi Moore

**School Secretary**

Sumana Songsakul

**Centre for Franchise Studies**

**Director**

Professor Andrew Terry

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**School of Economics**

**Professor of Economics and Head of School**

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**Professor of Statistics**

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Murray Chivers Kemp, BCom MA *Melb.* PhD *Johns H*  
 John Warwick Neville, BA *WA*, MA PhD *Calif.* Hon DSc *UNSW*,  
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**Associate Head of School**

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**Associate Professors**

Robert Maxwell Conlon, MCom PhD *UNSW*  
 Geoffrey Harold Kingston, BA PhD *ANU*  
 Peter Robert Thomas Kriesler, BEc MEC *Syd*, PhD *Camb*  
 John Kees Lodewijks, BEc *Syd.* MEC *NE*, MA PhD *Duke*  
 David Meredith, BA PhD *Exe*, GradCertHED *UNSW*, FRHistS  
 Glenn Otto, BEc *Qld.* MA *ANU*, PhD *Qu*  
 Anthony David Owen, BA *Leic.* MA PhD *Kent*, FSS  
 John Albert Perkins, BScEcon *Hull*, PhD *UNSW*  
 Eric Richard Sowrey, BEc *Syd*, BSc *UNSW*, MSc *Lond*,  
 PhD *UNSW*  
 Trevor Robert Stegman, BCom PhD *UNSW*  
 Geoffrey Herbert Waugh, BSc *Syd*, MCom PhD *UNSW*

**Senior Lecturers**

Christian Marie Alaeouze, BAgSci MAGSci *Melb.* MA PhD *Wisc*  
 Garry Barrett, BEc *Syd*, MA PhD *BrCol*  
 Hazel Bateman, BEc *Qld.* PhD *UNSW*  
 Gautam Bose *BA Calc.* PhD *USC*  
 David Leonard Clark, BEc PhD *Syd*  
 Geoffrey Francis Fishburn, BA PhD *UNSW*  
 Lance Alexander Fisher, BA *Macq.* MCom *UNSW*, PhD *Minn*  
 Kevin Fox, BCom MCom *Cant.* MA PhD *BrCol*  
 Robert Hill, BA *York*, MA PhD *BrCol*  
 Mehdi Siamak Monadjemi, BS *Utah*, MS PhD *III*  
 Nripesh Podder, MA *Calc.* PhD *UNSW*  
 Trevor Robert Stegman, BCom PhD *UNSW*  
 Truong Phouc Truong, BEc *WA*, MA MEngSc *Syd*, PhD *Macq*  
 Minxian Yang, MEng *Wuhan*, PhD *UNSW*

**Lecturers**

Catherine de Fontenay, BA *McGill*, PhD *Stan.*  
 Diane Susan Enahoro, BCom MCom *UNSW*, DipEd *Syd*  
 Tue Gorgens, cand oecon *Aarhus*, PhD *Iowa*  
 Arghya Ghosh, BSc *Cal.*, MA *Delhi*, PhD *Minn*.  
 John Landon-Lane, BSc MCom *Cant.* MA PhD *Minn*  
 Elisabetta Magnani, BA PhD *Bologna*, MA MPhil PhD *Yale*  
 Kieron Meagher, BA MA *Waikato*, PhD *ANU*  
 Hodaka Morita, BS *Tokyo*, PhD *Cornell*  
 Peter Robertson, BA *Otago*, MEC *UNE*, PhD *SFraser*  
 Judith Frances Watson, BCom MHED *UNSW*

**Associate Lecturer**

Pak Kin Ho, BA *Otago*, MMS, *Waikato*  
 Mahmut Temur BHealthAdmin, Grad Dip, *UNSW*, MEC, *Syd*  
 Louis Yeung, BSc *Makere*, MA *Manc*, GradCertHED, *UNSW*

**Administrative Officer**

Sue Nelson

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## Actuarial Studies

**Professor of Actuarial Studies**

Michael Sherris, BA Macq, MBA Syd, FIAA, FIA Lond, ASA

**Lecturers**

J Jang, BA Sogang, MSc City, PhD LSE  
T Sachi Purcal, BEc Macq, MA UBC, ASA

**Administrative Assistant**

Bindya Subba, BBS Monash

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## Centre for Applied Economic Research

**Director**

Professor John Nevile

**Associate Director**

Peter Kriesler

**Administrative Assistant**

Paula Browne-Cooper

---

## School of Industrial Relations and Organisational Behaviour

**Professor and Head of School**

Philip Bohle, BA Macq DipPsych PhD Qld

**Professor**

Michael Quinlan, BEc PhD Syd

**Associate Professor**

Braham Dabscheck, MEC Monash

**Senior Lecturers**

John O'Brien, BA DipEd Syd, MA N'cle (NSW), PhD W'gong  
Lucy Takska, BA PhD UNSW  
Christopher Wright, Bec PhD Syd  
Peter Gahan, BCom UNSW, PhD Melb  
Ian Hampson, BA Victoria, MA Macq, PhD W'gong

**Lecturers**

Diane Fieldes, BA ANU, DipEd Syd

Suzanne Hammond, BA LaT

Ian Hampson, BA Victoria, MA Macq, PhD W'gong  
John Holt, BA CUC, BSc N'cle(NSW), PhD UNSW  
David Kennedy, BA Assumption, MSc MBA, UMass, MPS PhD Cornell  
David Morgan, BA Flin PhD Qld  
Michael O'Donnell, BA Dublin, MA PCL PhD UNSW  
Carol Royal, BA UNSW, MCom UNSW  
Tracy Wilcox, BAppSc UTS, MCom UNSW

**Associate Lecturers**

Sara Gregson, BA (Hons) UNSW

**Visiting Fellow**

Allan Bordow, BS Wis, MA Columbia, PhD Colorado

**Administrative Assistant**

Terry O'Callaghan

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## Industrial Relations Research Centre

**Directors**

Professor Philip Bohle

Dr Lucy Takska

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## School of Information Systems, Technology and Management

**Associate Professor and Head of School**

Graham Cedric Low, BE PhD Qld, MChemE

**Associate Heads of School**

John D'Ambra, BBus UTS, MCom PhD UNSW, MACS  
Concepción Shimizu Wilson, BA Pomona, MSLS NC, MLib PhD UNSW, AALIA

**Professors of Information Systems**

Michael John Lawrence, BSc BE Syd, MS PhD Calif  
Marcus John O'Connor, MCom PhD UNSW, MACS

**Associate Professors of Information Systems**

Rodger Jamieson, MCom PhD UNSW, ACA, MACS, CISA, MAIRM  
Helen Myfanwy Jarvis, BA ANU, PhD Syd, AALIA

Graham Cedric Low, BE PhD Qld, MChemE

**Senior Lecturers**

John D'Ambra, BBus UTS, MCom PhD UNSW, MACS  
Aybuke Aurum, BSc MSc ITU Turkey, MEng PhD UNSW  
Deborah Bunker, BA, MCom UNSW  
Narciso Cerpa, BE Santiago, MCom PhD UNSW  
Mari Davis, BA Melb, MLib PhD Monash  
Geoffrey Dick, BBus USQ, MCom UNSW, PhD UNSW, FCPA, AACSA  
Steve Elliot, BA Syd, MAppSci UTS, PhD Warw, MACS, MBCS  
Sue Fowell BSc, PGCE, MSc Sheff, Hallam, PhD LMU  
Meliha Handzic, MSc Sarajevo PhD UNSW  
William Wellesley Hood, BSc DipEd Syd, MLib PhD UNSW, AACSA  
Wei Huang, BMech Huazhong, MBA Xian Jiaotong, MSc PhD NU Singapore  
Fethi Rabhi, PhD Sheff., MEngCompEng USTHB Algiers  
Pradeep Kumar Ray, MEE IIT Kanpur India, PhD UTS  
Rajeev Sharma, BE Delhi, PGDM, IIM Bangalore, PhD UNSW  
Denise Tolhurst, DipT BMATH W'gong Med PhD Syd  
Concepción Shimizu Wilson, BA Pomona, MSLS NC, MLib PhD UNSW, AALIA

**Lecturers**

Fletcher Thomas Haydn Cole, BSc Cant MLib PhD UNSW  
DipNZLS, AALIA, ANZLIA  
Rohan da Silva, BscEng Moratuwa, ME TUB, MEngSc UNSW  
Adrian Gardiner BBUS OUT, MFM Qld, ACA  
Lesley Land BSc Lond, MSc Brunel, PhD UNSW  
Decler Mendez BSc UniConcepcion Chile, MSc UTS  
Gary Oliver, BA Macq, MCom UNSW  
Hugo Rehsaas, BA Syd, MCom UNSW, MACS, AIMM  
Gregory Marshall Stephens, MCom UNSW, ASA, CISA, AIMM  
Ken Stevens, BFinAdmin UNE, MCom UNSW  
Christine Van Toorn, BCom UNSW, ASA, CISA, ISACA

**Associate Lecturers**

Pranab Ganguly, MSc UNSW, BeTeEng, Jadavpur India  
Zixiu Guo, MEng Tianjin Uni China  
Peter Parkin, MSc MA Massey

**Adjunct Associate Professor**

Robert Hugh Edmundson, MCom PhD UNSW  
Carmel Jane Maguire, BA Qld, MA ANU, FLAA

**Emeritus Professor**

W Boyd Rayward, BA Syd, MS III, PhD Chic, DipLib UNSW, AALIA

**Honorary Visiting Fellow**

Ann Pederson, BA Ohio Wesleyan, MA Georgia State, FSAA

**Administrative Officer**

Toni Benton

**Administrative Assistants**

Patricia Hartley  
Cathy Sharpley

**Centre for Advanced Empirical Software Research****Director**

Professor Ross Jeffrey, BCom Qld, MCom PhD UNSW

**Deputy Director**

Associate Professor Graham Low

**School of International Business****Professor of International Business and Head of School**

Sidney John Gray, BEc Syd, PhD Lanc, FCCA CPA ACIS MIMgt.

**Associate Professor**

William Raymond Purcell, BCom PhD UNSW,  
DipJap Kyoto Gaidai

**Senior Lecturers**

Prem Rambaruth, BA DipEd SouthAfrica, MEd Syd, EdD UNSW,  
LRAM Lond, GradDip TESOL S Aust  
Chung-Sok Suh, BEc Seoul National, MCom PhD UNSW

**Lecturers**

Sara-Lisa McGaughey, BA MBA Monash  
Pradeep Kanta Ray, BA, MA, MBA Jadavpur PhD UWA  
Sunil Venaik, BTech IIT Kharagpur, PGDM IIM Ahmedabad,  
PhD UNSW

**Senior Research Associate**

Seung-Ho Kwon, BBA Keimyung, MCom PhD UNSW

**Administrative Assistant**

Sue Richardson

**Secretary to Head of School**

Grace Setiawan

**Australian Centre for International Business****Director**

Professor SJ Gray

**Deputy Director**

Associate Professor WR Purcell

**School of Marketing****Professor and Head of School**

Mark Uncles, BSc PhD Brist.

**Professors of Marketing**

Roger Layton, AM, MEd Syd, FAIM  
Paul Patterson, BBus UTS, MCom UNSW, PhD W'gong  
Ian Wilkinson, BSc Southampton, MSc Warw., PhD UNSW

**Associate Professor**

Ray Spurr, BCom Melb.

**Visiting Professor of Marketing**

Arch Woodside, BS MBA Kent State, PhD Penn State

**Senior Lecturers**

Margaret Craig-Lees, BA UTS, MA PhD UNSW  
Pam Morrison, BEcon Qld, MCom UNSW, PhD AGSM, UNSW  
Michael Simons, LLB Melb, MA Macq, LLM GradDipEd UTS,  
David Turner, MDesSc Hons Syd, BArch Syd, FRAIA CHE  
Chris Styles, BCom WA, PhD Lond.

**Lecturers**

Jack Cadeaux, BA Pomona, MA Stan, PhD Calif Berkeley  
Mary Louise Caldwell, BCom UNSW, Dip ABS  
Elizabeth Cowley, BA Waterloo, MBA McGill, PhD Toronto  
Michael Edwards, BA MA Melb, GradDip AppPsych Monash,  
DipHotelMgt Tas, MAPS  
Jennifer Harris, BA Macq  
Roger St George March, BA DipEd Syd, MCom (Hons) UNSW  
Julie Morgan, MCom (Hons) UNSW

**Associate Lecturers**

Marion Burford, BSc Syd, MCom UNSW  
Andrew Catasars, MCom UNSW  
Richard Connell, BSc, MBA New York, IMP London Business School  
Samir Gupta, MBA, BBus (Marketing), DipMaths Edith Cowan  
Kelly Page, DipMarket Research (MRSA), BCom Griffith  
Cynthia Webster, BA PhD UC Irvine

**Visiting Fellows**

Timothy Bock, BCom UNSW  
Robert Hall, BA Ncle (NSW) PhD Macq.

**Administrative Officer**

Nadia Withers, BA UNSW

**Administrative Assistants**

Paula Aldwell  
Margot DeCellis, BA UNSW

**Centre for Applied Marketing****Director**

Professor Paul Patterson

**Deputy Directors**

Professor John Roberts, BA MCom Melb, PhD M.I.T. FAIM FAMI FAIA  
Professor Mark Uncles

**Associate Director**

Professor Grahame Dowling, BCom DipBusStud, Ncle (NSW)  
MCom PhD UNSW

**Centre for Tourism Policy Studies****Director**

Associate Professor Ray Spurr



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# Handbook Guide

This Handbook is divided into two main sections comprising undergraduate study and graduate study. Program outlines are presented in each section providing a guide to the degrees within organisational units. This is followed by a full listing of course descriptions in each section which provide details of course 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:

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<b>UOC</b>	units of credit
<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

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## 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
ACTL	Actuarial Studies	Commerce & Economics
ECOH	School of Economics	Commerce & Economics
ECON	School of Economics	Commerce & Economics
FINS	School of Banking & Finance	Commerce & Economics
HOSP	School of Marketing	Commerce & Economics
IBUS	School of International Business	Commerce & Economics
IMGT	School of Information Systems, Technology and Management	Commerce & Economics
INFS	School of Information Systems Technology and Management	Commerce & Economics
IROB	School of Industrial Relations & Organisational Behaviour	Commerce & Economics
LAWS	School of Law	Law
LEGT	School of Business Law & Taxation	Commerce & Economics
MARK	School of Marketing	Commerce & Economics
MGMT	School of International Business & School of Industrial Relations & Organisational Behaviour	Commerce & Economics
REGS	Division of the Registrar & Deputy Principal	



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# Faculty Information

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## Some People Who Can Help You

If you require advice about enrolment, degree requirements, progression within programs or any other general matters, contact the Faculty of Commerce and Economics Student Centre, Ground Floor, John Goodsell Building; telephone (02) 9385 3189, fax (02) 9313 7767. The Student Centre is staffed during teaching weeks between 9am and 7pm from Monday to Thursday and between 9am and 5pm on Fridays. During non-teaching weeks the Student Centre is staffed Monday to Friday between 9am and 5pm.

For information and advice about course 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, the official noticeboards of the University, and the appropriate websites.

## Education Development Unit

The Faculty of Commerce and Economics has established the Education Development Unit (EDU) to support all students in the development and enhancement of their academic skills. The EDU provides a range of strategies including:

- postgraduate and undergraduate orientation programs (offered in Orientation Week in both sessions 1 and 2)
- discipline-specific workshops (designed to assist students in developing the oral and written communication and study skills required in particular subject areas)
- academic skills workshops (eg. time management, critical thinking, critical reading, listening and note-taking, exam preparation)
- language and communication workshops (eg. essay writing, report writing, case analysis, presentation skills)
- individual and small group consultations (with a learning adviser or peer assistant)
- a wide range of resources and handouts
- a website

Students are welcome to visit the EDU and talk to staff about their learning and language needs, collect appropriate support materials, register for workshops or make appointments for consultations. Students are also encouraged to arrange small group consultations to address needs in specific subject areas.

For further information and a current list of programs being offered, you are welcome to visit the EDU, located in Room 3054, level 3, South Wing, Quadrangle Building or contact a Learning Adviser in the EDU on 9385 6163/6087.

## Learning Centre

The Learning Centre provides a wide range of academic support services to students enrolled at the University. Assistance is available through workshops in academic skills, individual consultations and discipline or course specific learning and language programs. All services and programs are free, and individual consultations (approximately one hour per consultation) are completely confidential. The types of assistance available are:

**Learning Assistance:** The Learning Centre assists students in adjusting to their new academic culture and to new approaches to learning and teaching. The centre provides a range of workshops in study skills in areas such as learning styles, time management, managing study stress, examination preparation, seminar presentation, reading and note taking, essay writing etc. The Centre also offers individual consultations for students where study-related and other academic concerns can be discussed confidentially with a Learning Adviser.

**Language Assistance:** The Learning Centre offers a wide range of language assistance program, particularly for students for whom English is a second language. There are lunchtime classes and intensive workshops covering general and academic English. Teachers are also available for individual consultations by appointment.

Lunchtime classes cover general skills such as grammar, vocabulary, listening skills and colloquial Australian English. Students can attend these classes without enrolling.

The intensive workshops assist students with academic writing and speaking skills. These include: orientation to academic writing, essay writing, writing a report, a thesis proposal, a literature review and developing seminar and discussion skills. The courses run for 2-3 hours a week over several weeks; it is recommended to attend as many as possible and to enrol early as space is strictly limited. There are also faculty based courses such as English for Commerce, English for Food Technology etc.

For further information and a complete list of programs, contact the Learning Centre, Room 231, Lev 2, Library Building. Tel 9385 3890

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## Assumed Knowledge

The Bachelor of Commerce, Bachelor of Commerce (Marketing, Tourism and Hospitality Management), Bachelor of Economics and all combined programs offered by the Faculty assume students to have achieved a prescribed standard in Mathematics at the Higher School Certificate, or equivalent. More details are available from the Undergraduate Admissions Office.

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## Faculty of Commerce and Economics Enrolment Procedures

Interested applicants to the Faculty of Commerce and Economics should contact the Faculty of Commerce and Economics Student Centre or the Admissions Office.

New students are informed of enrolment procedures after they have received an offer.

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

## Course Timetables

Undergraduate and postgraduate course timetables are available to re-enrolling students via the Faculty website before the end of the current year of study. New undergraduate students are allocated individual course timetables for their first Session enrolment at the time of enrolling.

## Examinations

Additional information on examinations and assessment, rules and restrictions, is included in the University Calendar.

In courses under the control of the various schools 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 course to course, 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 courses. Such calculators may also be permitted, subject to the discretion of individual examiners, in examinations for courses taught in the Faculty.

## Academic Misconduct

Students are reminded that the University regards academic misconduct as a very serious matter. Students found guilty of academic misconduct are usually excluded from the University for 2 years. Because of the circumstances in individual cases the period of exclusion can range from one session to permanent exclusion from the University.

The following are some of the actions which have resulted in students being found guilty of academic misconduct in recent years:

1. taking unauthorised materials into an examination;
2. submitting work for assessment knowing it to be the work of another person;
3. improperly obtaining prior knowledge of an examination paper and using that knowledge in the examination;
4. failing to acknowledge the source of material in an assignment.

## Acknowledgment of Sources

Students are expected to acknowledge the source of ideas and expression used in submitted work. To provide adequate documentation is not only an indication of academic honesty but also a courtesy enabling the marker to consult sources with ease. Failure to do so may constitute plagiarism, which is subject to a charge of academic misconduct.

## 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 in 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 Coordinators; 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), and 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 age, disability, homosexuality (male or female), marital status, pregnancy, race (including colour, nationality, descent, ethnic, ethno-religious or national origin, and immigration), religious or political affiliation, views or beliefs, sex, and transgender or transsexuality. 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 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.

## **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 Coordinator for Disability Support Services, the EEO Unit, the Library, the Student Guild, and the Student Equity Unit.

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

The Coordinator for Disability Support Services can be contacted on (02) 9385 4770 or at the Student Equity Unit, in the East Wing of the Quadrangle Building.

## **Special Government Policies**

The NSW Health Department and the NSW Department of Education and Training have special requirements and policies of which students of health-related and education programs should be aware. The requirements relate to:

- clinical/internship placements which must be undertaken as part of your program and
- procedures for employment after you have completed the program

### **Health-related programs**

#### **Criminal record checks**

The NSW Health Department has a policy that all students undertaking clinical placements, undergo a criminal record check prior to employment or placement in any capacity in the NSW Health System. This check will be conducted by the NSW Police Service and will be co-ordinated by the Department of Health.

#### **Infectious diseases**

Students required to complete clinical training in the NSW hospital system will be subject to various guidelines and procedures laid down for health workers by the NSW Department of Health relating to vaccination and infection control.

An information sheet is available from your program officer and further details can be obtained from your Program Authority.

### **Education programs**

#### **Criminal record checks**

It is a requirement that a check of police records be conducted for all teacher education students applying for an unsupervised internship placement in a New South Wales Government school. Contact your program co-ordinator for further details.

## **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 specialised 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 computerised 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 Unicopy.

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

### **Faculty of Commerce and Economics Library/ Reading Room**

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.

## **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- CPA Australia**

CPA Australia 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; *Australian CPA* and access to seminars and courses organised by CPA Australia.

For further information and application forms for the Accounting Students' Register, contact:

The Education Officer  
CPA Australia  
P.O. Box Q290  
Queen Victoria Building  
Sydney NSW 2000  
tel (02) 9375 6200;  
[www.cpaonline.com.au](http://www.cpaonline.com.au)  
or contact

Rosina Mladenovic  
The Society's Liaison Officer on Campus  
School of Accounting  
Quadrangle Building Room 3090  
Phone No. 9385 5812  
Advertising Federation of Australia

Students are eligible to attend selective Advertising Federation of Australia (AFA) events at special rates. The School of Marketing is an affiliate member of the AFA. Further information from the School Office or from the AFA, P.O.Box 166, North Sydney NSW 2059. Tel. 02-9957-3077. Fax 02-9957-3952. Email: [afamail@afa.org.au](mailto:afamail@afa.org.au).

### **AIESEC**

AIESEC is a world-wide organisation of university students that aims to create tomorrow's global leaders today. Its main focus is on promoting international and cultural understanding. It achieves this by exchanging people around the world via our graduate exchange program and by running projects focussing on this area.

Involvement in AIESEC gives member valuable business skills in areas such as time and project management, marketing, team leadership and finance, whether this be through active involvement in AIESEC's International Trainee Exchange Programme (ITEP) or in helping run such annual projects as the AIESEC/AMP.

If you have any queries please do not hesitate to drop by our office:

Room LG15  
LG Floor, John Goodsell Building  
tel (02) 9385 5893 or fax (02) 9385 5798

Our postal address is:

AIESEC  
Union Box 48a  
The University of New South Wales  
Sydney 2052 Australia

## The Australian Marketing Institute

The Australian Marketing Institute (AMI) is Australia's largest professional body for marketing practitioners. Its mission is to lead, develop, and promote the profession of marketing in Australia. The School of Marketing at UNSW is actively involved with the AMI, and has staff representation on the NSW Council Student membership is available for those studying marketing. Contact the School of Marketing Office or AMI, West Tower, Level 3, 608 St Kilda Road, Melbourne Victoria 3004. Tel. 1800-240-264. Fax. 1800-241-264. Email: [membership@ami.org.au](mailto:membership@ami.org.au). Website: [www.ami.org.au](http://www.ami.org.au)

## Banking Students' Register

The Australian Institute of Banking and Finance 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 AIBF journal, *The Australian Banker*, the opportunity to attend professional development functions organised by the NSW State Committee (66 King Street, Sydney, telephone (02) 9262 1249, access to the Institute's library and information on the educational requirements for professional awards offered by the AIBF.

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.

## Commerce and Economics Society

The Society is the official student body representing the Faculty of Commerce and Economics. It exists to serve the interest of students and academics of the Faculty as well as to promote the study of commerce and economics in general. The Society is also an opportunity for students to gain practical business skills and experience by being actively involved in Society projects and events. All students in the Faculty are automatically members.

The Society organises various academic, career and business related events as well as social activities for the benefit of members. These include academic and careers seminars; workshops; student support systems; portfolio competition and management competition.

Other major events that the Society organises include the Australasian-wide AMP Asset Management Economics Competition for high schools and the Andersen Consulting Intervarsity Management Competition.

**For future information, please e-mail:**  
[com\\_eco\\_soc@unsw.edu.au](mailto:com_eco_soc@unsw.edu.au)

## The Council of Australian Tourism Studies

The Council of Australian Tourism Students (CATS) is sponsored by the Tourism Council of Australia to encourage students in universities and colleges to interact with the tourism industry in preparation for eventual careers. It has a national committee that organises industry evenings, competitions and awards. UNSW Marketing and Hospitality Management students are actively involved. Details from the School of Marketing office.

## 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 937, St Ives, NSW 2075. Tel/Fax 9988 0844, email: [ecosoc@sfs.mq.edu.au](mailto:ecosoc@sfs.mq.edu.au) 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 Hospitality Sales and Marketing Association (NSW)

The Hospitality Sales and Marketing Association (NSW) (HSMA) provides a forum for networking and the interchange of ideas and information, aimed at solving mutual problems and serving the best interests of its members, their companies and clients. It comprises hotels, tourism operators, destination marketers, and tourism affiliated companies. There are strong links with the AHA, the MIAA, the Sydney Convention and Visitors Bureau and the HSMA International.

The Association places a strong emphasis on inviting speakers who will be able to educate and encourage discussion and debate relating to current issues affecting the Hospitality industry. The Industry association relationships are an integral part of the HSMA.

For the past five years, UNSW and the HSMA have offered traineeships to third year Marketing and Hospitality Management students to work in the Sales and Marketing Departments of hotels as part of their industrial work experience. These have included, the Park Hyatt, Sheraton, Regent, Accor, Menzies, Southern Pacific Hotels and the Sydney Convention and Visitors Bureau. Hospitality students at UNSW are encouraged to consider becoming student members of the HSMA and to take an active part in the opportunities that membership provides for networking and professional development. The HSMA can be contacted on: 02 96844820 or ask for details from the School Office, School of Marketing.

## The Hospitality (HOSPO) Society

The Hospitality (HOSPO) Society is a special club for UNSW Marketing and Hospitality Management students. It organises harbour cruises and winetastings and, needless to say, the HOSPO ball has a reputation for being a premier student ball at UNSW. The Society also brings together students with key figures in the hospitality, tourism and travel industries. It is managed by a committee of representatives from each year of the course.

## The Institute of Actuaries of Australia

Students are eligible for membership of The Institute of Actuaries of Australia at a student fee. Membership entitles students to receive copies of the *Australian Actuarial Journal* and *Actuary Australia* magazine. Students also receive copies of papers presented to the Institute and can attend Sessional Meetings and Educational and Topical Discussion Groups. Job advertisements are also circulated to Institute members.

The Institute is the sole professional body for actuaries in Australia. It represents the interests of its members within Government, the business community and the general public. The Institute of Actuaries of Australia has a heritage that dates back 100 years, having celebrated its Centenary in 1997. As part of the worldwide actuarial profession, the Institute maintains regular contact with overseas actuarial associations. In particular, the current examination system ensures close links with the Institute of Actuaries (London) and The Faculty of Actuaries (Scotland).

Details of the current student member fee and a copy of the membership application form are available from The Institute office at:

The Institute of Actuaries of Australia  
 Level 7 Challis House  
 4 Martin Place  
 Sydney 2000 Australia

Tel: 61 2 9233 3466 Fax: 61 2 9233 3446  
 e-mail: [insact@actuaries.asn.au](mailto:insact@actuaries.asn.au)  
 or [WWW http://www.actuaries.asn.au/](http://www.actuaries.asn.au)

## 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, academics and students, 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 1999/2000 financial year are \$35 for bona fide full-time students, \$70 for ordinary membership and \$150 for corporate members. The precise fee is available on the application form for membership.

Enquiries should be addressed to:

The Honorary Secretary Industrial Relations Society of NSW  
PO Box 74  
Oatlands NSW 2117  
Tel (02) 9630 5211, Fax (02) 9630 5233  
E-mail [IRNSW@bigpond.com](mailto:IRNSW@bigpond.com)

## 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 1500 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 Australasian Journal of Market Research*. It also makes available an annual award to marketing students.

Student membership information is available from

The Market Research Society of Australia Ltd, NSW Division  
PO Box 697  
North Sydney NSW 2059  
tel (02) 9955 4830, fax (02) 9955 5746  
Email [sydney@bigpond.com](mailto:sydney@bigpond.com)

Enquiries from prospective members or visitors are welcomed, as are those from students or graduates interested in marketing research or marketing careers.

## 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 subscription for a student member is \$45 per annum.

The Society has introduced in 1998 two new additional, accredited grades of membership, *Graduate Statistician*, which signifies possession of qualifications or experience equivalent to an Honours degree in Statistics and the higher grade *Certified Statistician*, which signifies more extensive experience and qualifications.

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. Every second year the Society holds its Australian Statistical Conference; the next one scheduled for 2000. 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 or a related field (e.g. econometrics).

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

Further information and membership application forms can be found on the branch website ([www.maths.uts.edu.au/statsoc](http://www.maths.uts.edu.au/statsoc)), otherwise contact:

The Honorary Secretary, Dr Alun Pope,  
Department of Statistics  
The University of Newcastle  
Callaghan NSW 2308  
Tel: (02) 4921 5518, fax (02) 4921 7063  
Email: [stalp@scriabin.newcastle.edu.au](mailto:stalp@scriabin.newcastle.edu.au)

## 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 single degree programs. Over the course of a degree program student must:

- satisfactorily complete a minimum of 12 credit points of study in General Education courses or their equivalent;
- undertake 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 may exist as a separate courses, depending on the program.

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 courses toward the fulfilment of the General Education requirement, which are similar in content or approach to courses required in their program.*

Each faculty has responsibility for deciding what courses are *not* able to be counted towards the General Education requirement for their students. In most cases, this means that courses offered by the faculty in which a student is enrolled, or courses 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.

Faculty handbooks, brochures and booklets provide information about what courses may and may not be taken to fulfil the General Education requirements for each program offered by that faculty.

### 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 courses in the same way.

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

From the summer session of 1995-96, students will be required to satisfy the unfulfilled 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, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems, Technology and Management, International Business, and Marketing.

## School of Accounting

### Head of School

Professor W.F. Chua

### 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 Business Law and Taxation. Some of the courses 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
LEGT1711	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	Management Accounting: Process Improvement and Innovation (formerly Accounting and Financial Management 2A)
LEGT7721	Business Transactions
FINS1613	Business Finance
	Option

#### Session 2

ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting and Financial Management 2B)
LEGT7741	Business Entities
	Option
	Option

### Year 3

#### Session 1

ACCT3563	Issues in Financial Reporting and Analysis (formerly Accounting and Financial Management 3A)
LEGT7751	Business Taxation
	Option
	Option

#### Session 2

ACCT3583	Stakeholder Value Management (formerly Accounting and Financial Management 3B)
ACCT3708	Auditing and Assurance Services (formerly Auditing)
	Option
	Option

Students with a good academic record are encouraged to enter the Honours program in Accounting in the second year of the full-time program or in the corresponding stages of the part-time program. Invitations to join the Honours program are sent by the School of Accounting to eligible students after the publication of the end of year results.

## Actuarial Studies

### Head

Professor M Sherris

### Administrative Assistant

Bindya Subba

Actuarial studies involves the application of quantitative, economic and financial models and analysis to long term financial management particularly in life insurance, general insurance, health insurance, and superannuation as well as in other financial services. The actuarial courses cover the models used to quantify and manage risks such as survival, birth, marriage, sickness, retirement, accident, fire, flood, asset default and asset value fluctuations and to study their financial effect on the obligations of insurance companies, benefit plans and other financial security systems. The courses provide the foundations for actuarial practice in the pricing, reserving, investment, and financial management of life insurance, general insurance superannuation and pension funds. The actuarial program of study also aims to develop the use of judgement and to provide the necessary combination of mathematical, statistical, accounting, economic, financial, demographic, analytical and modelling skills for a rewarding career in the financial services industry.

The Bachelor of Commerce allows students to combine a major in actuarial studies with a major or minor in a broad range of other disciplines including accounting, banking, finance, economics, international business, business law, information systems, marketing, and industrial employment relations. The actuarial studies program also provides students who meet the required standards with the opportunity to apply for exemptions from some or all of the Part I examinations of The Institute of Actuaries of Australia and entry into the actuarial profession. The Actuarial Studies Co-op Scholarship Program provides industry experience integrated with the academic requirements for the Bachelor of Commerce.

The courses are quantitative and intellectually demanding. They require a very strong ability and interest in mathematics and statistics and their applications to business. Success as a professional actuary also requires problem solving skills, reasoning, well-rounded business skills and an ability to communicate complex ideas in simple terms.

Actuaries are employed by insurance companies, superannuation funds, banks, and governments and also practice as consulting actuaries. About a third of the fully qualified actuaries in Australia work or practice in life insurance, another third work or practice in superannuation, and the rest are in general insurance, finance, funds management, education and other areas of practice. The financial rewards from an actuarial career compare very well with other professions and employment prospects are very good. To qualify as an actuary in Australia requires the completion of, or exemption from, subjects in Parts I, II and III of the professional syllabus of the Institute of Actuaries of Australia.

Part II is studied after graduating or possibly in an honours year and is made up of the Actuarial Control Cycle subjects. Part III consists of two subjects completed by distance education through The Institute of Actuaries of Australia usually on a part-time basis after completing the Part I and Part II subjects. Students select these two Part III subjects from the five practice areas of Investment Management, Life Insurance, General Insurance, Superannuation and Finance.

A sample program including options designed to **cover all of the professional Part I Courses** of the Institute of Actuaries of Australia is as follows

### Year 1

#### Session 1

ACCT1501	Accounting and Financial Management 1A
ECON1101	Microeconomics 1
MATH1151	Mathematics for Actuarial Studies & Finance 1A
Option*	

### Session 2

ACCT1511	Accounting and Financial Management 1B
ECON1102	Macroeconomics 1
MATH1251	Mathematics for Actuarial Studies & Finance 1B
ACTL1001	Actuarial Studies and Commerce

\* This option should normally be a course towards the co-major or minor or a computing course.

### Year 2

#### Session 1

ACTL2001	Financial Mathematics
ACTL2002	Probability and Statistics for Actuaries
ECON2101	Microeconomics 2
Option	

#### Session 2

ACTL2003	Stochastic Models for Actuarial Applications
FINS1613	Business Finance
ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting and Financial Management 2B)
Option	

### Year 3

#### Session 1

ACTL3001	Actuarial Statistics
ACTL3002	Life Insurance and Superannuation Models
Option	
Option	

#### Session 2

ACTL3003	Insurance Risk Models
ACTL3004	Financial Economics for Insurance and Superannuation
Option	
Option	

## School of Banking and Finance

### Head of School

Professor F Moshirian

### Administrative Officers

Clarissa Zappia and Shirley Webster

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 minimise the damaging effects of adverse movements in share prices, interest rates, exchange rates, and other uncertainties.

Global financial market integration has led to the emergence of multinational corporations. Financial Management of multinational corporations and the study of these corporations' financial and investment strategies in the international market, particularly in the Asia-Pacific region are the focus of the program in finance. Furthermore, the increasing expansion of insurance services and funds management in Australia and this region are other important issues in finance.

The growth of interest towards the financial sector has been accredited to greater public awareness of the financial market as an investment opportunity. The public at large have taken to purchasing stocks and bonds as a means of securing higher returns, and with it a greater degree of consumer awareness towards financial matters. One major growth area in the world of finance is the advent and expansion of funds management. Funds managers, pool investor money together to form specific portfolios to suit different investor needs. For example, some investors prefer high

capital gains over short time horizons, whilst others prefer not to take as much risk and hope for a steady stream of income over a longer period of time. Funds managers must understand the needs of the customer, design portfolios consisting of different assets to suit those needs, and ensure the returns from the funds are what is expected of them. The funds management, international finance, corporate finance and banking courses offered in the School of Banking & Finance provide the basis for a graduate to enter this growing and complex market, with the necessary skills and knowledge to advance rapidly within the industry.

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: multinational financial managers, multinational bank and insurance managers, multinational funds managers, investment analysts in stock exchange markets; 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.

For students specialising in Finance only or finance and another discipline such as management, they may take the following courses in the first two years (first year and first semester of the second year) so that they can complete as many finance courses as possible in the area of Banking, Corporate Finance, Management and International Finance during their second and third years:

#### **Year 1**

FINS1612 Capital Markets and Institutions

FINS1613 Business Finance

#### **Year 2**

FINS2624 Portfolio Management of Financial Assets

FINS3616 International Business Finance

And optional finance courses from the list below in the areas of:

Banking

Corporate Finance

Funds Management

International Finance

#### **Year 3**

Optional Finance courses from the list below in the areas of:

Banking

Corporate Finance

Funds Management

International Finance

At the undergraduate level the School offers co-majors in **Business Law** and in **Taxation**. At the graduate level the School offers MCom specialisations in **Taxation** and in **Business Law**.

The School's mission is different to that of a Law School - it 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 and innovative, and which adds value to the disparate disciplines which comprise 'commerce'.

## **School of Economics**

#### **Head of School**

Professor J Piggott

#### **Associate Head of School**

Dr Hazel Bateman

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, economic history, financial economics, business strategy & economic management, business statistics and business economics.

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 utmost amount of choice so they can select options that complement their career paths. Students can proceed with a minor or single major in business strategy & economic management, financial economics, 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, economic history or financial economics 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 the Head of School.

## **School of Business Law and Taxation**

#### **Head of School**

Professor Andrew 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 courses addressing areas of law relevant to students in the Faculty of Commerce and Economics.

The courses offered by the School fall into three broad categories: 'foundation' courses which expose students from all disciplines in the Faculty to a broad general education in the legal environment and regulation of commerce; 'professional' courses which are recognised by the CPA Australia and the Institute of Chartered Accountants in Australia for admission to those bodies; and 'specialist' business law and taxation courses relevant to disciplinary streams within the Faculty.

## **School of Industrial Relations and Organisational Behaviour**

#### **Head of School**

Professor Philip Bohle

#### **Administrative Assistant**

Terry O'Callaghan

The School of Industrial Relations and Organisational Behaviour offers students the opportunity to undertake coursework and advanced research covering all aspects of employment relations, from industrial relations to human resource management and the management of work organisations. In the undergraduate programs,

the School offers two distinct disciplinary streams to honours level: Human Resource Management and Industrial Relations. In conjunction with the School of International Business, it also offers a disciplinary stream in management. In the postgraduate programs, the School offers coursework and research study in three disciplinary streams: Human Resource Management, Organisation and Management Studies and Employment Relations.

The specialisation in Human Resource Management provides a strong applied and theoretical grounding in all aspects of the management of people in paid employment. The School's programs are designed to provide both the breadth required for successful career mobility in the 'HR' field and the opportunity to acquire advanced, applied knowledge in specialised human resource functions, including staff planning, recruitment, selection and development, training, gender equity, employee motivation and performance management, remuneration management, superannuation, employment law, workplace negotiation, international and cross-cultural human resource management, and occupational health and safety. These areas are increasingly being influenced by wider corporate strategy and business plans and are often seen as the key to enhancing organisational performance. Accordingly, the School's programs place a strong emphasis on the strategic aspects and importance of human resource planning, policy and practice. The program in Human Resource Management provides a solid career basis for those involved in, or contemplating becoming involved in managing people in paid employment.

The program in Industrial Relations focuses on the processes, relationships, institutions and public policies associated with paid employment in contemporary society. As well as equipping students with a solid working knowledge of all key institutional players, namely trade unions, management, employer organisations and industrial tribunals and government, the programs in 'IR' are designed to furnish a detailed and practical understanding of current employment relations issues, developments and practices. The specialisation in industrial employment relations provides knowledge and skills suitable for a wide range of careers in employment relations areas, 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. Recent changes to industrial relations policies, including a growing focus on the 'micro' or workplace issues have increased the demand for industrial relations expertise at all levels of corporate management.

The postgraduate program in Organisation and Management Studies focuses on how best to co-ordinate the structure and resources of a work enterprise in order to effectively attain designated organisational goals. Particular attention is given to the nature, determinants and management implications of individual, group and collective behaviours within organisations. Drawing on theories from organisational behaviour, sociology, psychology, management, cultural and gender studies and the social sciences in general, this program provides an in-depth understanding of human relations and organisational dynamics and their associated interaction. This knowledge is also applied to practical issues of employee management and to the development of appropriate organisational design. There is increasing demand for more professionally oriented managers and for consultancy expertise in the areas of organisational redesign and change in both private and public sectors. The School's programs have been designed to address this demand.

The Management specialisation examines the processes, conceptual expertise and work functions involved in managing people and organisations effectively. Broadly, management is concerned with building and developing relationships between people and organisations, formulating goals, designing organisational structures, fostering innovation, controlling resources and facilitating productive activities. Rather than focusing purely on the tasks, roles or functions of managers, this specialisation examines the complex relations between power, people and resources that are the key challenges to effective management. Theories and predictions concerning new organisational forms, future business trends, international strategy, and more effective management practices are studied in addition to established knowledge in the discipline. The overall objective is to equip future managers to apply knowledge and skill effectively to the complex problems facing organisations in today's dynamic global environment.

## School of Information Systems, Technology and Management

### Head of School

Associate Professor G Low

### Administrative Officer

Toni Benton

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 program 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 program 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.

Information Management is concerned with the intriguing and socially challenging issues involved in documenting organisational and social activity through evidence in the form of records, as well as sources of records in all their variety and complexity. Academically, this process is studied in the context of individual and institutional needs for information, changing information technologies, and an overarching framework of evolving social roles and responsibilities. Professionally, this process is institutionalised as the responsibility of technical and management personnel in libraries, archives and related "information" agencies. The advent of digitised data and telecommunication networks has led the School to place increasing emphasis on anticipating and responding to rapid change in the information environment, understanding and using a range of information storage and retrieval technologies.

Information Management may be pursued through the Information Systems and Management Disciplinary Stream in the Graduate Diploma and Master of Commerce programs or through Special Programs of Study in the GradDip, MCom or Master of Information Management. The area of specialisation is Information and Library Management. The School has a vigorous research program with opportunities for study at the Masters and Doctoral level in the three areas specified as well as in interdisciplinary areas.

Professional accreditation has been given to graduates of our programs by the Australian Library and Information Association. Our graduates are employed both in Australia and in the region in the rapidly developing information environment that includes libraries, archives and the wider information industry.

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## School of International Business

**Head of School**

Professor Sid Gray

**Administrative Assistant**

Sue Richardson

International Business is a rapidly growing field of study dealing with the development, strategy, and management of multinational enterprises in the global context of complex and dynamic business environments. Besides the study of multinational enterprises, the field necessarily includes business context studies and culture and communications, including language studies. Business is becoming increasingly international and the most effective business leaders and professionals of the future will be those who know how to deal with the problems of doing business and managing organisations in a complex and uncertain global business environment.

Doing business and making decisions internationally involves greater complexity and is much more challenging compared to decision making restricted to the domestic context. Special knowledge and skills are required to be successful at international business.

Strategic decisions have to be made about which countries to operate in and whether or not to export or license, whether to set up a new facility, establish a joint venture or acquire an existing business and how to sustain competitiveness internationally.

Critical issues requiring analysis and judgement at the international level include global strategy, country risk, business negotiations, cultural difference, and performance measurement and evaluation. International business offers students an exciting and challenging opportunity to enhance their knowledge and skills in courses highly relevant to the business challenges of the 21<sup>st</sup> century.

International Business can be studied as a single major and co-major in the BCom program and as a co-major in the BEC program. Languages such as Japanese, Korean, Chinese, French, German, Greek, Spanish and Russian are also offered as co-majors in collaboration with the School of Modern Languages. The combination of language studies with International Business provides a very attractive option to students with an interest in developing their language skills in the international business context.

A specialisation in international business is also offered in the MCom program.

In 2001, a new undergraduate major in management is offered in collaboration with the school of Industrial Relations and Organisational Behaviour. The Management major examines the processes, conceptual expertise and work functions involved in managing people and organisations effectively. Broadly, management is concerned with building and developing relationships between people and organisations, formulating goals, designing organisational structures, fostering innovation, controlling resources and facilitating productive activities. Rather than focusing purely on the tasks, roles or functions of managers, this specialisation examines the complex relations between power, people and resources that are the key challenges to effective management. Theories and predictions concerning new organisational forms, future business trends, international strategy, and more effective management practices are studied in addition to established knowledge in the discipline. The overall objective is to equip future managers to apply knowledge and skill effectively to the complex problems facing organisations in today's dynamic global environment.

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## School of Marketing

**Head of School**

Professor Mark Uncles

**Administrative Officer**

Nadia Withers

Marketing is a management discipline concerned with exchange processes in competitive markets. The business function of marketing seeks to identify the needs and wants of customers, determine potential target markets, design appropriate products and services, communicate this offering to customers and distribute it to the marketplace. A wider goal of marketing is to create an organisation-wide ethos that is responsive to customer needs, aware of competitive forces, and builds on core strengths of the organisation.

Graduates find careers in product management, customer services, new product planning, international marketing, logistics and distribution, sales and purchasing, advertising, direct marketing and public relations, marketing research and management consultancy. General management training programs are also a popular option. Graduates find their skills are in demand across both public and private sectors, nationally and internationally. Professional accreditation has been given to graduates of our programs by the Market Research Society of Australia. Also, there are affiliations with professional organisations such as the Advertising Federation of Australia, the Australian Marketing Institute and the Australian Customer Service Association.

***Undergraduate Marketing:*** The School of Marketing offers undergraduate programs leading to the award of the degree of Bachelor of Commerce and Bachelor of Economics. An intellectually rigorous approach is combined with a desire for practical relevance. This entails drawing not only on the general field of marketing but also the related disciplines of economics, finance, psychology, sociology, business law, mathematics and statistics. Relevance is achieved through case studies, applied exercises and the business experience of teaching staff. The Honours year deals with more advanced themes in marketing, and students are required to submit a well-researched thesis.

***Undergraduate Marketing, Tourism and Hospitality Management:*** A specialist four-year undergraduate degree program in Marketing, Tourism and Hospitality Management is available within the School. This program adds tourism and hospitality management courses to the full range of marketing courses. These additional courses include human resource management, tourism and hospitality law, together with hospitality management for hotels, resorts and restaurants. Students are provided with practical training at an approved training college as part of the program, adding to the richness of the degree. Graduates will find careers in major hotels, resorts, airlines and tourism, both in general management as well as in marketing.

***Postgraduate Programs:*** Specialist postgraduate programs in Marketing and in Hospitality exist for those who wish to extend and deepen their knowledge, or who seek to broaden their business horizons after studying a non-marketing course as an undergraduate. For those with appropriate experience there is an opportunity to achieve an Advanced Specialisation in Marketing or an Advanced Specialisation in Hospitality Management. The 2001 Marketing program features new courses in the areas of e-marketing, knowledge management and entrepreneurship, building on existing strengths in international management, services and business-to-business marketing, new product development and customer analysis.

***The Centre for Applied Marketing:*** The Centre for Applied Marketing is a joint research centre between the School of Marketing, Faculty of Commerce and Economics and the Marketing cluster at the Australian Graduate School of Management. The Centre was established to act as a bridge with Australian industry. The Centre promotes and undertakes both pure and applied research in a range of marketing spheres. The Centre also provides customised in-house marketing training programs to leading Australian companies.

***The Centre for Tourism Policy Studies:*** The focus of this Centre is tourism policy. Strong links exist with Federal and State Government organisations, and with tourism authorities. The Centre is in the CRC for Tourism with a special focus on tourism economics, forecasting and marketing.

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

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

### CPA Australia

CPA Australia has accepted this University as an approved tertiary institution for the purpose of the Society's membership qualifications.

Associate membership of CPA Australia requires an accredited undergraduate degree with a major in accounting. Students who commence recognised programs after 1 January 1991 must also:

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

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

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

Graduates who complete the MCom program in Professional Accounting may be eligible for associate membership of CPA Australia on completion of professional requirements.

Although the program is accredited, CPA Australia assesses every applicant for membership requirements, which include a rule that each applicant must hold a degree which is considered comparable by the National Office of Overseas Skills Recognition (NOOSR) to an Australian Bachelor's degree. If requested, CPA Australia will provide an assessment of an overseas qualification.

Students seeking professional recognition are advised to confirm membership requirements with CPA Australia.

### The Institute of Actuaries of Australia

The following courses offered in the Bachelor of Commerce cover the syllabus of the Part I examinations of The Institute of Actuaries of Australia (Institute subjects in brackets):

ECON1102	Macroeconomics 1 or ECON1101 Microeconomics 1 (Subject 107 Economics)
ACTL2001	Financial Mathematics (Subject 102 Financial Mathematics)
ACTL2002	Probability and Statistics for Actuaries (Subject 101 Statistical Modelling)
ACTL2003	Stochastic Models for Actuarial Applications (Subject 103 Stochastic Modelling)
ECON2101	Macroeconomics 2 or ECON2102 Microeconomics 2 (Subject 107 Economics)
FINS1613	Business Finance(Subject 108 Finance and Financial Reporting)
ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting and Financial Management 2B) (Subject 108 Finance and Financial Reporting)
ACTL3001	Actuarial Statistics (Subject 104 Survival Models)
ACTL3002	Life Insurance and Superannuation Models (Subject 105 Actuarial Mathematics 1)
ACTL3003	Insurance Risk Models (Subject 106 Actuarial Mathematics 2)
ACTL3004	Financial Economics for Insurance and Superannuation (Subject 109 Financial Economics)

Students wishing to apply for exemption from the Part I professional examinations must achieve above average performance in the relevant courses.

It is recommended that students who intend to complete all of the Part I professional actuarial subjects enrol in MATH1151 Mathematics for Actuarial Studies and Finance 1A and MATH1251 Mathematics for Actuarial Studies and Finance 1B in Year 1. ECON1101 Microeconomics 1 and ECON2102 Macroeconomics 2 may satisfy exemption requirements for Subject 107. For students completing a combined B. Sc/B Com, MATH2801 Theory of Statistics and MATH2831 Linear Models may also satisfy exemption requirements for Subject 101.

Qualification as a Fellow of The Institute of Actuaries of Australia (F.I.A.A.) requires the completion of subjects in Parts I, II and III of the professional actuarial examinations. Qualification as an Associate of The Institute of Actuaries of Australia (A.I.A.A.) is attained on completion of the courses in Parts I and II. The syllabus of the Part I courses is covered in the undergraduate Bachelor of Commerce program as set out above.

Part II of the professional examinations is studied after graduating or in an honours year and consists of the Institute Actuarial Control Cycle subjects. No exemptions are available from the PART III examinations. Two subjects are completed by distance education through The Institute of Actuaries of Australia usually on a part-time basis after completing the Part I and Part II subjects. Students select these two subjects from the five practice area subjects of Investment Management, Life Insurance, General Insurance, Superannuation and Finance.

The Faculty of Actuaries and the Institute of Actuaries in the UK offer exemptions from the equivalent subjects in their syllabus if students have obtained exemption through the Institute of Actuaries of Australia. This covers only Part I subjects. However, Fellows of The Institute of Actuaries of Australia can obtain Fellowship of the Institute of Actuaries (London) if they wish to practice in the UK or Europe.

Students who have completed an actuarial studies major and obtained exemptions from the Part I subjects of The Institute of Actuaries of Australia can apply for waivers of some of the examinations of the Society of Actuaries (North America). Fellows of The Institute of Actuaries of Australia can apply for admission as an Associate of the Society of Actuaries if they wish to practice in North America.

Fellowship of The Institute of Actuaries of Australia (F.I.A.A.) is recognised by local actuarial societies in Hong Kong, Singapore, Malaysia, New Zealand and Japan. The actuarial societies in Hong Kong, Singapore and Malaysia do not conduct their own examinations.

### The Institute of Chartered Accountants in Australia

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

ACCT2522	Management Accounting: Process Improvement and Innovation (formerly Accounting and Financial Management 2A ) or
ACCT2532	Management Accounting: Process Improvement and Innovation (Honours) (formerly Accounting and Financial Management 2A Honours)
ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting and Financial Management 2B) or
ACCT2552	Corporate Financial Reporting and Analysis (Honours) (formerly Accounting and Financial Management 2B Honours) or
ACCT3563	Issues in Financial Reporting and Analysis (formerly Accounting and Financial Management 3A ) or
ACCT3573	Issues in Financial Reporting and Analysis (Honours) (formerly Accounting and Financial Management 3A Honours)
ACCT3583	Stakeholder Value Management (formerly Accounting and Financial

ACCT3593	Management 3B ) or Stakeholder Value Management (Honours) (formerly Accounting and Financial Management 3B Honours)
ACCT3708	Auditing and Assurance Services or (formerly Auditing)
ACCT3718	Auditing and Assurance Services (Honours) (formerly Auditing Honours)
FINS1613	Business Finance
INFS1602	Computer Information Systems
LEGT1711	Legal Environment of Commerce
LEGT7721	Business Transactions
LEGT7741	Business Entities
LEGT7751	Business Taxation

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

LAWS11420	Contracts
LAWS2140	Public Law
LAWS4010	Business Associations 1
LAWS4020	Business Associations 2
LAWS4440	Elements of Income Tax Law
LAWS4450	Advanced Revenue Law

In addition, the MCom program in Professional Accounting is accredited by the Institute.

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

#### **Recognition of PY and CPA Program**

The successful completion of:

- (a) the Professional Year Program (PY) of the Institute of Chartered Accountants in Australia, or
- (b) the CPA Program of CPA Australia, is deemed the equivalent of two UNSW advanced accounting courses in the Master of Commerce (course 8404) provided that four accounting courses at an advanced level from the accounting disciplinary stream (program 1037) are taken for an advanced accounting specialisation in the Master of Commerce.

#### **Chartered Institute of Company Secretaries in Australia Ltd.**

This CICSA 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 CICSA members also belong.

The CICSA 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 CICSA Student Members.

For details of accredited subjects and student membership contact Dr John Nelson, National Education Manager, CICSA, 70 Castlereagh Street, Sydney (telephone: 9223 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 program any six (6) courses from INFS1602 Computer Information Systems, 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 courses have achieved the standard required for Level 2 entry to membership and successful completion of any three courses from the above list for Level 3 entry.

Students who have completed the Master of Commerce degree program are recognised as having achieved the standard of

knowledge required for Level 1 entry if they have successfully completed any five courses from:

INFS3605	Implementation Workshop
INFS3608	Advanced Database Systems
INFS3611	Design Workshop
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 program any three or four of the courses listed.

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

The Securities Institute of Australia grants exemptions from certain courses leading to associate membership of the Institute to graduates who have completed finance courses offered in the BCom, BEC or MCom degree programs.

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 if:

1. graduates awarded either a Bachelor of Commerce or Bachelor of Economics degree have included in their studies LEGT1761 Law of Banking and Finance, MARK1012 Marketing Fundamentals and IROB1712 Management of Organisations; or
2. graduates awarded a Master of Commerce degree have included in their studies LEGT5561 Legal Aspects of Finance, MARK5900 Elements of Marketing and IROB5901 Organisational Behaviour; and a further sequence of at least three coherent courses in banking or finance.

Students should note that Senior Associate also requires a minimum of two years' employment in the banking and finance industry.

Graduates who have met the academic, but not the work experience, requirements for Senior Associate, qualify for Associate membership.

Students are advised to contact the AIBF for current requirements.

#### **The Australian Library and Information Association**

The Graduate Diploma in Information Management-Librarianship and the Master of Information Management-Librarianship programs are presently accredited by the Australian Library and Information Association (ALIA). It is proposed that students who complete either the Master of Commerce or the Master of Information Management-Information and Library Management or the Graduate Diploma, be eligible for associate membership of ALIA, provided they have included the following courses in their studies:

IMGT5110	Information Retrieval Systems
IMGT5120	Organisation of Knowledge
IMGT5410	Knowledge and Society
IMGT5420	Information Sources: Access, Assessment and Acquisition

#### **Market Research Society of Australia (MRSA)**

Undergraduates and postgraduate Marketing students at UNSW are able to obtain the Diploma of Market Research if they have successfully completed a number of approved courses. The Diploma of the Market Research Society of Australia (MRSA) is widely recognised by government and industry as a measure of competence in market research.

To qualify for the Diploma undergraduate students must complete and pass the following courses:

MARK1012	Marketing Fundamentals
MARK2051	Consumer Behaviour

MARK2052 Marketing Research  
MARK2054 Market Analysis

Plus one from:

MARK3071 International & Global Marketing  
MARK3072 Advanced Consumer Behaviour  
MARK3092 Brand Management  
MARK3095 Marketing Engineering

With regard to postgraduate students, students must complete and pass the following courses to qualify for the Diploma:

MARK5900 Elements of Marketing  
MARK5930 Consumer Analysis

Then the following should be completed (those with exemptions may proceed straight to the following courses):

MARK5932 Applied Marketing Research  
MARK5951 Marketing Decision Analysis

Plus two from:

MARK5952 New Product/Service Development  
MARK5955 Advances in Consumer Analysis  
MARK5956 Marketing Management  
MARK5957 Business-to-Business Analysis

Students who have successfully completed the required courses at UNSW must complete the application form which is available from Miss K. Page, School of Marketing, UNSW, Sydney NSW 2052. (Tel. 02-9385 2638) or by contacting The Market Research Society of Australia Ltd, P.O Box 697 North Sydney NSW 2059 (Tel. 02-9955 4830, Fax 02-9955 5746, email [sydney@bigpond.com](mailto:sydney@bigpond.com)). Further information is available from the Professional Associations section in the Marketing Careers Web site <http://marketing.web.unsw.edu.au/mktgcareers/>

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# Program Outlines – Undergraduate Study

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## Undergraduate Programs Offered in 2001

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

The plan codes listed are a guide only and may be subject to alteration.

## Undergraduate Plans

Subject Area	Plan Type	Degree	Program	Plan
Accounting	Double Major	BCom	3502	ACCTAD3502
	Honours	BCom	3502	ACCTAH3502
	Major	BCom	3502	ACCTA1350
	Minor	BCom	3502	ACCTA23502
	Double Major	BCom/BA	3525	ACCTAD3525
	Honours	BCom/BA	3525	ACCTAH3525
	Major	BCom/BA	3525	ACCTA13525
	Minor	BCom/BA	3525	ACCTA23525
	Honours	BCom/BSc	3529	ACCTAH352
	Major	BCom/BSc	3529	ACCTA13529
	Double Major	BCom/BSocSc	3527	ACCTAD3527
	Honours	BCom/BSocSc	3527	ACCTAH3527
	Major	BCom/BSocSc	3527	ACCTA1352
	Minor	BCom/BSocSc	3527	ACCTA23527
	Honours	BCom/LLB	4732	ACCTAH4732
	Major	BCom/LLB	4732	ACCTA14732
	Double Major	BEc	3543	ACCTAD3543
	Double Major	BEc/BA	3526	ACCTAD3526
	Double Major	BEc/BSocSc	3528	ACCTAD3528
Accounting Co-op	Major	BCom	3502	ACCTB13502
Actuarial Studies	Double Major	BCom	3502	ACTLBD3502
	Honours	BCom	3502	ACTLBH3502
	Honours	BCom	3525	ACTLBH3525
	Honours	BCom	3527	ACTLBH3527
	Honours	BCom	3529	ACTLBH3529
	Major	BCom	3502	ACTLB13502
	Minor	BCom	3502	ACTLB23502
	Double Major	BCom/BA	3525	ACTLBD3525
	Major	BCom/BA	3525	ACTLB13525
	Minor	BCom/BA	3525	ACTLB23525
	Double Major	BCom/BSocSc	3527	ACTLBD3527
	Major	BCom/BSocSc	3527	ACTLB13527
	Minor	BCom/BSocSc	3527	ACTLB23527
	Major	BCom/BSc	3529	ACTLB13529
Actuarial Studies Co-op	Major	BCom	3502	ACTLA13502
Business Economics	Double Major	BCom	3502	ECONFD3502
	Major	BCom	3502	ECONF13502
	Minor	BCom	3502	ECONF23502
	Double Major	BCom/BA	3525	ECONFD3525
	Major	BCom/BA	3525	ECONF13525
	Minor	BCom/BA	3525	ECONF23525
	Major	BCom/BSc	3529	ECONF13529
	Double Major	BCom/BSocSc	3527	ECONFD3527
	Major	BCom/BSocSc	3527	ECONF13527
	Minor	BCom/BSocSc	3527	ECONF23527

Subject Area	Plan Type	Degree	Program	Plan
Business Law	Double Major	BCom	3502	LEGTAD3502
	Double Major	BCom	3525	LEGTAD3525
	Double Major	BCom	3527	LEGTAD3527
	Minor	BCom	3525	LEGTA23525
	Minor	BCom	3527	LEGTA23527
	Minor	BCom	3502	LEGTA23502
	Double Major	BEc	3543	LEGTAD3543
	Double Major	BEc	3526	LEGTAD3526
	Double Major	BEc	3528	LEGTAD3528
Business Statistics	Double Major	BCom	3502	ECONHD3502
	Major	BCom	3502	ECONH13502
	Minor	BCom	3502	ECONH23502
	Double Major	BCom/BA	3525	ECONHD3525
	Major	BCom/BA	3525	ECONH13525
	Minor	BCom/BA	3525	ECONH23525
	Double Major	BCom/BSocSc	3527	ECONHD3527
	Major	BCom/BSocSc	3527	ECONH13527
	Minor	BCom/BSocSc	3527	ECONH23527
	Major	BCom/BSc	3529	ECONH13529
Business Strategy and Economic Management	Double Major	BCom	3502	ECONID3502
	Major	BCom	3502	ECONI13502
	Minor	BCom	3502	ECONI23502
	Double Major	BCom/BA	3525	ECONID3525
	Double Major	BCom/BSocSc	3527	ECONID3527
	Double Major	BCom/BSc	3529	ECONID3529
Econometrics	Double Major	BEc/BA	3526	ECONCD3526
	Honours	BEc/BA	3526	ECONCH3526
	Major	BEc/BA	3526	ECONC13526
	Double Major	BEc/BSocSc	3528	ECONCD3528
	Honours	BEc/BSocSc	3528	ECONCH3528
	Major	BEc/BSocSc	3528	ECONC13528
	Double Major	BEc	3543	ECONCD3543
	Honours	BEc	3543	ECONCH3543
	Major	BEc	3543	ECONC13543
Economic History	Double Major	BCom	3502	ECOHB03502
	Major	BCom	3502	ECOHB13502
	Minor	BCom	3502	ECOHB23502
	Double Major	BCom/BA	3525	ECOHB03525
	Honours	BCom/BA	3525	ECOHB13525
	Major	BCom/BA	3525	ECOHB13525
	Minor	BCom/BA	3525	ECOHB23525
	Major	BCom/BSc	3529	ECOHB13529
	Double Major	BCom/BSocSc	3527	ECOHB03527
	Major	BCom/BSocSc	3527	ECOHB13527
	Minor	BCom/BSocSc	3527	ECOHB23527
	Major	BCom/LLB	4750	ECOHB14750
	Double Major	BEc	3543	ECOHB03543
	Honours	BEc	3543	ECOHBH3543
	Major	BEc	3543	ECOHB13543
	Double Major	BEc/BA	3526	ECOHB03526
	Honours	BEc/BA	3526	ECOHB13526
	Major	BEc/BA	3526	ECOHB23526
	Double Major	BEc/BSocSc	3528	ECOHB03528
	Honours	BEc/BSocSc	3528	ECOHB13528
	Major	BEc/BSocSc	3528	ECOHB23528
Economics	Double Major	BEc	3543	ECONAD3543
	Honours	BEc	3543	ECONAH3543
	Major	BEc	3543	ECONA13543
	Double Major	BEc/BA	3526	ECONAD3526
	Honours	BEc/BA	3526	ECONAH3526
	Major	BEc/BA	3526	ECONA13526
	Double Major	BEc/BSocSc	3528	ECONAD3528
	Honours	BEc/BSocSc	3528	ECONAH3528
	Major	BEc/BSocSc	3528	ECONA13528
Economics and Econometrics	Honours	BEc	3543	ECONDH3543
	Major	BEc	3543	ECOND13543
	Honours	BEc/BA	3526	ECOND13526
	Major	BEc/BA	3526	ECOND13526
	Honours	BEc/BSocSc	3528	ECONDH3528
	Major	BEc/BSocSc	3528	ECOND13528

Subject Area	Plan Type	Degree	Program	Plan
Finance	Double Major	BCom	3502	FINSAD3502
	Honours	BCom	3502	FINSAH3502
	Major	BCom	3502	FINSA13502
	Minor	BCom	3502	FINSA23502
	Double Major	BCom/BA	3525	FINSAD3525
	Honours	BCom/BA	3525	FINSAH3525
	Major	BCom/BA	3525	FINSA13525
	Minor	BCom/BA	3525	FINSA23525
	Honours	BCom/BSc	3529	FINSAH3529
	Major	BCom/BSc	3529	FINSA13529
	Double Major	BCom/BSocSc	3527	FINSAD3527
	Honours	BCom/BSocSc	3527	FINSAH3527
	Major	BCom/BSocSc	3527	FINSA13527
	Minor	BCom/BSocSc	3527	FINSA23527
	Honours	BCom/LLB	4735	FINSAH4735
	Major	BCom/LLB	4732	FINSA14732
	Major	BCom/LLB	4735	FINSA14735
	Double Major	BEc	3543	FINSAD3543
	Double Major	BEc/BA	3526	FINSAD3526
	Double Major	BEc/BSocSc	3528	FINSAD3528
Financial Economics	Double Major	BCom	3502	ECONJD3502
	Major	BCom	3502	ECONJ13502
	Minor	BCom	3502	ECONJ23502
	Double Major	BEc	3543	ECONJD3543
	Double Major	BCom/BA	3525	ECONJD3525
	Double Major	BEc/BA	3526	ECONJD3526
	Double Major	BCom/BSocSc	3527	ECONJD3527
	Double Major	BEc/BSocSc	3528	ECONJD3528
Human Resource Management	Double Major	BCom	3502	IROBCD3502
	Honours	BCom	3502	IROBCH3502
	Major	BCom	3502	IROBC13502
	Minor	BCom	3502	IROBC23502
	Double Major	BCom/BA	3525	IROBCD3525
	Honours	BCom/BA	3525	IROBCH3525
	Major	BCom/BA	3525	IROBC13525
	Minor	BCom/BA	3525	IROBC23525
	Honours	BCom/BSc	3529	IROBCH3529
	Major	BCom/BSc	3529	IROBC13529
	Double Major	BCom/BSocSc	3527	IROBCD3527
	Honours	BCom/BSocSc	3527	IROBCH3527
	Major	BCom/BSocSc	3527	IROBC13527
	Minor	BCom/BSocSc	3527	IROBC23527
	Double Major	BEc	3543	IROBCD3543
	Double Major	BEc/BA	3526	IROBCD3526
	Double Major	BEc/BSocSc	3528	IROBCD3528
Industrial Relations	Double Major	BCom	3502	IROBAD3502
	Honours	BCom	3502	IROBAH3502
	Major	BCom	3502	IROBA13502
	Minor	BCom	3502	IROBA23502
	Double Major	BCom/BA	3525	IROBAD3525
	Honours	BCom/BA	3525	IROBAH3525
	Major	BCom/BA	3525	IROBA13525
	Minor	BCom/BA	3525	IROBA23525
	Honours	BCom/BSc	3529	IROBAH3529
	Major	BCom/BSc	3529	IROBA13529
	Double Major	BCom/BSocSc	3527	IROBAD3527
	Honours	BCom/BSocSc	3527	IROBAH3527
	Major	BCom/BSocSc	3527	IROBA13527
	Minor	BCom/BSocSc	3527	IROBA23527
	Honours	BCom/LLB	4750	IROBAH4750
	Major	BCom/LLB	4750	IROBA14750
Info Systems & Mngt Co-op	Double Major	BEc	3543	IROBAD3543
	Double Major	BEc/BA	3526	IROBAD3526
Information Management	Double Major	BEc/BSocSc	3528	IROBA13528
	Major	BCom	3502	INFSD13502
	Double Major	BCom	3502	INFSDB3502
	Double Major	BCom/BA	3525	INFSDBD3525
	Minor	BCom/BA	3525	INFSDB23525
	Double Major	BCom/BSocSc	3527	INFSDBD3527
Information Management	Minor	BCom/BSocSc	3527	INFSDB23527
	Minor	BCom	3502	INFSDB23502

Subject Area	Plan Type	Degree	Program	Plan
Information Systems	Double Major	BCom	3502	INFSA3D3502
	Honours	BCom	3502	INFSAH3502
	Major	BCom	3502	INFSA13502
	Minor	BCom	3502	INFSA23502
	Double Major	BCom/BA	3525	INFSDAD3525
	Honours	BCom/BA	3525	INFSAH3525
	Major	BCom/BA	3525	INFSA13525
	Minor	BCom/BA	3525	INFSA23525
	Double Major	BEc/BA	3526	INFSDAD3526
	Double Major	BCom/B SocSc	3527	INFSDA3527
	Honours	BCom/B SocSc	3527	INFSAH3527
	Major	BCom/B SocSc	3527	INFSA13527
	Minor	BCom/B SocSc	3527	INFSA23527
	Double Major	BEc/B SocSc	3528	INFSDAD3528
	Honours	BCom/BS	3529	INFSAH3529
	Major	BCom/BS	3529	INFSA13529
	Double Major	BEc	3543	INFSDAD3543
International Business	Honours	BCom/LLB	4736	INFSAH4736
	Major	BCom/LLB	4736	INFSA14736
	Double Major	BCom	3502	IBUSA3D3502
	Major	BCom	3502	IBUSA13502
	Minor	BCom	3502	IBUSA23502
	Major	BCom	3525	IBUSA13525
	Major	BCom	3527	IBUSA13527
	Major	BCom	3529	IBUSA13529
	Double Major	BCom/BA	3525	IBUSA3D3525
	Minor	BCom/BA	3525	IBUSA23525
	Double Major	BEc/BA	3526	IBUSA3D3526
Management	Double Major	BCom/B SocSc	3527	IBUSA3D3527
	Minor	BCom/B SocSc	3527	IBUSA23527
	Double Major	BEc/B SocSc	3528	IBUSA3D3528
	Double Major	BEc	3543	IBUSA3D3543
	Major	BCom/LLB	4738	IBUSA14738
	Major	BCom	3502	MGMTA13502
	Minor	BCom	3502	MGMA23502
	Double Major	BCom	3502	MGMDTAD3502
	Double Major	BEc	3543	MGMAD3543
	Major	BCom/BA	3525	MGMAT13525
	Minor	BCom/BA	3525	MGMAT2A3525
Marketing	Double Major	BCom/BA	3525	MGMAD3525
	Double Major	BEc/BA	3526	MGMAD3526
	Major	BCom/B SocSc	3527	MGMAT1A3527
	Minor	BCom/B SocSc	3527	MGMAT2A3527
	Double Major	BCom/B SocSc	3527	MGMAD3527
	Double Major	BEc/B SocSc	3528	MGMAD3528
	Double Major	BCom/BS	3529	MGMAD3529
	Double Major	BCom	3502	MARKAD3502
	Double Major	BCom	3571	MARKAD3571
	Honours	BCom	3502	MARKAH3502
	Major	BCom	3502	MARKA13502
Taxation	Minor	BCom	3502	MARKA23502
	Double Major	BCom/BA	3525	MARKAD3525
	Honours	BCom/BA	3525	MARKAH3525
	Major	BCom/BA	3525	MARKA13525
	Minor	BCom/BA	3525	MARKA23525
	Honours	BCom/BS	3529	MARKAH3529
	Major	BCom/BS	3529	MARKA13529
	Double Major	BCom/B SocSc	3527	MARKAD3527
	Honours	BCom/B SocSc	3527	MARKAH3527
	Major	BCom/B SocSc	3527	MARKA13527
	Minor	BCom/B SocSc	3527	MARKA23527
	Honours	BCom/LLB	4710	MARKAH4710
	Major	BCom/LLB	4710	MARKA14710
Double Major	Double Major	BEc	3543	MARKAD3543
	Double Major	BEc/BA	3526	MARKAD3526
	Double Major	BEc/B SocSc	3528	MARKAD3528
	Double Major	BCom	3502	LEGTFD3502
	Minor	BCom	3502	LEGTTF23502
	Double Major	BCom	3525	LEGTFD3525
	Minor	BCom	3525	LEGTTF23525

Subject Area	Plan Type	Degree	Program	Plan
Tourism and Hospitality Management	Double Major	BEc	3528	LEGTFD3528
	Double Major	BEc	3543	LEFTFD3543
Modern Languages	Double Major	BCom	3571	HOSPAD3571
Chinese Studies	Double Major	BCom	3502	CHINAD3502
	Double Major	BCom	3525	CHINAD3525
	Double Major	BCom	3527	CHINAD3527
	Minor	BCom	3502	CHINA23502
	Minor	BCom	3525	CHINA23525
	Minor	BCom	3527	CHINA23527
	Double Major	BEc	3526	CHINAD3526
	Double Major	BEc	3528	CHINAD3528
	Double Major	BEc	3543	CHINAD3543
French	Double Major	BCom	3502	FRENAD3502
	Double Major	BCom	3525	FRENAD3525
	Double Major	BCom	3527	FRENAD3527
	Minor	BCom	3502	FRENA23502
	Minor	BCom	3525	FRENA23525
	Minor	BCom	3527	FRENA23527
	Double Major	BEc	3526	FRENAD3526
	Double Major	BEc	3528	FRENAD3528
	Double Major	BEc	3543	FRENAD3543
German Studies	Double Major	BCom	3502	GERSAD3502
	Double Major	BCom	3525	GERSAD3525
	Double Major	BCom	3527	GERSAD3527
	Minor	BCom	3502	GERSA23502
	Minor	BCom	3525	GERSA23525
	Minor	BCom	3527	GERSA23527
	Double Major	BEc	3526	GERSAD3526
	Double Major	BEc	3528	GERSAD3528
	Double Major	BEc	3543	GERSAD3543
Indonesian Studies	Double Major	BCom	3502	INDOAD3502
	Double Major	BCom	3525	INDOAD3525
	Double Major	BCom	3527	INDOAD3527
	Minor	BCom	3502	INDOA23502
	Minor	BCom	3525	INDOA23525
	Minor	BCom	3527	INDOA23527
	Double Major	BEc	3526	INDOAD3526
	Double Major	BEc	3528	INDOAD3528
	Double Major	BEc	3543	INDOAD3543
Japanese Studies	Double Major	BCom	3502	JAPNAD3502
	Double Major	BCom	3525	JAPNAD3525
	Double Major	BCom	3527	JAPNAD3527
	Minor	BCom	3502	JAPNA23502
	Minor	BCom	3525	JAPNA23525
	Minor	BCom	3527	JAPNA23527
	Double Major	BEc	3526	JAPNAD3526
	Double Major	BEc	3528	JAPNAD3528
	Double Major	BEc	3543	JAPNAD3543
Korean Studies	Double Major	BCom	3502	KOREAD3502
	Double Major	BCom	3525	KOREAD3525
	Double Major	BCom	3527	KOREAD3527
	Minor	BCom	3502	KOREA23502
	Minor	BCom	3525	KOREA23525
	Minor	BCom	3527	KOREA23527
	Double Major	BEc	3526	KOREAD3526
	Double Major	BEc	3528	KOREAD3528
	Double Major	BEc	3543	KOREAD3543
Modern Greek Studies	Double Major	BCom	3502	GREKAD3502
	Double Major	BCom	3525	GREKAD3525
	Double Major	BCom	3527	GREKAD3527
	Minor	BCom	3502	GREKA23502
	Minor	BCom	3525	GREKA23525
	Minor	BCom	3527	GREKA23527
	Double Major	BEc	3526	GREKAD3526
	Double Major	BEc	3528	GREKAD3528
	Double Major	BEc	3543	GREKAD3543
Russian Studies	Double Major	BCom	3502	RUSSAD3502
	Double Major	BCom	3525	RUSSAD3525
	Double Major	BCom	3527	RUSSAD3527

Subject Area	Plan Type	Degree	Program	Plan
Spanish/Latin	Minor	BCom	3502	RUSSA23502
	Minor	BCom	3525	RUSSA23525
	Minor	BCom	3527	RUSSA23527
	Double Major	BEc	3526	RUSSAD3526
	Double Major	BEc	3528	RUSSAD3528
	Double Major	BEc	3543	RUSSAD3543
	Double Major	BCom	3502	SPANAD3502
	Double Major	BCom	3525	SPANAD3525
	Double Major	BCom	3527	SPANAD3527
	Minor	BCom	3502	SPANA23502

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

For rules relating to programs 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 Student 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 program, 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. A 'disciplinary minor' is defined as four approved session courses, or equivalent value for courses taught outside of the faculty, of which no more than 12 units of credit may be first year courses.

### Rule 3 – Transfer Between Degrees

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

### Rule 4 – Assessable Hours

Normal workload expectations for each degree are a minimum of 25 hours per session per unit of credit, including class contact hours, preparation and time spent on all assessable work.

### Rule 5 – Passing in a Course

Where, in the following rules, reference is made to the requirement that a candidate shall pass a course, the requirement shall be construed as meaning that the candidate shall complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of the School concerned.

### Rule 6 – Normal Program

The programs leading to the award of the degrees of Bachelor of Commerce or Bachelor of Economics normally consist of 144 units of credit to be completed over a period of three academic years or six 14-week sessions, with the exception of programs with an Industrial Training component which consist of 192 units of credit over four academic years or eight 14-week sessions. Except in exceptional circumstances, a student must enrol in a minimum of 12 units per session, and will not be permitted to enrol in more than 24 units.

### Rule 7 – Minimum Time for Completion

- (a) The minimum time for completing the requirements for the degrees of Bachelor of Commerce or Bachelor of Economics at Pass level is normally six sessions full-time or 12 sessions part-time, unless the student is enrolled in a Co-op program in which case the minimum time for completion is eight sessions full-time.
- (b) For the Bachelor of Commerce (Marketing, Tourism and Hospitality Management) program at Pass level, the minimum time for completion is eight sessions full-time.

### Rule 8 – Nomination of Plan

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

### Rule 9 – Academic Program Requirements

#### Bachelor of Commerce 3502

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

1. For the Pass degree, a student must complete and pass 144 units of credit, which shall include:

1.1 36 units of common Level 1 core courses as follows:

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*

\*Students in Actuarial Studies programs substitute approved Mathematics courses for professional recognition for ECON1202 and ECON1203

- 1.2 12 units of approved General Education courses offered by faculties other than the Faculty of Commerce and Economics.
- 1.3 either a major of at least 48 units in an approved disciplinary stream and a minor of 24 units of approved session courses of which no more than 12 units may be Level 1 courses (excluding Industrial Training subjects when included in program requirements); or
- 1.4 a double major of 84 units, consisting of 42 units from each of two approved disciplinary streams(excluding Industrial Training subjects when included in program requirements)
- 2 A student cannot
- 2.1 count more than 60 units of Level 1 core and elective courses towards their degree;
- 2.3 count mainstream courses offered by other faculties as substitutes for General Education courses towards more than 6 units of General Education requirements.
- 2.4 count a mainstream course offered by faculties other than Faculty of Commerce and Economics both as a substitute for a Commerce and Economics option and as a substitute for a General Education elective.
3. A student enrolled in a Co-op program must in addition satisfactorily complete the industrial training components specified in the program requirements,
4. For the Honours degree, a student must complete a further 48 units in an approved disciplinary stream.
- 4.1 Honours may be taken in one disciplinary stream only
- 4.2 The additional units, comprising specified courses from the relevant disciplinary stream and a thesis, must be completed in two sessions following the completion of the Pass degree component.
- 4.3 Honours degree will not be awarded if academic performance is below the prescribed level.
- 4.4 Except recommended to the contrary by the relevant Head of School, a student intending to enter the Honours year must
- 4.4.1 satisfy the Pass degree requirements, achieve a Pass with Merit, and obtain a minimum average of 71% in Level 2 and Level 3 courses of the relevant disciplinary stream in the Pass degree component,
- 4.4.2 pass all courses in the Pass degree component at first attempt.
- 4.5 Except with the special permission of the program authority on the recommendation of the relevant Heads of School, a person on whom the Pass degree of Bachelor of Commerce or equivalent has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce.

#### **Bachelor of Economics 3543**

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

1. For the Pass degree, a student must complete and pass 144 units of credit, which shall include:
  - 2 36 units of common Level 1 core courses as follows:

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 12 units of approved General Education courses offered by faculties other than the Faculty of Commerce and Economics.
  - 4 Each student must include the following in their degree program:
    - 4.1 either a major of at least 60 units in the Economics, Econometrics, Financial Economics or Economic History disciplinary streams (including units taken as core studies);
    - 4.2 or a double major of 90 units, with at least 48 units in one of the Economics, Econometrics, Financial Economics or Economic History disciplinary streams, and at least 42 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 60 units (single major) or 48 units (double major) in the Economics, Econometrics, Financial Economics or Economic History disciplinary streams specified as necessary preparation for fourth year studies, and
  - 5.2 the completion of four specified courses in fourth year, and a thesis that is the equivalent of two courses. 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†  
 Business Law \*  
 Economics  
 Econometrics  
 Economics/Econometrics  
 Economic History  
 Finance  
 Financial Economics  
 Human Resource Management  
 Industrial Relations  
 Information Management\*  
 Information Systems  
 International Business  
 Management  
 Marketing  
 Modern Languages\*  
 Taxation\*

\*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 fourth year:

Economics  
 Econometrics  
 Economics/Econometrics  
 Economic History

#### **Rule 10 – Honours Degree**

Upon completion of first or second years of a full-time program or the corresponding stages of a part-time program, a candidate may make a written application to the Head of School 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 School.

#### **Rule 11 – Credit for Courses Passed at Another University**

Subject to the University rules governing admission with advanced standing, courses passed at another university may be counted towards fulfilling the requirements of the degree but, in general, not more than four courses 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 courses completed more than 7 years before the date of admission of the applicant, except with the approval of the Head of the School.

**Rule 12 – Options**

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

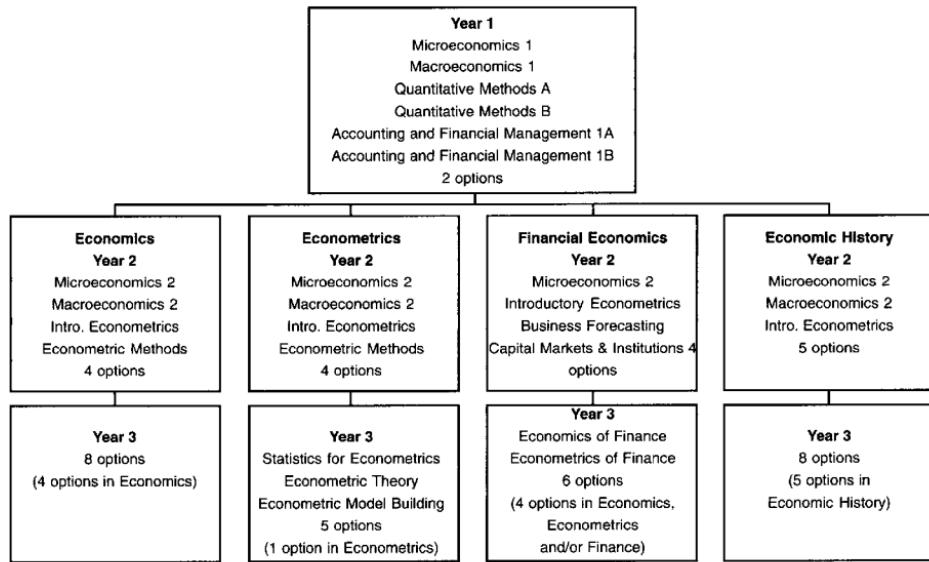
**Rule 13 – Order of Progression of Courses**

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

**Rule 14 – Prerequisite and Corequisite Requirements**

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

### **Structure of the Bachelor of Economics (single major)**



### **Rules Governing the Award of the Degree of Bachelor of Commerce (Actuarial Studies Co-op)**

**Rule 1 – Pass Degree**

The degree of Bachelor of Commerce (Actuarial Studies Co-op) may be conferred as a Pass degree. 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 a double major in the program must choose options so that they complete a 'disciplinary minor' in a discipline other than Actuarial Studies. A 'disciplinary minor' is defined as four approved session courses to the value of

24 units of credit, or equivalent value for courses taught outside the faculty, of which no more than 12 units may be first year courses.

**Rule 3 – Entry and Continuation Conditions**

- 3.1 Entry to the program is conditional upon:
  - a. Meeting the entry requirements for the Bachelor of Commerce
  - b. The selection process for Co-op Scholarships
- 3.2 Except in exceptional circumstances, continuation in the program is conditional upon meeting the performance standards required to maintain the Co-op Scholarship.

Students who lose their Scholarship and are therefore excluded from continuing in the program will be transferred to a Bachelor of Commerce generalist degree program.

#### **Rule 4 – Assessable Hours**

##### **4.1 On Campus Courses**

Normal workload expectations for courses run in "on campus" mode are a minimum of 25 hours per-session per unit of credit, including class contact hours, preparation and time spent on all assessable work.

##### **4.2 Industrial Training**

Normal workload expectations for Industrial Training courses are a minimum of the normal working hours per week for the site at which the student is based for the duration of the course.

#### **Rule 5 – Passing in a Course**

Where, in the following rules, reference is made to the requirement that a student shall pass a course, the requirement shall be construed as meaning that the student shall complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of School concerned.

#### **Rule 6 – Normal Program**

This program leading to the award of the degree of Bachelor of Commerce (Actuarial Studies Co-op) comprises 192 units of credit to be completed over a period of four academic years.

Except in exceptional circumstances, a student must enrol in a minimum of 12 units per session, and will not be permitted to enrol for more than 24 units other than in the first session of Year 2 when Industrial Training 1 is completed along with 24 units of credit during the session.

Except in exceptional circumstances, students are required to undertake the Industrial Training Courses (having met all prerequisites) at the following times:

- Industrial Training 1 at the commencement of the first half of their second year
- Industrial Training 2 in the second half of their third year
- Industrial Training 3 in the first half of their fourth year

#### **Rule 7 – Minimum Time for Completion**

The minimum time for completing the requirements for the degrees is normally eight sessions full time.

#### **Rule 8 – Academic Program Requirements**

To complete the requirements for the award of the degree a student must complete and pass 192 units of credit which shall include:

- 8.1 The compulsory courses set out in the program requirements.
- 8.2 12 units of approved General Education courses offered by faculties other than the Faculty of Commerce and Economics.
- 8.3 Either
  - 8.3.1 A major of at least 48 units in Actuarial Studies, in addition to Industrial Training units, and a minor in another approved disciplinary stream; or
  - 8.3.2 A major of at least 42 units in Actuarial Studies, in addition to Industrial Training and a second major of 42 units in another approved disciplinary stream;
- 8.4 A student cannot
  - 8.4.1 count more than 60 units of Level 1 core and elective courses towards their degree;

- 8.4.2 attempt General Education courses until they have attempted 48 units of mainstream courses;
- 8.4.3 count mainstream courses offered by other faculties as substitutes for General Education courses towards more than 6 units of General Education requirements.
- 8.4.4 count a mainstream course offered by faculties other than the Faculty of Commerce and Economics both as a substitute for a Commerce and Economics option and as a substitute for a General Education elective.

## **Program Structure**

### **Actuarial Studies Co-op Program**

<b>Year 1</b>			<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
ACCT1501			6	ACCT1511	6	
ECON1101			6	ECON1102	6	
MATH1151			6	MATH1251	6	
Option			6	ACTL1001	6	

<b>Year 2</b>			<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
ACTL2100 IT1**			6	ACTL2003	6	
ACTL2001			6	Prof. Subject Req.*	6	
ACTL2002			6	Electives	6	
Prof. Subject Req.*			6	Prof. Subject Req.*	6	

<b>Year 3</b>			<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
ACTL3001			6	ACTL3100 IT2	15	
ACTL3002			6	Electives	6	
Electives			12	General Education	3	

<b>Year 4</b>			<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
ACTL4100 IT3			15	ACTL3003	6	
Electives			6	ACTL3004	6	
General Education			3	Electives	6	
				General Education	6	

\* Professional Requirements – These must include the following courses ACCT2542, ECON2101/ECON2102 and FIN52613

\*\* Completed in 12 weeks during summer session Year 2

# Rules Governing the Award of the Degree of Bachelor of Commerce (Information Systems and Management) Honours

## Rule 1 – Pass and Honours Degrees

1.1 The degree of Bachelor of Commerce in Information Systems and Management is an Honours degree program. There shall be three classes of honours, namely Class 1, Class 2 in two Divisions and Class 3.

1.2 With the approval of the Head of School students who fail to meet the performance requirements for Honours may substitute approved Information Systems courses for level 4 courses and be awarded a pass degree (see also Rule 9.4)

## Rule 2 – Disciplinary Minors

Students not completing the requirements of a double major in the program must choose options so that they complete a 'disciplinary minor' in a discipline other than Information Systems. A 'disciplinary minor' is defined as four approved session courses to the value of 24 units of credit, or equivalent value for courses taught outside the faculty, of which no more than 12 units may be first year courses.

## Rule 3 – Entry and Continuation Conditions

### 3.1 Entry to the program is conditional upon:

- a. Meeting the entry requirements for the Bachelor of Commerce
- b. The selection process for Co-op Scholarships

3.2 Except in exceptional circumstances, continuation in the program is conditional upon meeting the performance standards required to maintain the Co-op Scholarship.

Students who lose their Scholarship and are therefore excluded from continuing in the program will be transferred to a Bachelor of Commerce generalist degree program.

## Rule 4 – Assessable Hours

### 4.1 On Campus Courses

Normal workload expectations for courses run in "on campus" mode are a minimum of 25 hours per-session per unit of credit, including class contact hours, preparation and time spent on all assessable work.

### 4.2 Industrial Training

Normal workload expectations for Industrial Training courses are a minimum of the normal working hours per week for the site at which the student is based for the duration of the course

## Rule 5 – Passing in a Course

Where, in the following rules, reference is made to the requirement that a student shall pass a course, the requirement shall be construed as meaning that the student shall complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of School concerned.

## Rule 6 – Normal Program

This program leading to the award of the degree of Bachelor of Commerce in Information Systems and Management comprises 192 units of credit to be completed over a period of four academic years.

Except in exceptional circumstances, a student must enrol in a minimum of 12 units per session, and will not be permitted to enrol for more than 24 units.

Except in exceptional circumstances, Students are required to undertake the Industrial Training Courses (having met all prerequisites) at the following times:

- Industrial Training A in the first half of their second year
- Industrial Training B in the second half of their third year
- Industrial Training C in the first half of their fourth year

## Rule 7 – Minimum Time for Completion

The minimum time for completing the requirements for the degrees is normally eight sessions full time.

## Rule 8 – Academic Program Requirements

To complete the requirements for the award of the degree a student must complete and pass 192 units of credit which shall include:

- 8.1 The compulsory courses set out in the program requirements.
- 8.2 12 units of approved General Education courses offered by faculties other than the Faculty of Commerce and Economics.
- 8.3 Either
- 8.3.1 A major of at least 48 units in Information Systems in Level 1 – 3 courses, in addition to Industrial Training units, and a minor in another approved disciplinary stream; or
- 8.3.2 A major of at least 42 units in Information Systems in Level 1 – 3 courses, in addition to Industrial Training units, and a second major of 42 units in another approved disciplinary stream;
- 8.4 A student cannot
- 8.4.1 count more than 60 units of Level 1 core and elective courses towards their degree;
- 8.4.2 attempt General Education courses until they have attempted 48 units of mainstream courses;
- 8.4.3 count mainstream courses offered by other faculties as substitutes for General Education courses towards more than 6 units of General Education requirements.
- 8.4.4 count a mainstream course offered by faculties other than Faculty of Commerce and Economics both as a substitute for a Commerce and Economics option and as a substitute for a General Education elective.

## Rule 9 – Honours

- 9.1 Honours may be taken in Information Systems and Management only.
- 9.2 Honours degree will not be awarded if academic performance is below the prescribed level.
- 9.3 Except in exceptional circumstances and with the approval of the Head of School to continue in the Honours program students must:
  - 9.3.1 achieve a minimum average of 71% in Information Systems courses taken in years 2 and 3 of the program, and
  - 9.3.2 Pass all components in the program at the first attempt.
- 9.4 Students who fail to meet the performance requirements for Honours:
  - 9.4.1 may substitute approved Information Systems courses for level 4 courses and be awarded a pass degree and,
  - 9.4.2 shall not be permitted to enrol in Thesis A, Thesis B, Research Topics in Information Systems 2 and further Honours options.

## Program Structure

### Year 1

<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
ACCT1501	6	ACCT1511	6
ECON1101	6	ECON1102	6
ECON1202	6	ECON1203	6
INFS1602	6	INFS1603	6

### Year 2

<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
INFS2603	6	INFS2607	6
INFS2791	6	G.E Elective	6
G.E Elective	6	Elective	6
Elective	6	Elective	6

### Year 3

<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
INFS3604	6	Elective	3
INFS4886	6	Hons Option	6
Elective	6	INFS3792	9
Elective	6	PNFS4887	6

### Year 4

<b>Session 1</b>	<b>UOC</b>	<b>Session 2</b>	<b>UOC</b>
INFS4793		Elective	6
INFS4795	6	INFS4796	18
Hons Option	6		
Elective	3		

# Rules Governing the Award of the Degree of Bachelor of Commerce in Marketing, Tourism and Hospitality Management

To complete the requirements for the award of the degree of Bachelor of Commerce in Marketing, Tourism and Hospitality Management:

## Rule 1

1. For the Pass degree, a student must complete and pass 192 units of credit, which shall include:
  - 1.1 36 units of common Level 1 core courses as follows:
 

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
  - 1.2 12 units approved General Education courses offered by faculties other than the Faculty of Commerce and Economics;
  - 1.3 a double major of 96 units, consisting of 42 units from the Marketing disciplinary stream and 54 units from the Tourism and Hospitality Management disciplinary stream;
  - 1.4 6 units of Economics of Tourism;
  - 1.5 12 units of approved Commerce and Economics options;
  - 1.6 12 units of approved tourism and hospitality operational training;
  - 1.7 18 units of approved industry training, based on a minimum of 750 hours of employment.

## Rule 2

2. A student cannot:
  - 2.1 count more than 48 units of Level 1 core and elective courses towards their degree;
  - 2.2 attempt General Education courses until they have attempted 36 units of mainstream courses;
  - 2.3 count mainstream courses offered by other faculties as substitutes for General Education courses towards more than 6 units of General Education requirements;
  - 2.4 count a mainstream course offered by faculties other than Faculty of Commerce and Economics both as a substitute for a Commerce and Economics option and as a substitute for a General Education elective.

## Rule 3

3. For the Honours degree, a student must complete a further 48 units in a disciplinary stream that the student has chosen as a co-major in the Pass degree component.
  - 3.1 Honours may be taken in one disciplinary stream only.
  - 3.2 The additional units, comprising specified courses from the relevant disciplinary stream and a thesis, must be completed in two sessions following the completion of the Pass degree component.
  - 3.3 The Honours degree will not be awarded if academic performance is below the prescribed level.
  - 3.4 Except when recommended to the contrary by the relevant Head of School, a student intending to enter the Honours year must:
    - 3.4.1 satisfy the Pass degree requirements, achieve a Pass with Merit, and obtain a minimum average of 71% in Level 2 and Level 3 courses of the relevant disciplinary stream in the Pass degree component;
    - 3.4.2 pass all courses in the Pass degree component at first attempt.
  - 3.5 Except with the special permission of the course authority on the recommendation of the relevant Heads of School, a

person on whom the Pass degree of Bachelor of Commerce or equivalent has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce.

## Rule 4

4. Approved disciplinary streams are listed below:

### Approved Disciplinary Streams (Pass)

Tourism and Hospitality Management<sup>1</sup>  
Marketing

### Approved Disciplinary Streams (Honours)

To the end of Stage 4:

Marketing

## Program Structure

### Stage 1

Session 1	UOC	Session 2	UOC
ACCT1501	6	ECON1102	6
ECON1101	6	ECON1203	6
ECON1202	6	MARK1012	6
TAHM1666	6	TAHM1777	6

### Stage 2

Session 1	UOC	Session 2	UOC
ACCT1511	6	MARK2053	6
MARK2051	6	TAHM2002	6
TAHM2001	6	TAHM2888	6
ECON2117	6	OPTION	6

### Stage 3

Session 1	UOC	Session 2	UOC
MARK2052	6	MARK2054	6
TAHM3001	6	TAHM3003	6
TAHM3002	6	TAHM3004	6
OPTION	6	TAHM3888	6

### Stage 4

Session 1	UOC	Session 2	UOC
MARK3081	6	MARK3082	6
TAHM4001	6	TAHM4003	6
THAM4002	6	TAHM4888	6
OPTION	6	OPTION	6

12 units from the Options in Stage 2 (Session 2) and Stage 3 (Session 1) should be approved General Education courses

Available only as a co-major integrated Program with Marketing

person on whom the Pass degree of Bachelor of Commerce or equivalent has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce.

## Disciplinary Streams

### Accounting

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

Course ID	Course Name	Prerequisite	Session	HPW
ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T1.5
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T1.5
ACCT2522	Management Accounting: Process Improvement and Innovation (formerly Accounting & Financial Management 2A)	ACCT1511 <b>Excluded:</b> ACCT2532	1	L1 T2
ACCT2532	Management Accounting: Process Improvement and Innovation (Honours) (formerly Accounting & Financial Management 2A Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L1 T2
ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting & Financial Management 2B)	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T1.5
ACCT2552	Corporate Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 2B Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T1.5
ACCT3563	Issues in Financial Reporting and Analysis (formerly Accounting & Financial Management 3A)	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T1.5
ACCT3573	Issues in Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 3A Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2
ACCT3583	Stakeholder Value Management (formerly Accounting & Financial Management 3B)	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	T3
ACCT3585	E-Business: Strategy and Processes	ACCT2522 or ACCT2532	2	L3
ACCT3593	Stakeholder Value Management (Honours) (formerly Accounting & Financial Management 3B Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	T3.5
ACCT3601	Global Financial Reporting and Analysis	ACCT2542 or ACCT2552	2	L3
ACCT3708	Auditing and Assurance Services (formerly Auditing)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L1 T2
ACCT3718	Auditing and Assurance Services (Honours) (formerly Auditing Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L1 T2.5
ACCT4818	Advanced Assurance and Auditing	ACCT3708 or ACCT3718	2	L3
ACCT4820	Management Accounting Issues and International Best Practice	ACCT3583 or ACCT3593 (or corequisite)	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3

### Accounting Honours

This Program is available to the end of Year 3 only for BEc students and to the end of fourth year for BCom students only.

#### Required Prior to Year 4

ACCT2532	Management Accounting: Process Improvement and Innovation (Honours) (formerly Accounting & Financial Management 2A Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L1 T2
ACCT2552	Corporate Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 2B Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T1.5

Course ID	Course Name	Prerequisite	Session	HPW
ACCT3573	Issues in Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 3A Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2
ACCT3593	Stakeholder Value Management (Honours) (formerly Accounting & Financial Management 3B Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	T3.5
ACCT3718	Auditing and Assurance Services (Honours) (formerly Auditing Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L1 T2.5
<b>Year 4</b>				
ACCT4794	Thesis (Accounting)	Admission to BCom degree course at Honours level majoring in Accounting	1 or 2	28wks
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
ACCT4809	Current Developments in Auditing Research	Admission to BCom degree course at Honours level majoring in Accounting	2	L3

## 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.

### Required

ACCT8691	Industrial Training 1	Admission to the Program by selection	Year 2, S1	26wks
ACCT8692	Industrial Training 2	ACCT8691	Year 3, S2	26 wks
ACCT8693	Industrial Training 3	ACCT8692	Year 4, S1	26 wks

Students may not enrol in any courses concurrently with any of these required courses without the permission of the School of Accounting Co-op Program Coordinator.

### Course List

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

ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T1.5
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T1.5
ACCT2522	Management Accounting: Process Improvement and Innovation (formerly Accounting & Financial Management 2A)	ACCT1511 <b>Excluded:</b> ACCT2532	1	L1 T2
ACCT2532	Management Accounting: Process Improvement and Innovation (Honours) (formerly Accounting & Financial Management 2A Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L1 T2
ACCT2542	Corporate Financial Reporting and Analysis (formerly Accounting & Financial Management 2B)	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T1.5
ACCT2552	Corporate Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 2B Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T1.5

Course ID	Course Name	Prerequisite	Session	HPW
ACCT3563	Issues in Financial Reporting and Analysis (formerly Accounting & Financial Management 3A)	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T1.5
ACCT3573	Issues in Financial Reporting and Analysis (Honours) (formerly Accounting & Financial Management 3A Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2
ACCT3583	Stakeholder Value Management (formerly Accounting & Financial Management 3B)	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	T3
ACCT3585	E-Business: Strategy and Processes	ACCT2522 or ACCT2532	2	L3
ACCT3593	Stakeholder Value Management (Honours) (formerly Accounting & Financial Management 3B Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	T3.5
ACCT3601	Global Financial Reporting and Analysis	ACCT2542 or ACCT2552	2	L3
ACCT3708	Auditing and Assurance Services (formerly Auditing)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L1 T2
ACCT3718	Auditing and Assurance Services (Honours) (formerly Auditing Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L1 T2.5
ACCT4818	Advanced Assurance and Auditing	ACCT3708 or ACCT3718	2	L3
ACCT4820	Management Accounting Issues and International Best Practice	ACCT3583 or ACCT3593 (or corequisite)	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3

## Actuarial Studies

### Required

ACTL1001	Actuarial Studies and Commerce	Nil	2	L2 T1
ACTL2001	Financial Mathematics	ECON1202 or MATH1131 or MATH1141 or MATH1151	1	L2 T1
ACTL2002	Probability and Statistics for Actuaries	ECON1203 or MATH1231 or MATH1241 or MATH1251	1	L3 T1
ACTL2003	Stochastic Models for Actuarial Applications	ACTL2002 or MATH2801 and MATH2831	2	L3 T1

### Options

To satisfy minimum requirements for an actuarial studies major at least three options must be chosen from List A and at most one option from List B. To obtain maximum professional actuarial course exemptions all four ACTL options in List A should be completed and ACCT2542, ECON2101/ECON2102 and FINS2613 from List B.

#### List A

ACTL3001	Actuarial Statistics	ACTL1001, ACTL2003	1	L3 T1
ACTL3002	Life Insurance and Superannuation Models	ACTL1001, ACTL2003	1	L3 T1
ACTL3003	Insurance Risk Models	ACTL1001, ACTL2003	2	L3 T1
ACTL3004	Financial Economics for Insurance and Superannuation	ACTL2001	2	L3 T1
FINS3631	Risk and Insurance	FINS1613 and FINS2624	1	3
FINS3651	International Insurance Management	FINS2624 (Corequisite)	1 or 2	3

#### List B

ACCT2542	Corporate Financial Reporting and Analysis	ACCT1511	2	L2 T1.5
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3

Course ID	Course Name	Prerequisite	Session	HPW
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3
FINS1612	Capital Markets and Institutions	ECON1101, ECON1202 <i>(co-requisite)</i>	1 or 2	L2 T1
FINS2613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102, ECON1203 <i>(co-requisite)</i>	1 or 2	L2 T1
FINS3625	Applied Corporate Finance	FINS1613	1 or 2	3
FINS3630	Bank Financial Management	FINS1612 and FINS1613	1 or 2	3
FINS3635	Options, Futures and Risk Management	FINS2624	1 or 2	3
FINS3636	Interest Rate Risk Management	FINS2624	1	3
MATH1141	Higher Mathematics 1A	HSC 2 and 3 unit Mathematics (145-150) or 3 and 4 unit Mathematics (186-200)	1	6
MATH1241	Higher Mathematics 1B	MATH1131 or MATH1141, each with a mark of at least 70	2	6
MATH1151	Mathematics for Actuarial	<b>Excluded:</b> MATH1011, MATH1031, MATH1131 MATH1141, ECON1202 ECON2291	1	6
MATH1251	Mathematics for Actuarial	MATH1151 <b>Excluded:</b> MATH1021, MATH1031, MATH1231, MATH1241, ECON1202 ECON2291	2	6

### Actuarial Studies Honours

#### Required Year 4

ACTL4000	Thesis (Actuarial Studies)	Admission to Course	1,2 or 1 and 2	6 or 3
ACTL4001	Actuarial Theory and Practice A	Permission of Head of School	1	3
ACTL4002	Actuarial Theory and Practice B	Permission of Head of School	2	3
ACTL4003	Research Topics in Actuarial Science	Admission to Course	1	3

Plus 3 other courses from Options list

#### Options

ACTL3001	Actuarial Statistics	ACTL1001, ACTL2003	1	L3, T1
ACTL3002	Life Insurance and Superannuation Models	ACTL1001, ACTL2003	1	L3, T1
ACTL3003	Insurance Risk Models	ACTL1001, ACTL2003	2	L3, T1
ACTL3004	Financial Economics for Insurance and Superannuation	ACTL2001	2	L3, T1
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3

Course ID	Course Name	Prerequisite	Session	HPW
FINS3631	Risk and Insurance	FINS2613, FINS2624	1	3
FINS3635	Options, Futures and Risk Management	FINS2624	1	3
FINS3636	Interest Rate Risk Management	FINS2624	1	3
MATH5965	Mathematics of Security Markets 1	Consult Head of Actuarial Studies		
Other Courses		Permission of Head of Actuarial Studies and Subject to meeting Prerequisites.		

## Actuarial Studies 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 coordinated industrial experience. Industrial experience extends outside University sessions.

### Required

ACTL1001	Actuarial Studies and Commerce	Nil	2	L2 T1
ACTL2001	Financial Mathematics	MATH1141 or MATH1151	1	L2 T1
ACTL2002	Probability and Statistics for Actuaries	MATH1241 or MATH1251	1	L3 T1
ACTL2003	Stochastic Models for Actuarial Applications	ACTL2002	2	L3 T1
ACTL2100	Industrial Training 1	ACTL1001	1 (Year 2 - 12 wks)	
ACTL3100	Industrial Training 2	ACTL2100	2 (Year 3 - 26 wks)	
ACTL4100	Industrial Training 3	ACTL3100	3 (Year 4 - 26 wks)	

### Options

To satisfy minimum requirements of the Actuarial Studies Co-op Program, the following courses must be completed.

#### List A

ACTL3001	Actuarial Statistics	ACTL1001, ACTL2003	1	L3 T1
ACTL3002	Life Insurance and Superannuation Models	ACTL1001, ACTL2003	1	L3 T1
ACTL3003	Insurance Risk Models	ACTL1001, ACTL2003	2	L3 T1
ACTL3004	Financial Economics for Insurance and Superannuation	ACTL2001	2	L3 T1
ACCT2542	Corporate Financial Reporting and Analysis	ACCT1511	2	L2 T1.5
ECON2101	Microeconomics 2 or	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
FINS1613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102, ECON1203 (co-requisite)	1 or 2	L2 T1

## Asian Studies (BEc students only)

This major is available only as a co-major integrated with the program in 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 courses, 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 courses and must include at least two economics courses, one of which may be ECOH2305 Modern Asian Economic History.

### **Business Economics (BCom students only)**

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
ECON1101	Microeconomics 1	Nil	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	Applied Macroeconomics	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2109	Economics of Natural Resources	ECON1101 or ECON1103	1	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2112	Game Theory and Business Strategy	ECON1101 or ECON1103	1	3
ECON2113	Economics of E-Commerce	ECON1102 or ECON1104	2	3
ECON2115	Japanese International Economic Relations	Not offered 2001		
ECON2116	Economics of Japanese Business & Government	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics	ECON1101 or ECON1103	2	3
ECON2206	Introductory Econometrics	ECON1203	1	3
ECHO2319	Economic Policy in Australia	Not offered 2001		

##### **List B**

ECON2207	Econometric Methods	ECON2206	2	3
ECON3101	Markets and Public Choice	ECON2101	1	3
ECON3104	International Monetary Economics	ECON2102	1	3
ECON3105	Economic Analysis of Productivity	ECON2101	2	3
ECON3106	Public Finance	ECON1101 or ECON1103	2	3
ECON3107	Economics of Finance	ECON2101	2	3
ECON3109	Economic Growth, Technology and Structural Change	ECON2101 or ECON2103	1	3
ECON3110	Development Economics	ECON2101 or ECON2103	2	3
ECON3112	The Newly Industrialising Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3116	International Economics	ECON2101 & ECON2102 or ECON2103 & ECON 2104	2	3
ECON3119	Political Economy	ECON1102 or ECON1104	2	3
ECON3120	Economic Reasoning	ECON2102 or ECON2104	2	3
ECON3121	Managerial Economics	ECON2015 & ECON2112	1	3
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3204	Econometric Model Building	ECON2207	1	3
ECON3206	Financial Econometrics	ECON2206	1	3

## Business Law

This stream is not available as a single major, but as a co-major only. This stream is not available with the co-major in Taxation.

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required:</b>				
LEGT1711	Legal Environment of Commerce	Nil	1 or 2	L2 T1
LEGT7721	Business Transactions	LEGT1711	1 or 2	L2 T1
LEGT7741	Business Entities	LEGT7721	2	L3 T1

### Options:

Four courses from the following list:

LEGT1715	International Business Law	Nil	1 or 2	L2 T1
LEGT1730	Business, Ethics and the Law	Nil	2	L2 T1
LEGT1731	Marketing and Distribution Law	Nil	1	L2 T1
LEGT1733	Franchising	Nil	1	L2 T1
LEGT7751	Business Taxation	LEGT7721	1	L3 T1
LEGT1761	Law of Banking and Finance	Nil	2	L2 T1
LEGT7771	Information Technology Law	LEGT1711 or INFS1602	2	L2 T1
LEGT7781	Regulation of Government Agencies	LEGT1711	1	L2 T1
LEGT7791	International Business Taxation	LEGT1711	1	L2 T1
LEGT7811	Corporate Law, Tax & Strategy	LEGT7741 and LEGT7751	2	L2 T1
LEGT7812	Corporate Fraud and Crime	LEGT7721 and LEGT7741 (or corequisite)	2	L2 T1
LEGT7821	Special Topic in Business Law	LEGT1711 and approval from Head of School	1 or 2	

**Note:** Other courses offered by the School of Business Law and Taxation may be substituted for the optional courses listed above with approval of the Head of School.

## Business Statistics (BCom students only)

### Required

ECON1202	Quantitative Methods A	Nil	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

ECON2204	Dynamic Models	ECON1202	Not offered 2001
ECON2206	Introductory Econometrics	ECON1203	1 3
ECON2208	Operations Research	ECON1202	2 3
ECON2209	Business Forecasting	ECON1203	1 3
ECON2210	Applied Business Statistics	ECON1203	Not offered 2001

#### List B

ECON2207	Econometric Methods	ECON2206	2	3
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3206	Financial Econometrics	ECON2206	1	3
ECON3213	Comparative Forecasting Techniques	ECON2206 or ECON2209	2	3

## Business Strategy & Economic Management (BCom students only)

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
ECON1101	Microeconomics 1	Nil	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON2112	Game Theory and Business Strategy	ECON1101 or ECON1103	1	3
ECON3121	Managerial Economics	ECON2015 & ECON2112	1	3
<b>Options</b>				
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Applied Macroeconomics	ECON1102 or ECON1104	1	3
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2113	Economics of E-Commerce	ECON1102 or ECON1104	2	3
ECON2116	Economics of Japanese Business & Government	ECON1102 or ECON1104	1	3
ECON2206	Introductory Econometrics	ECON1203	1	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON3101	Markets and Public Choice	ECON2101	1	3
ECON3105	Economic Analysis of Productivity	ECON2101	2	3
ECON3106	Public Finance	ECON1101 or ECON1103	2	3
ACCT2522	Management Accounting: Process Improvement and Innovation	ACCT1511	1	3
ACCT2532	Management Accounting: Process Improvement and Innovation (Honours)	ACCT1511	1	3
IBUS2101	International Business and Multinational Enterprises	ACCT1511, ECON1102 ECON1203	1	3
IBUS3101	International Business Strategy	IBUS2101 & IBUS2102	1	3
INFS3603	Business Intelligence Systems	INFS1602 & INFS1603	1	3
INFS3685	Electronic Commerce Management	INFS1602 & INFS1603	1	3
IROB3724	Strategic Human Resource Management 1	IROB2718	2	3
MARK3071	International and Global Marketing	MARK1012	1	3
MARK3082	Strategic Marketing Management	MARK2054 & MARK3093	2	4

## Financial Economics

### **Required**

ECON2101	Microeconomics 2	ECON1101	1	3
ECON3107	Economics of Finance	ECON2101	2	3
ECON2206	Introductory Econometrics	ECON1203	1	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON3260	Econometrics of Finance	ECON2206	1	3
FINS1612	Capital Markets & Institutions	Corequisites: ECON1101 & ECON1202	1 or 2	3

### **Options**

ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2104	Applied Macroeconomics	ECON1102 or ECON1104	1	3
ECON2112	Game Theory and Business Strategy	ECON1101 or ECON1103	1	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON2208	Operations Research	ECON1202	2	3
ECON2215	Statistics for Econometrics	ECON1203	2	3

Course ID	Course Name	Prerequisite	Session	HPW
ECON3101	Markets and Public Choice	ECON2101	1	3
ECON3104	International Monetary Economics	ECON2102	1	3
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3
ECON3204	Econometric Model Building	ECON2207	1	3
ECON3213	Comparative Forecasting Techniques	ECON2206 or ECON2209	2	3
FINS1613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102 and ECON1203	1 or 2	3
FINS2622	Asian Capital Markets	FINS1612	1 or 2	3

## Economics (BEc students only)

### Required

ECON1101	Microeconomics 1	Nil	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	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 three Options from List B.  
To satisfy double major requirements, at least two Options must be chosen from List B.

#### List A

ECOH2319	Economic Policy in Australia	Not offered 2001		
ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Applied Macroeconomics	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2109	Economics of Natural Resources	ECON1101 or ECON1103	1	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2112	Game Theory and Business Strategy	ECON1101 or ECON1103	1	3
ECON2113	Economics of E-Commerce	ECON1102 or ECON1104	2	3
ECON2115	Japanese International Economic Relations	Not offered 2001		
ECON2116	Economics of Japanese Business & Government	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics	ECON1101 or ECON1103	2	3
ECON3106	Public Finance	ECON1101 or ECON1103	2	3
ECON3107	Economics of Finance	ECON2101	2	3
ECON3112	The Newly Industrialising Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3119	Political Economy	ECON1102 or ECON1104	2	3

#### List B

ECON3101	Markets and Public Choice	ECON2101	1	3
ECON3104	International Monetary Economics	ECON2102	1	3
ECON3105	Economic Analysis of Productivity	ECON2101	2	3
ECON3109	Economic Growth, Technology & Structural Change	ECON2101 or ECON2103	1	3
ECON3110	Development Economics	ECON2101 or ECON2103	2	3
ECON3116	International Economics	ECON2101 & ECON2102 or		

Course ID	Course Name	Prerequisite	Session	HPW
ECON3120	Economic Reasoning	ECON2103 & ECON2104	2	3
ECON3121	Managerial Economics	ECON2102 or ECON2104	2	3
ECON3202	Mathematical Economics	ECON2105 & ECON2112	1	3
ECON3204	Econometric Model Building	ECON1202	1	3
		ECON2207	1	3

### Economics Honours (BEc students only)

#### Year 4 Required

ECON4100	Advanced Economic Analysis	ECON2101 and ECON2102	1	3
ECON4127	Economics Thesis	Admission to Honours	3	n.a.
Plus three further courses from:				
ECON4101	International Trade	ECON4100 (corequisite)	1	3
ECON4102	Industrial Organisation	ECON4100 (corequisite)	2	3
ECON4103	Business Cycles and Growth	ECON4100 (corequisite)	2	3
ECON4104	Economics of Labour Markets	ECON4100 (corequisite)	1	3
ECON4201	Applied Econometrics	ECON2207 & ECON2101 or ECON 2103	1	3

In certain circumstances and with the permission of the Head of School, one course from List B of the Economics disciplinary stream may be substituted for one of the Fourth Year Honours options.

### Econometrics (BEc students only)

#### Required (for single major)

ECON1202	Quantitative Methods A	Nil	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	Not offered 2001	
ECON2206	Introductory Econometrics	ECON1203	1	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON2215	Statistics for Econometrics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3
ECON3204	Econometric Model Building	ECON2207	1	3

#### Options

ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3206	Financial Econometrics	ECON2206	1	3
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3

#### Required (for double major)

ECON1202	Quantitative Methods A	Nil	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	3

Course ID	Course Name	Prerequisite	Session	HPW
ECON2207	Econometric Methods	ECON2206	2	3
ECON2215	Statistics for Econometrics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3

### Econometrics Honours (BEc students only)

#### Year 4 Required

ECON4100	Advanced Economic Analysis	ECON2101 & ECON2102	1	3
ECON4201	Applied Econometrics	ECON2207 & ECON2101 or ECON2102	1	3
ECON4202	Advanced Econometric Theory	ECON3203	2	3
ECON4227	Thesis	Permission of the Head of School	3	n.a.

Plus one option from the Economics Fourth Year Honours options list.

### Economics/Econometrics (BEc students only)

#### Required

ECON1101	Microeconomics 1	Nil	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON1202	Quantitative Methods A	Nil	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	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON2215	Statistics for Econometrics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	2	3

Plus at least one Option in Econometrics (from the list below), and at least three options in Economics (List B).

#### Options

At least one of:

ECON2204	Dynamic Models	ECON1202	Not offered 2001	
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON3202	Mathematical Economics	ECON1202	1	3
ECON3204	Econometric Model Building	ECON2207	1	3
ECON3206	Financial Econometrics	ECON2206	1	3
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3

### Economics/Econometrics Honours (BEc students only)

#### Year 4 Required

ECON4100	Advanced Economic Analysis	ECON2101 and ECON2102	1	3
ECON4201	Applied Econometrics	ECON2207 and ECON2101 or ECON2102	1	3
ECON4202	Advanced Econometric Theory	ECON3203	2	3
ECON4227	Thesis	Permission of the Head of School	3	n.a.

Plus one option from the Economics Fourth Year Honours options list.

**Economic History (BCom students only)**

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
ECON1101	Microeconomics 1	Nil	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	Nil	1	3
ECOH1302	Australia and the Asia-Pacific Economies	Nil	2	3
ECOH2311	German Economy and Society	ECON1102	2	3
ECOH2313	Australian Economic Development in the 20th Century	ECON1102	1	3
ECOH2318	Making the Market	ECON1102	2	3
ECOH2322	Business and the New Europe	ECON1102	1	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	Not offered 2001	

**Economic History (BEc students only)**

<b>Required</b>				
ECON1101	Microeconomics 1	Nil	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	3
<b>Options</b>				
ECOH1301	Australia in the International Economy in the 20th Century	Nil	1 or 2	3
ECOH1302	Australia and the Asia-Pacific Economies	Nil	2	3
ECOH2311	German Economy and Society	ECON1102	2	3
ECOH2318	Making the Market	ECON1102	2	3
ECOH2322	Business and the New Europe	ECON1102	1	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	Not offered 2001	

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

<b>Year 4</b>				
<b>Required</b>				
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 School	3	n.a.

## Finance

Course ID	Course Name	Prerequisite	Session	HPW
FINS1612	Capital Markets and Institutions	ECON1101 (Corequisite) ECON1202 (Corequisite)	1 or 2	L2 T1
FINS1613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102, ECON1203 (Corequisite)	1 or 2	L2 T1
FINS2624	Portfolio Management of Financial Assets	FINS1613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624 (Corequisite)	1 or 2	L2 T1

Students specialising in Finance only or Finance and another discipline may take the above four compulsory Finance courses in the first two years (first year and first semester of the second year) so that they can complete as many Finance courses as possible in the area of **Banking, Corporate Finance, Funds Management and International Finance** during their second and third years.

### Year 1

FINS1612	Capital Markets and Institutions	ECON1101 (Corequisite) ECON1202 (Corequisite)	1 or 2	L2 T1
FINS1613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102, ECON1203 (Corequisite)	1 or 2	L2 T1

### Year 2

FINS2624	Portfolio Management of Financial Assets	FINS1613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624 (Corequisite)	1 or 2	L2 T1

And optional Finance courses from the list below, in the areas of:

Banking  
Corporate Finance  
Funds Management  
International Finance

### Year 3

Optional Finance courses from the list below, in the areas of:

Banking  
Corporate Finance  
Funds Management  
International Finance

## Options

FINS2622	Asian Capital Markets	FINS1612	1 or 2	L3
FINS3623	Entrepreneurial and Small Business Finance	FINS1613	2	L3
FINS3625	Applied Corporate Finance	FINS1613	1 or 2	L2 T1
FINS3626	International Corporate Governance	ACCT1511 & FINS1613	1	L3
INS3630	Bank Financial Management	FINS1612 & FINS1613	1 or 2	L3
FINS3631	Risk and Insurance	FINS1613 & FINS2624 (or Corequisite)	1	L3
FINS3633	Real Estate Finance and Investment	FINS2624	2	L3
FINS3634	Credit Analysis and Lending	FINS1612 and FINS1613	1	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1 or 2	L3
FINS3636	Interest Rate Risk Management	FINS2624	1	L3
FINS3640	Financial Modelling for Funds Management	FINS2624	1 or 2	L3
FINS3641	International Investment & Funds Management	FINS3640	2	L3
FINS3642	Strategies for International Funds Management	FINS3640	2	L3
FINS3650	International Banking	FINS3616 (Corequisite)	2	L3
FINS3651	International Insurance Management	FINS2624 (Corequisite)	1 or 2	L3
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 Year 3 only for BEc students and to the end of fourth year for BCom students only.

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
<b>Prior to Year 4</b>				
FINS1612	Capital Markets and Institutions	ECON1101 (Corequisite) ECON1202 (Corequisite)	1 or 2	L2 T1
FINS1613	Business Finance	FINS1612 or any two of ACCT1511, ECON1102, ECON1203 (Corequisite)	1 or 2	L2 T1
FINS2624	Portfolio Management of Financial Assets	FINS1613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624 (Corequisite)	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.

### Year 4

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	FINS1612	1 or 2	L3
FINS3623	Entrepreneurial and Small Business Finance	FINS1613	2	L3
FINS3625	Applied Corporate Finance	FINS1613	2	L2 T1
FINS3626	International Corporate Governance	ACCT1511 & FINS1613	1	L3
FINS3630	Bank Financial Management	FINS1612 and FINS1613	1 or 2	L3
FINS3631	Risk and Insurance	FINS1613 and FINS2624 (or Corequisite)	S1	L3
FINS3633	Real Estate Finance and Investment	FINS2624	2	L3
FINS3634	Credit Analysis and Lending	FINS1612 and FINS1613	1	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1 or 2	L3
FINS3636	Interest Rate Risk Management	FINS2624	1	L3
FINS3640	Financial Modelling for Funds Management	FINS2624	1 or 2	L3
FINS3641	International Investment & Funds Management	FINS3640	2	L3
FINS3642	Strategies for International Funds Management	FINS3640	2	L3
FINS3650	International Banking	FINS3616 (Corequisite)	2	L3
FINS3651	International Insurance Management	FINS2624 (Corequisite)	1 or 2	L3

### List B

FINS4776	Advanced Topics in Asset Pricing	FINS3774 and FINS3775	1	L3
FINS4777	Advanced Topics in Corporate Finance	FINS3774 and FINS3775	2	L3
FINS4778	Recent Developments in Banking Research	FINS3630 & FINS3774	May not be offered in 2001	

## Human Resource Management

The minimum requirements for a major in Human Resource Management are the Required courses, two courses from List A, and one course from List B and one course from either List A or List B.

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
IROB1701	Industrial Relations	Nil	1 or 2	3
IROB1712	Management of Organisations	Nil	1	3
IROB2718	Human Resource Management	IROB1701 or IROB1702 or IROB1712	1	3

### Options

#### List A

IROB3702	International Human Resource Management	as for IROB2718	2	3
IROB3724	Strategic Human Resource Management	IROB2718	2	3
IROB3728	Managing Pay and Performance	as for IROB2718	2	3
IROB3729	Managing Workplace Training	as for IROB2718	2	3

#### List B

IROB1702	Labour Organisation	Nil	2	3
IROB2702	Industrial Law	as for IROB2718 or approval of HOS	1	3
IROB2703	International Employment Relations	as for IROB2718	1	3
IROB2704	Social Organisation of Work	as for IROB2718	2	3
IROB2715	Labour History	as for IROB2718	2	3
IROB2724	Health and Safety at Work	as for IROB2718	1	3
IROB3704	Analysing Work and Organisations	as for IROB2718	1	3
IROB3705	Management and Employment Relations	as for IROB2718	1	3
IROB3706	Industrial Relations Policies and Processes	as for IROB2718	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701 or IROB1702 or IROB1712	2	3

## Human Resource Management Honours

This Program is available to the end of Year 3 only for BEc students and to the end of fourth year for BCom students only.

The minimum requirements for a major at Honours level in Human Resource Management are the Required courses, one course from List A, plus the Year 4 Required courses, two courses from List A, one course from List B, one course from either List A or List B, plus the Year 4 Required courses.

### Required

IROB1701	Industrial Relations	Nil	1 or 2	3
IROB1712	Management of Organisations	Nil	1	3
IROB2718	Human Resource Management	IROB1701 or IROB1702 or IROB1712	1	3
IROB3708	History and Philosophy of Human Resource Management Thesis Workshop*	IROB3705 and with permission of the Head of School	2	3

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

**Options**

Course ID	Course Name	Prerequisite	Session	HPW
<b>List A</b>				
IROB3702	International Human Resource Management	as for IROB2718	2	3
IROB3724	Strategic Human Resource Management	IROB2718	2	3
IROB3728	Managing Pay and Performance	as for IROB2718	2	3
IROB3729	Managing Workplace Training	as for IROB2718	2	3
<b>List B</b>				
IROB1702	Labour Organisation	Nil	2	3
IROB2702	Industrial Law	as for IROB2718 or approval of HOS	1	3
IROB2703	International Employment Relations	as for IROB2718	1	3
IROB2704	Social Organisation of Work	as for IROB2718	2	3
IROB2715	Labour History	as for IROB2718	2	3
IROB2724	Health and Safety at Work	as for IROB2718	1	3
IROB3704	Analysing Work and Organisations	as for IROB2718	1	3
IROB3705	Management and Employment Relations	as for IROB2718	1	3
IROB3706	Industrial Relations Policies and Processes	as for IROB2718	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701 or IROB1702 or IROB1712	2	3
<b>Year 4 Required</b>				
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	3

**Industrial Relations****Required**

IROB1701	Industrial Relations	Nil	1 or 2	3
IROB1702	Labour Organisation	Nil	2	3
IROB2702	Industrial Law	IROB1701 or IROB1702 or IROB1712	1	3

**Options**

<b>List A</b>				
IROB2704	Social Organisation of Work	as for IROB2702	2	3
IROB2715	Labour History	as for IROB2702	2	3
IROB3705	Management and Employment Relations	as for IROB2702	1	3
IROB3706	Industrial Relations Policies and Processes	as for IROB2702	2	3

**List B**

IROB1712	Management of Organisations	Nil	1	3
IROB2703	International Employment Relations	as for IROB2702	1	3

Course ID	Course Name	Prerequisite	Session	HPW
IROB2718	Human Resource Management	as for IROB2702	1	3
IROB2724	Health and Safety at Work	as for IROB2702	1	3
IROB3702	International Human Resource Management Practice	as for IROB2702	1	3
IROB3704	Analysing Work and Organisations	as for IROB2702	1	3
IROB3707	History and Philosophy of Industrial Relations Research	IROB3705 plus permission of Honours Co-ordinator	2	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701 or IROB1702	2	3
IROB3724	Strategic Human Resource Management	IROB2718	2	3
IROB3728	Managing Pay & Performance	as for IROB2702	2	3
IROB3729	Managing Workplace Training	as for IROB2702	2	3

## Industrial Relations Honours

This Program is available to the end of Year 3 only for BEc students and to the end of Year 4 for BCom students only.

### Required

IROB1701	Industrial Relations	Nil	1 or 2	3
IROB1702	Australian Trade Unionism	Nil	2	3
IROB2702	Industrial Law	IROB1701 or IROB1702 or IROB1712	1	3
IROB3707	History and Philosophy of Industrial Relations Research	IROB3705 and with the permission of the Honours Co-ordinator	2	3

\*IROB3707 History and Philosophy of Industrial Relations Research is a prerequisite for Year 4 Honours and should normally be taken in the Session preceding the Honours year.

### Options

#### List A

IROB2704	Social Organisation of Work	as for IROB2702	2	3
IROB2715	Labour History	as for IROB2702	2	3
IROB3705	Management and Employment Relations	as for IROB2702	1	3
IROB3706	Industrial Relations Policies and Processes	as for IROB2702	2	3

#### List B

IROB1712	Management of Organisations	Nil	1	3
IROB2703	International Employment Relations	as for IROB2702	1	3
IROB2718	Human Resource Management	as for IROB2702	1	3
IROB2724	Health and Safety at Work	as for IROB2702	1	3
IROB3702	International Human Resource Management Practice	as for IROB2702	1	3
IROB3704	Analysing Work and Organisations	as for IROB2702 or IROB1712	1	3
IROB3707	History and Philosophy of Industrial Relations Research	IROB3705 plus permission of the Honours Co-ordinator	2	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701 or IROB1702	2	3
IROB3724	Strategic Human Resource Management	IROB2718	2	3
IROB3728	Managing Pay & Performance	as for IROB2702	2	3
IROB3729	Managing Workplace Training	as for IROB2702	2	3

### Year 4 Required

IROB4731	Industrial Relations Case Studies A	IROB3706	1	3
IROB4732	Industrial Relations Case Studies B	IROB3706	2	3

Course ID	Course Name	Prerequisite	Session	HPW
IROB4733	Industrial Relations Seminar	Admission to Honours	3	3
IROB4734	Thesis (Industrial Relations)	IROB3707 and Admission to Honours	3	3

## Information Management

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

### Required

INFS1602	Computer Information Systems	Nil	1 or 2	3
INFS1603	Business Data Management	Nil	1 or 2	3
IMGT2701	Information, Knowledge and Society	INFS1602	1	3
IMGT2702	Information Services and Resource Discovery	Nil	2	3
IMGT2703	The Role of Records in Organisations	INFS1602	2	3
IMGT3701	Information Management and Organisation	INFS1602 and INFS1603	1	3
IMGT3702	Text Information Retrieval	INFS1602 and INFS1603	2	3

## Information Systems

### Required

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

### Options

INFS2609	Software Implementation	INFS1602 and INFS1603	1	3
INFS2611	Requirements Elicitation	INFS1602	2	1.5
INFS3603	Business Intelligence Systems	INFS1602 and INFS1603	1	3
INFS3604	Information Technology Management	INFS2603	2	3
INFS3605	Implementation Workshop	INFS2609	1	3
INFS3606	Telecommunications for Electronic Commerce	INFS2607	2	3
INFS3608	Advanced Database Systems	INFS1602 and INFS1603	1	3
INFS3611	Design Workshop	INFS2603	2	3
INFS3618	Advanced Global Data Networks	INFS2607 or INFS3607 or INFS2617	2	3
INFS3621	Alternative System Design Methodologies	INFS2603	1	1.5
INFS3622	Distributed Application Design and Implementation	INFS2603	1	1.5
INFS3623	Multimedia Systems Design	INFS2603	2	1.5
INFS3685	Electronic Commerce Management	INFS1602 or INFS1603	1	3

Course ID	Course Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
INFS4795	Thesis Part A (Information Systems)	Admission to BCom Honours majoring in Information Systems	1	n.a.
INFS4796	Thesis Part B (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	Admission to BCom Honours majoring in Information Systems	1	3
INFS4805	Information Systems Auditing	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
INFS4848	Information Systems Project	Admission to BCom Management 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 honours\* degree program combining the requirements of the BCom with 18 months of coordinated industrial experience. Industrial training extends outside university sessions.

Course ID	Course Name	Prerequisite	Session	HPW
<b>Required</b>				
INFS1602	Computer Information Systems	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
INFS3604	Information Technology Management	INFS2603	2	3
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
INFS4795	Thesis A	Admission to BCom Honours majoring in Information Systems	1	n.a.
INFS4796	Thesis B	Admission to BCom Honours majoring in Information Systems	2	n.a.
INFS2791	Industrial Training A	INFS1602 and INFS1603	1 (Year 2)	
INFS3792	Industrial Training B	INFS2603	2 (Year 3)	
INFS4793	Industrial Training C	INFS2603 and INFS3604	1 (Year 4)	
<b>Options</b>				
INFS2609	Software Implementation	INFS1602 and INFS1603	1	3
INFS2611	Requirements Elicitation	INFS1602	2	1.5
INFS3603	Business Intelligence Systems	INFS1602 and INFS1603	1	3
INFS3605	Implementation Workshop	INFS2609	1	3
INFS3606	Telecommunications for Electronic Commerce	INFS2607	2	3
INFS3608	Advanced Database Systems	INFS1602 and INFS1603	1	3
INFS3611	Design Workshop	INFS2603	2	3
INFS3621	Alternative System Design Methodologies	INFS2603	1	1.5
INFS3622	Distributed Application Design and Implementation	INFS2603	1	1.5
INFS3623	Multimedia Systems Design	INFS2603	2	1.5
INFS3685	Electronic Commerce Management	INFS1602 and INFS1603	1	3

### Honours Options

Two Options must be chosen from:

INFS4774	Information Systems Security	Admission to BCom Honours majoring in Information Systems	1	3
INFS4805	Information Systems Auditing	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 Management and Technology 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
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

Course ID	Course Name	Prerequisite	Session	HPW
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

\* With the approval of the Head of School students who fail to meet the performance requirements for honours may substitute an approved programme of Information Systems courses for level 4 courses and will be awarded a pass degree.

## International Business

This program is available as a single major and co-major in the BCom (Pass) and as a co-major in the BEc (Pass) degrees.

### Required

IBUS2101	International Business and Multinational Enterprises	ECON1102,	1	3
IBUS2102	Managing Across Cultures	ECON 1102	2	3
IBUS3101	International Business Strategy	IBUS2101, IBUS2102	1	3
IBUS3102	Asia-Pacific Business	IBUS2101	2	3

### Options

IBUS1001*	Communicating in Business	Nil	1	3
IBUS1002	Intercultural Business Communication	Nil	2	3
IBUS2103	Japanese Business	48 UOC in Arts, Law or Commerce and Economics	2	3
IBUS2104	Korean Business	48 UOC in Arts, Law or Commerce and Economics	2	3
IBUS2105	Chinese Business Enterprise	48 UOC in Arts, Law or Commerce and Economics	1	3
ACCT3601	Global Financial Reporting and Analysis	ACCT2542 or ACCT2552	2	3
ACCT4820	Management Accounting Issues and International Best Practice	ACCT3583 or ACCT3593	2	3
ECOH2322	Business and the New Europe	ECON1102	2	3
ECON2111	Economics of Global Interdependence	ECON1102	2	3
ECON2115	Japanese International Economic Relations			Not offered 2001
ECON2116	Economics of Japanese Business & Government	ECON1102	1	3
ECON2117	Economics of Tourism	ECON1102	1	3
ECON3104	International Monetary Economics	ECON2102	1	3
ECON3110	Development Economics	ECON2101 or ECON2103	2	3
ECON3112	The Newly Industrialising Economies of East Asia	ECON1102	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102	1	3
ECON3116	International Economics	ECON2101, ECON2102 or ECON2103, ECON2104	2	3
FINS2622	Asian Capital Markets	FINS1612	1 or 2	3
FINS3616	International Business Finance	FINS2624	1 or 2	3
FINS3626	International Corporate Governance	ACCT1511 and FINS1613	1	3
FINS3641	International Investment & Funds Management	FINS3640	2	L3
FINS3642	Strategies for International Funds Management	FINS3640	2	L3
FINS3650	International Banking	FINS3616 (corequisite)	2	3
FINS3651	International Insurance Management	FINS2624 (corequisite)	1 or 2	3
INFS3685	Electronic Commerce Management	INFS1602 or INFS1603	1	3
IROB2703	International Employment Relations	IROB1701	1	3
IROB3702	International Human Resource Management	IROB2718	1	3
JAPN1000	Japanese Communication 1A†	Nil	1	5
JAPN1001	Japanese Communication 1B	JAPN1000	2	5
KORE1000	Korean Communication 1A†	Nil	1	5

Course ID	Course Name	Prerequisite	Session	HPW
KORE1001	Korean Communication 1B	KORE1000	2	5
LEGT1715	International Business Law	Nil	1 or 2	3
MARK3071	International and Global Marketing	MARK1012	1	4

\* This course does not qualify as an option for the International Business major.

\*\* Other modern languages may be taken as International Business options. Please see Modern Languages stream

† For students with no Japanese or Korean. Students with HSC or equivalent competence will be enrolled at a suitable level, course subject to the results of a placement test.

## Management

### Required

MGMT1001	Fundamentals of Management	Nil	1	3
MGMT1002	Managing Organisational Behaviour	MGMT1001	2	3
MGMT2001	Managing Innovation and Organisational Change	MGMT1001, MGMT1002	Not offered 2001	
MGMT2002	Managing Business Communication	MGMT1001	2	3
MGMT3001	Managing Business Strategy	MGMT2001, MGMT2002 or co-requisite	Not offered 2001	

### Options

At least one option must be chosen from List A.

#### List A

ACCT2533	Management Accounting: Process Improvement & Innovation	ACCT1511	1	3
ACCT3583	Stakeholder Value Management	ACCT2542	1 or 2	3
ECON2112	Game Theory & Business Strategy	ECON1101	1	3
IBUS2102	Managing Across Cultures	ECON1102	2	3
IROB2703	International Employment Relations	IROB1701 or IROB1712	1	3
IROB2718	Human Resource Management	IROB1701 or IROB1712	1	3
MARK1012	Marketing Fundamentals	ACCT1501, ECON1101, ECON1202 or co-requisite	2	3

#### List B

ACCT3585	E-Business: Strategy and Processes	ACCT2522, ACCT2532	2	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	2	3
ECON3121	Managerial Economics	ECON2105, ECON2112	1	3
FINS1612	Capital Markets and Institutions	Nil	1 or 2	3
FINS2613	Business Finance	FINS1612	1 or 2	3
INFS1602	Computer Information Systems	Nil	1 or 2	3
LEGT1711	Legal Environment of Commerce	Nil	1 or 2	3
LEGT1730	Business, Ethics & the Law	Nil	1 or 2	3

## Marketing

### Required

MARK1012	Marketing Fundamentals	ACCT1501, ECON1101, ECON1202 or Corequisite	2	L2 T2
MARK2051	Consumer Behaviour	MARK1012 Corequisite: MARK2052	1	L2 T2
MARK2052	Marketing Research	MARK1012 Corequisite: MARK2051	1	L2 T2
MARK2053	Marketing Communications & Promotions Management	MARK2051 Corequisite: MARK2054	2	L2 T2
MARK2054	Market Analysis	MARK2052	2	L2 T2

Course ID	Course Name	Prerequisite	Session	HPW
MARK3081	Distribution and Service Management	Corequisite: MARK2053 MARK2053, MARK2054	1	L2 T2
MARK3082	Strategic Marketing Management	MARK2054, MARK3081	2	L2 T2

**Options**

MARK3071	International & Global Marketing	MARK1012	1	L2 T1
MARK3072	Advanced Consumer Behaviour	MARK2051, MARK2052	2	L2 T1
MARK3091	New Product & New Service Development	MARK1012, MARK2051 MARK2052	1	L2 T1
MARK3092	Brand Management	MARK2053, MARK2054	1	L2 T1
MARK3094	Marketing Implementation	MARK2054, MARK3081	2	L2 T1
MARK3095	Marketing Engineering	MARK2052, MARK2054, MARK3081	2	L2 T1

**Marketing Honours**

This Program is available to the end of Year 4 for BCom students only.

**Year 4  
Required**

MARK7210	Business Research Methods in Marketing	Admission to Honours	1	T4
MARK7211	Research Seminar in Marketing	Admission to Honours	1	T4
MARK7212	Advanced Quantitative Methods in Marketing	Admission to Honours	2	T4
MARK7213	Contemporary Research Methods in Marketing	Admission to Honours	2	T4
MARK7204	Thesis (Marketing)	Admission to Honours	3	n.a.

**Tourism and 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 in Marketing, Tourism and Hospitality Management degree – program code 3571.

**Required**

TAHM1666	Tourism and Hospitality Operational Studies 1	Admission to course 3571	1	L6*
TAHM1777	Tourism & Hospitality Operational Studies 2	TAHM1666	2	L6*
TAHM2001	Tourism Policy & Planning 1	MARK1012	1	L3
TAHM2002	Tourism Marketing	TAHM2001	2	L3
TAHM2888	Applied Tourism & Hospitality Management 1	TAHM1777	2	0**
TAHM3001	Legal Aspects of Tourism	TAHM2002	1	L3
TAHM3002	Tourism & Hospitality Operations Management	TAHM2002	1	L3
TAHM3003	Tourism Policy & Planning 2	TAHM3002	2	L3
TAHM3004	Managing People in the Tourism & Hospitality Industry	TAHM3002	2	L3
TAHM3888	Applied Tourism & Hospitality Management 2	TAHM2888	2	0**
TAHM4001	Tourism & Hospitality Facilities Management	TAHM3004	1	L3
TAHM4002	Project Report in Tourism & Hospitality	TAHM3004	1	L3
TAHM4003	Strategic Management in Tourism & Hospitality	TAHM4001	2	L3
TAHM4888	Applied Tourism & Hospitality Management 3	TAHM3888	2	0**

〈 \*Operational Training 6 hours per week at an approved tourism and hospitality training college

〈 \*\*Industry employment reporting, no lecture component

During the first two sessions candidates will undertake a Diploma in Hospitality and Tourism Operations at Kenvale College, usually one day per week for each session. A course fee of approximately \$1800 is payable.

### Sample program for Marketing, Tourism and Hospitality Management students:

#### Program Structure \*

##### Stage 1

Session 1	UOC	Session 2	UOC
ACCT1501	6	ECON1102	6
ECON1101	6	ECON1203	6
ECON1202	6	MARK1012	6
TAHM1666	6	TAHM1777	6

##### Stage 2

Session 1	UOC	Session 2	UOC
ACCT1511	6	MARK2053	6
MARK2051	6	TAHM2002	6
TAHM 2001	6	TAHM2688	6
ECON2117	6	OPTION	6

##### Stage 3

Session 1	UOC	Session 2	UOC
MARK2052	6	MARK2054	6
TAHM3001	6	TAHM3003	6
TAHM3002	6	TAHM3004	6
OPTION	6	TAHM3888	6

##### Stage 4

Session 1	UOC	Session 2	UOC
MARK3081	6	MARK3082	6
TAHM4001	6	TAHM4003	6
THAM4002	6	TAHM4888	6
OPTION	6	OPTION	6

12 units from the Options in Stage 2 (Session 2) and Stage 3 (Session 1) should be approved General Education courses

\* Available only as a co-major integrated Program with Marketing

## Modern Languages

Language programs available:

Chinese, French, German, Greek (Modern), Indonesian, Japanese, Korean, Russian, Spanish

Programs in Modern Languages are not available as a single major, but as a co-major only. However, language programs are not available as a co-major with Asian Studies, Business Law & Taxation, Japanese Studies, Korean Studies, another language or language studies.

To obtain a major, students must complete 42 units of credit in one language program offered by the Faculty of Arts and Social Sciences. Refer to course descriptions for further details.

## Taxation

This program is not available as a single major, but as a co-major only. This program is not available with the co-major in Business Law.

### Required

Course ID	Course Name	Prerequisite	Session	HPW
LEGT1711	Legal Environment of Commerce	Nil	1 or 2	L2 T1
LEGT7721	Business Transactions	LEGT1711	1 or 2	L2 T1
LEGT7741	Business Entities	LEGT7721	2	L3 T1
LEGT7751	Business Taxation	LEGT7721	1	L3 T1

## Options

Course ID	Course Name	Prerequisite	Session	HPW
Three courses from the following list:				
LEGT7752	Taxation of Business Entities	LEGT7751	1	L2 T1
LEGT7753	Capital Gains Tax	LEGT7751	2	L2 T1
LEGT7754	Goods and Services Tax	LEGT7751	2	L2 T1
LEGT7755	Tax Policy and Administration	LEGT7751	2	L2 T1
LEGT7791	International Business Taxation	LEGT1711 or approval from Head of School	1 or 2	L2 T1
LEGT7811	Corporate Law, Tax and Strategy	LEGT7741 and LEGT7751	2	L2 T1
LEGT7822	Special Topic in Taxation	LEGT7751 and approval from Head of School	1 or 2	

Note: Other courses offered by the School of Business Law and Taxation may be substituted for the optional courses listed above with approval of the Head of School.

## 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, Economics/Law, Commerce/Arts, Economics/Arts, Commerce/Social Science, Economics/Social Science and Commerce/Science Programs

## Combined Programs leading to the award of the Degrees of:

### Bachelor of Commerce Bachelor of Laws and Bachelor of Economics Bachelor of Laws

The University offers combined programs leading to the award of the degrees of BCom/LLB and BEc/LLB. The Bachelor of Commerce degree program and the Bachelor of Economics degree program may be taken at either Pass or Honours level, the combined program 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 program.

The Bachelor of Laws degree may be combined with a Bachelor of Commerce specialising in Accounting, Finance, Industrial Relations, Information Systems, International Business, 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 courses 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 program of Bachelor of Commerce (Industrial Relations) and Bachelor of Laws is therefore recommended for people who hope to practice law in the industrial jurisdiction.

The combination of **international business** and law is relevant to career opportunities in a wide range of companies and organisations with international activities and ambitions. These include international legal, business and financial consultants, exporters, multinational manufacturing and service enterprises, and international organisations such as the UN and OECD.

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 program 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 Program and the Bachelor of Economics/ Bachelor of Laws Program

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 program of Bachelor of Commerce/Bachelor of Laws and Bachelor of Economics/Bachelor of Laws.

Candidates for the combined Commerce/Law or Economics/Law degree program may be awarded the degree of BCom or BEc either when they have successfully completed the entire combined program or, for students enrolling from 1996, 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 program – as set out below – and subject to satisfaction of General Education requirements for the single pass degree.

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 program 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 program.

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 program 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 courses 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 course can be counted both as an option and as a prescribed course.

The total credit points required in Law courses is from 148 to 156\* (92 from compulsory courses and from 56 to 64\* from elective courses). An approved sequence of courses for each program is set out in the following examples; other sequences may be approved in special circumstances.

\*In programs 4710, 4735, 4736, 4738, 4745, students have the option to complete 8 units of credit in either law electives or non-law electives.

**4732****Bachelor of Commerce Accounting Bachelor of Laws  
BCom LLB****Year 1**

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
LAW51051	Legal System
LAW51061	Torts
LAWS7410	Legal Research and Writing

**Note:** Students who wish to take the BCom degree program at Honours level must take the appropriate Honours level equivalent courses, if offered, and consult the Head of the School of Accounting at the end of Year 1.

**Year 2**

ACCT2522	Management Accounting: Process Improvement and Innovation
or ACCT2532	Management Accounting: Process Improvement and Innovation (Honours)

ACCT2542	Corporate Financial Reporting and Analysis
or ACCT2552	Corporate Financial Reporting and Analysis (Honours)

Commerce and Economics Option 1\*

Commerce and Economics Option 2\*

LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**Year 3**

Commerce and Economics Option 3\*

Commerce and Economics Option 4\*

Commerce and Economics Option 5\*

Commerce and Economics Option 6\*

LAWS1081	Property, Equity and Trusts 1
LAWS1082	Property and Equity 2
LAWS2160	Administrative Law
LAWS6210	Law, Lawyers, and Society
LAWS7420	Advanced Legal Research

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

**Year 4**

LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory

Law electives to the value of 16 units of credit

**Year 5**

Law electives to the value of 48 units of credit

**4735****Bachelor of Commerce Finance Bachelor of Laws  
BCom LLB****Year 1**

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
LAW51051	Legal System
LAW51061	Torts
LAWS7410	Legal Research and Writing

**Year 2**

FINS1612	Capital Markets and Institutions
FINS1613	Business Finance
FINS2624	Portfolio Management of Financial Assets
	Commerce and Economics Option 1*
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**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**

FINS3616	International Business Finance
	Commerce and Economics Option 2*
	Commerce and Economics Option 3*
	Commerce and Economics Option 4*
LAWS1081	Property, Equity and Trusts 1
LAWS1082	Property and Equity 2
LAWS2160	Administrative Law
LAWS6210	Law, Lawyers and Society

\*All Options must be selected from courses offered by the School of Banking and Finance.

**Year 4**

LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory

Law electives to the value of 8 units of credit

Law or non-law electives to the value of 8 units of credit

**Year 5**

Law electives to the value of 48 units of credit

**4750****Bachelor of Commerce Industrial Relations Bachelor of Laws  
BCom LLB****Year 1**

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
LAW51051	Legal System
LAW51061	Torts
LAWS7410	Legal Research and Writing

**Note:** Students who wish to take the BCom degree at Honours level must take IROB3707 Industrial Relations Research Methods and Thesis Workshop and consult the Head of School of Industrial Relations and Organizational Behaviour at the end of Year 1.

**Year 2**

IROB1701	Industrial Relations
IROB1702	Labour Organisation
IROB2702	Industrial Law
IROB2704	Social Organisation of Work
Or	
IROB2715	Labour History
Or	
IROB3705	Management and Employment Relations
Or	
IROB3706	Industrial Relations Policies and Processes
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**Year 3**

3 courses from IROB Options lists A & B
Commerce and Economics Option*
LAWS1081 Property, Equity and Trusts 1
LAWS1082 Property and Equity 2
LAWS2160 Administrative Law
LAWS6210 Law, Lawyers and Society

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

**Year 4**

LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory
	Law electives to the value of 8 units of credit

**Year 5**

Law electives to the value of 48 units of credit

**4736****Bachelor of Commerce (Information Systems)/  
Bachelor of Laws****BCom LLB****Year 1**

ACCT1501	Accounting and Financial Management 1A
ECON1101	Microeconomics 1
ECON1202	Quantitative Methods A
ECON1203	Quantitative Methods B
INFS1602	Computer Information Systems
INFS1603	Business Data Management
LAWS1051	Legal Systems
LAWS1061	Torts
LAWS7410	Legal Research and Writing

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

**Year 2**

ACCT1511	Accounting and Financial Management 1B
ECON1102	Macroeconomics 1
INFS2603	Systems Analysis and Design
INFS2607	Business Data Networks
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2

LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**Year 3**

Commerce and Economics Option 1*
Commerce and Economics Option 2*
Commerce and Economics Option 3*
Commerce and Economics Option 4*
LAWS1081 Property, Equity and Trusts 1
LAWS1082 Property and Equity 2
LAWS2160 Administrative Law
LAWS6210 Law, Lawyers and Society

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

**Year 4**

LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory
	Law electives to the value of 8 units of credit

Law or non-law electives to the value of 8 units of credit

**Year 5**

Law electives to the value of 48 units of credit

**4738****Bachelor of Commerce in International Business****Bachelor of Laws****BCom LLB****Year 1**

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
LAWS1051	Legal System
LAWS1061	Torts
LAWS7410	Legal Research and Writing

**Year 2**

IBUS2101	International Business and Multinational Enterprises
IBUS2102	Managing Across Cultures
Commerce and Economics Option 1*	Commerce and Economics Option 1*
Commerce and Economics Option 2*	Commerce and Economics Option 2*
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**Year 3**

IBUS3101	International Business Strategy
IBUS3102	Asia-Pacific Business
Commerce and Economics Option 3*	Commerce and Economics Option 3*
Commerce and Economics Option 4*	Commerce and Economics Option 4*
LAWS1081	Property, Equity and Trusts 1
LAWS1082	Property and Equity 2
LAWS2160	Administrative Law
LAWS6210	Law, Lawyers and Society

\*All Options in Commerce and Economics must be selected from courses offered in the International Business disciplinary stream.

<b>Year 4</b>	
LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory
Law electives to the value of 8 units of credit	
Law or non-law electives to the value of 8 units of credit	

<b>Year 5</b>	
Law electives to the value of 48 units of credit	

<b>4710</b>	
<b>Bachelor of Commerce (Marketing)/Bachelor of Laws</b>	
<b>BCom LLB</b>	

<b>Year 1</b>	
ACCT1501	Accounting and Financial Management 1A
ACCT1511	Accounting and Financial Management 1B
ECON1101	Microeconomics 1
ECON1202	Quantitative Methods A
ECON1203	Quantitative Methods B
MARK1012	Marketing Fundamentals
LAWS1051	Legal System
LAWS1061	Torts
LAWS7410	Legal Research and Writing

<b>Year 2</b>	
MARK2051	Consumer Behaviour
MARK2053	Marketing Comm. & Promotions Mgt
MARK2054	Market Analysis
MARK2052	Marketing Research
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

Students who wish to take the BCom degree program at Honours level must consult with the Head of School of Marketing at the end of Year 2.

<b>Year 3</b>	
ECON1102	Macroeconomics 1
MARK3081	Distribution & Service Mgt
MARK3082	Strategic Marketing Mgt
Commerce and Economics Option 1	
LAWS1081	Property, Equity and Trusts 1
LAWS1082	Property and Equity 2
LAWS2160	Administrative Law
LAWS6210	Law, Lawyers and Society

<b>Year 4</b>	
LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory

Law electives to the value of 8 units of credit  
Law or non-law electives to the value of 8 units of credit

<b>Year 5</b>	
Law electives to the value of 48 units of credit	

<b>4745</b>	
<b>Bachelor of Economics Bachelor of Laws</b>	

### BEc LLB

<b>Year 1</b>	
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
LAWS1051	Legal System
LAWS1061	Torts
LAWS7410	Legal Research and Writing

<b>Year 2</b>	
ECON2101	Microeconomics 2
ECON2102	Macroeconomics 2
ECON2206	Introductory Econometrics
ECON2207	Econometric Methods
LAWS1001	Criminal Law 1
LAWS1011	Criminal Law 2
LAWS1071	Contracts 1
LAWS1072	Contracts 2
LAWS2140	Public Law

**Year 3**  
Four options from the following list:

ECON3101	Markets and Public Choice
ECON3104	International Monetary Economics
ECON3105	Economic Analysis of Productivity
ECON3106	Public Finance
ECON3107	Economics of Finance
ECON3109	Economic Growth, Technology and Structural Change
ECON3110	Developing Economies and World Trade
ECON3112	The Newly Industrialising Economies of East Asia
ECON3113	Economic Development in ASEAN Countries
ECON3116	International Economics
ECON3119	Political Economy
ECON3120	Economic Reasoning
ECON3121	Managerial Economics
ECON3202	Mathematical Economics
ECON3203	Econometric Theory
ECON3204	Econometric Model Building
LAWS2160	Administrative Law
LAWS1081	Property, Equity and Trusts 1
LAWS1082	Property and Equity 2
LAWS6210	Law, Lawyers and Society
LAWS7420	Legal Research and Writing 2

**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 courses and a thesis, as described in the Economics Honours disciplinary stream.

<b>Year 4</b>	
LAWS2150	Federal Constitutional Law
LAWS2311	Litigation 1
LAWS2321	Litigation 2
LAWS4010	Business Associations 1
LAWS7420	Advanced Legal Research
LAWS8820	Law and Social Theory or
LAWS8320	Legal Theory

Law electives to the value of 8 units of credit  
 Law or non-law electives to the value of 8 units of credit

**Year 5**

Law electives to the value of 48 units of credit

## **Combined Programs leading to the award of the Degrees of:**

### **Bachelor of Commerce Bachelor of Arts and Bachelor of Economics Bachelor of Arts**

The Faculty of Commerce and Economics in conjunction with the Faculty of Arts and Social Sciences offers the combined Bachelor of Commerce/ Bachelor of Arts and the Bachelor of Economics/ Bachelor of Arts.

These are five year programs combining the strengths and flexibility of each single degree program. It is expected that these combined degree programs will appeal to students wanting, in particular, a strong, focused and highly regarded business program that is complemented by a humanities discipline – chosen out of personal interest or with a particular career objective in mind.

With approval, students with an excellent academic record may also enrol in an additional Honours year in the Bachelor of Commerce or Bachelor of Economics degree.

Students graduating with a Bachelor of Commerce and a Bachelor of Arts degree or Bachelor of Economics and Bachelor of Arts degree are likely to be employed wherever employers seek Commerce or Economics graduates with, for example, additional language skills in languages offered by the Faculty of Arts and Social Sciences or with a perspective of the world not restricted to business disciplines only.

## **Rules Relating to the Bachelor of Commerce Bachelor of Arts Program and Bachelor of Economics Bachelor of Arts Program**

Rules relating to the award of the degree of Bachelor of Commerce and Bachelor of Economics shall apply wherever relevant to students enrolled in the combined Bachelor of Commerce/Bachelor of Arts or Bachelor of Economics/Bachelor of Arts.

These are five year (240 units of credit) degree programs. Both the Bachelor of Commerce/Bachelor of Arts and Bachelor of Economics/ Bachelor of Arts programs consist of 22 Commerce and Economics courses (132 units of credit) and 18 Arts and Social Science courses (108 units of credit). Students will typically enrol in 48 units of credit per year.

Students may be admitted direct to the program in Year 1 or can apply for admission in Years 2 or 3.

**3525**

### **Bachelor of Commerce Bachelor of Arts BCom BA**

#### **Year 1 (48 units of credit)**

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  
 2 Level 1 Arts and Social Science courses (12 units of credit)

**Years 2-5**

In Years 2, 3, 4 and 5 students take a total of 4 Commerce and Economics courses (24 units of credit), 4 Arts and Social Sciences courses (24 units of credit) each year.

## **Rules Relating to the Bachelor of Commerce Component**

1. Each student must include the following in their degree program.  
 1.1 either a major of at least 48 units of credit in an approved disciplinary stream (see below) and a minor of at least 24 units of credit from a different discipline; or  
 1.2 a double major of 84 units of credit consisting of 42 units of credit from two approved disciplinary streams.

The remaining Commerce and Economics course or credit requirements not required for a major sequence and not Year 1 core courses, as prescribed, if any, may be chosen from any other courses offered by the Faculty of Commerce and Economics.

#### **2. Approved Disciplinary Streams (Pass)**

- Accounting
- Actuarial Studies
- Business Economics
- Business Statistics
- Business Strategy & Economic Management
- Business Law\*
- Economic History
- Financial Economics
- Finance
- Human Resource Management
- Industrial Relations
- Information Management\*
- Information Systems
- International Business
- Management
- Marketing
- Modern Languages\*
- Taxation\*

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

3. Candidates for Honours must complete one year of study additional to the minimum of five years required for the BCom/BA at pass level. Students wishing to take the Bachelor of Commerce at Honours level must consult the Head of School in which they wish to study for Honours. In addition to the pass degree requirements the award with a degree of Honours requires:

- 3.1 the completion of at least 48 units of credit (single major) or 42 units of credit (double major) in a disciplinary stream specified as necessary preparation for honours year studies, and
- 3.2 the completion of four specified courses (24 units of credit) in Year 4 in one of these disciplines, and a thesis (48 units of credit).

#### **4. Approved Disciplinary Streams (Honours)**

To the end of sixth year:

- Accounting
- Finance
- Human Resource Management
- Industrial Relations
- Information Systems
- Marketing

## **Rules Relating to the Bachelor of Arts Component**

1. Of the 108 units of credit in Arts and Social Sciences required for the combined degree:

- (a) none may be from courses offered by the Faculty of Commerce and Economics;
- (b) at least 24 and no more than 36 units of credit must be obtained in Level 1 courses, including no more than 12 Level 1 units of credit

offered by any one School, Department, Unit or Interdisciplinary Program; and

(c) no more than 54 units of credit in total may be from any one School, Department, Unit or Interdisciplinary Program within the Faculty of Arts and Social Sciences

2. Each student must complete a major sequence (42 units of credit) in one of the following areas within the Faculty of Arts and Social Sciences:

Chinese

Education Studies

English

French

German Studies

Greek

History

Indonesian

Japanese

Korean

Linguistics

Music

Philosophy

Policy Studies

Politics and International Relations

Russian Studies

Science & Technology Studies

Sociology

Spanish and Latin American Studies

Theatre, Film and Dance

Economic History

Finance

Human Resource Management

Industrial Relations

Information Management\*

Information Systems

International Business

Marketing

Modern Languages\*

Taxation\*

\* Available as a co-major integrated Program with Economics only

3. Candidates for Honours must complete one year of study additional to the minimum of five years required for the BEc/BA at pass level. Students wishing to take the Bachelor of Economics at Honours level must consult the Head of School and/or Head of Department in which they wish to study for Honours. In addition to the pass degree requirements the award with a degree of Honours requires:

3.1 the completion of at least 60 units of credit (single major) or 48 units of credit (double major) in Economics, Econometrics or Economic History disciplinary streams specified as necessary preparation for honours year studies, and

3.2 the completion of four specified courses in the honours year (24 units of credit), and a thesis that is the equivalent of 24 units of credit.

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

#### 4. Approved Disciplinary Streams (Honours)

To the end of sixth year:

Economics

Econometrics

Economics/Econometrics

Economic History

### Rules Relating to the Bachelor of Arts Component

1. Of the 108 units of credit in Arts and Social Sciences required for the combined degree:

(a) none may be from courses offered by the Faculty of Commerce and Economics;

(b) at least 24 and no more than 36 units of credit must be obtained in Level 1 courses, including no more than 12 units of credit offered by any one School, Department, Unit or Interdisciplinary Program; and

(c) no more than 54 units of credit in total may be from any one School, Department, Unit or Interdisciplinary Program within the Faculty of Arts and Social Sciences

2. Each student must complete a major sequence (42 units of credit) in one of the following areas within the Faculty of Arts and Social Sciences:

Chinese

Education Studies

English

French

German Studies

Greek

History

Indonesian

Japanese

Korean

Linguistics

Music

Philosophy

## 3526

### Bachelor of Economics/Bachelor of Arts

#### BEc/BA

##### Year 1 (48 units of credit)

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

2 Level 1 Arts and Social Science courses (12 units of credit)

##### Years 2-5

In Years 2, 3, 4 and 5 students take a total of 4 Commerce and Economics courses (24 units of credit) and 4 Arts and Social Sciences courses (24 units of credit).

### Rules Relating to the Bachelor of Economics Component

1. Each student must include the following in their degree program.

1.1 either a major of at least ten courses (60 units of credit) in Economics, Econometrics or Economic History disciplinary stream (including courses taken as core studies); or

1.2 a double major of fifteen courses (90 units of credit), with at least eight courses (48 units of credit) in one of the Economics, Econometrics or Economic History disciplinary streams and at least seven courses (42 units of credit) in another approved disciplinary stream.

The remaining Commerce and Economics course or credit requirements not required for a major sequence and not Year 1 core courses, as prescribed, if any, may be chosen from any other courses offered by the Faculty of Commerce and Economics.

2. Approved Disciplinary Streams (Pass)

Accounting

Asian Studies\*

Business Law\*

Economics

Economics/ Econometrics

Econometrics

Policy Studies  
 Politics and International Relations  
 Russian Studies  
 Science & Technology Studies  
 Sociology  
 Spanish and Latin American Studies  
 Theatre, Film and Dance

**Combined Degree Programs leading to the award of the Degrees of:**  
**Bachelor of Commerce Bachelor of Social Science and**  
**Bachelor of Economics Bachelor of Social Science**

The Faculty of Commerce and Economics in conjunction with the Faculty of Arts and Social Sciences offers the combined Bachelor of Commerce/ Bachelor of Social Science and the Bachelor of Economics/ Bachelor of Social Science.

These are five year programs combining the strengths and flexibility of each single degree program. It is expected that these combined programs will appeal to students wanting, in particular, a strong, focused and highly regarded business course that is complemented by a program of study in social research and policy analysis.

With approval, students with an excellent academic record may also enrol in an additional Honours year in the Bachelor of Commerce, Bachelor of Economics or Bachelor of Social Science degree.

Students graduating with a combined Bachelor of Commerce/ Bachelor of Social Science degree or Bachelor of Economics/ Bachelor of Social Science degree are likely to be employed wherever employers seek Commerce or Economics graduates with additional skills in applied policy analysis, or with a perspective of the world not restricted to business disciplines only.

**Rules Relating to the Bachelor of Commerce Bachelor of Social Science program and Bachelor of Economics/Bachelor of Social Science program**

Rules relating to the award of the degree of Bachelor of Commerce and Bachelor of Economics, shall apply wherever relevant to candidates for the course of Bachelor of Commerce/Bachelor of Social Science and Bachelor of Economics/Bachelor of Social Science.

These are five year degree programs (240 units of credit). Both the Bachelor of Commerce/Bachelor of Social Science and Bachelor of Economics/Bachelor of Social Science degrees consist of 22 Commerce and Economics courses (132 units of credit), which include the core Year 1 Commerce and Economics courses, 18 Arts and Social Science courses (108 units of credit) including 8 which must be in Social Science and Policy. Students will typically enrol in 48 units of credit of courses per year.

Students may be admitted direct to the program in Year 1 or can apply for admission in Years 2 or 3.

**3527**

**Bachelor of Commerce Bachelor of Social Science**  
**BCom BSocSc**

**Year 1 (48 units of credit)**

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
SLSP1000	Introduction to Social Science and Policy
SLSP1001	Introduction to Research and Information Management

**Years 2-5**

In Years 2, 3, 4 and 5 students take a total of 4 Commerce and Economics courses (24 units of credit), 24 Arts and Social Sciences courses (24 units of credit) each year, including (in total) at least 36 units of credit from Social Science and Policy in the approved sequence as outlined in rules 11 and 12 for the Bachelor of Social Science degree.

**Rules Relating to the Bachelor of Commerce Component**

1. Each student must include the following in their degree program.  
 1.1 either a major of at least 48 units of credit in an approved disciplinary stream (see below) and a minor of at least 24 units of credit from a different discipline; or  
 1.2 a double major of 84 units of credit consisting of at least 42 units of credit in each of the (two) approved disciplinary streams. The remaining Commerce and Economics course or units of credit requirements not required for a major sequence and not Year 1 core courses, as prescribed, if any, may be chosen from any other courses offered by the Faculty of Commerce and Economics.
2. Approved Disciplinary Streams (Pass)

Accounting  
 Actuarial Studies  
 Business Economics  
 Business Statistics  
 Business Strategy & Economic Management  
 Business Law\*  
 Economic History  
 Financial Economics  
 Finance  
 Human Resource Management  
 Industrial Relations  
 Information Management\*  
 Information Systems  
 International Business  
 Marketing  
 Modern Languages\*  
 Taxation\*

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

3. Candidates for Honours must complete one year of study additional to the minimum of five years required for the BCom/ BSocSc at pass level. Students wishing to take the Bachelor of Commerce at Honours level must consult the Head of School in which they wish to study for Honours. In addition to the pass degree requirements the award of a degree of Honours requires:

3.1 the completion of at least 48 units of credit (single major) or 42 units of credit (double major) in a disciplinary stream specified as necessary preparation for honours year studies, and

3.2 the completion of four specified courses in Honours year in one of these disciplines, and a thesis that is the equivalent of two courses.

#### 4. Approved Disciplinary Streams (Honours)

To the end of sixth year:

- Accounting
- Finance
- Human Resource Management
- Industrial Relations
- Information Systems
- Marketing

### Rules Relating to the Bachelor of Social Science Component

1. Of the 108 units of credit in Arts and Social Sciences required for the combined degree:

- (a) none may be from courses offered by the Faculty of Commerce and Economics;
- (b) at least 24 and no more than 36 units of credit must be obtained in Level 1 courses, including no more than 12 Level 1 units of credit offered by any one School, Department, Unit or Interdisciplinary Program;
- (c) level 1 courses must include SLSP1000 and SLSP1001 (12 units of credit) offered by the School of Social Science and Policy; and
- (d) no more than 54 units of credit in total may be from any one School, Department, Unit or Interdisciplinary Program within the Faculty of Arts and Social Sciences;
- (e) 48 units of credit must be taken as the approved stream as specified in rules 11 and 12 for Bachelor of Social Science degree.

2. candidates for Honours in Social Science must complete one year of study additional to the minimum of five years required for the BCom/B SocSc at Pass level. Students wishing to take the Bachelor of Social Science at Honours level must consult the Head of School of Social Science and Policy.

### 3528

#### Bachelor of Economics Bachelor of Social Science BEc BSocSc

##### Year 1 (48 units of credit)

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
SLSP1000	Introduction to Social Science and Policy
SLSP1001	Introduction to Research and Information Management

##### Years 2-5

In Years 2, 3, 4 and 5 students take a total of 4 Commerce and Economics courses (24 units of credit), 4 Arts and Social Sciences courses (24 units of credit) including at least 6 (36 units of credit) from Social Science and Policy in the approved sequence as outlined in rules 11 and 12 for the Bachelor of Social Science degree.

### Rules Relating to the Bachelor of Economics Component

1. Each student must include the following in their degree program.

- 1.1 either a major of at least 60 units of credit in Economics, Econometrics or Economic History (including courses taken as core studies); or
- 1.2 a double major of 90 units of credit consisting of at least 48 units of credit in one of Economics, Econometrics or Economic History disciplinary streams, and at least 42 units of credit in another disciplinary stream.

The remaining Commerce and Economics course or credit point requirements not required for a major sequence and not Year 1 core courses, as prescribed, if any, may be chosen from any other courses offered by the Faculty of Commerce and Economics.

#### 2. Approved Disciplinary Streams (Pass)

- Accounting
- Asian Studies\*
- Business Law\*
- Economics
- Econometrics
- Economic History
- Financial Economics
- Finance
- Human Resource Management
- Industrial Relations
- Information Management\*
- Information Systems
- International Business
- Marketing
- Modern Languages\*
- Taxation\*

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

3. Candidates for Honours must complete one year of study additional to the minimum of five years required for the BEc/B SocSc at pass level. In addition to the pass degree requirements the award with a degree of Honours requires:

- 3.1 the completion of at least 60 units of credit (single major) or 48 units of credit (double major) in Economics, Econometrics or Economic History disciplinary streams specified as necessary preparation for honours year studies, and
- 3.2 the completion of four specified courses in the honours year in one of these disciplines, and a thesis that is the equivalent of two courses.

#### 4. Approved Disciplinary Streams (Honours)

##### To the end of sixth year:

- Economics
- Econometrics
- Economics/Econometrics
- Economic History

### Rules Relating to the Bachelor of Social Science Component

1. Of the 108 units of credit in Arts and Social Sciences required for the combined degree:

- (a) none may be from courses offered by the Faculty of Commerce and Economics;
  - (b) at least 24 and no more than 36 units of credit must be obtained in Level 1 courses, including no more than 12 Level 1 credit points offered by any one School, Department, Unit or Interdisciplinary Program;
  - (c) level 1 courses must include SLSP1000 and SLSP1001 (12 units of credit) offered by the School of Social Science and Policy; and
  - (d) no more than 54 units of credit in total may be from any one School, Department, Unit or Interdisciplinary Program within the Faculty of Arts and Social Sciences;
  - (e) 48 units of credit must be taken as the approved stream as specified in rules 11 and 12 for the Bachelor of Social Science degree.
2. candidates for Honours in Social Science must complete one year of study additional to the minimum of five years required for the BEc/B SocSc at Pass level. Students wishing to take the Bachelor of Social Science at Honours level must consult the Head of School of Social Science and Policy.

## Combined Course leading to the award of Degree of Bachelor of Commerce Bachelor of Science

The University offers a four year combined program leading to the award of the degree of Bachelor of Commerce/Bachelor of Science. This combined degree program will appeal to students wanting a strong, focused and highly regarded business course to complement a program of study in natural or physical sciences or mathematics. Students will complete a major stream in both a selected area of science and an approved disciplinary stream in Commerce and Economics. With approval, students with an appropriate academic record may also enrol in an additional Honours year in Commerce and Economics or in Science.

Students may choose Information Systems as a major in the BCom component only. In selecting their combination of majors, students should note that while there is a wide range of choice, not every combination could be completed in four years of full-time study.

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### Bachelor of CommerceBachelor of Science BCom BSc

#### Rules Relating to the Bachelor of Commerce/Bachelor of Science Course

Entry to the course will be by quota with the admission requirements being not less than that for the degree with the highest requirements (currently the Bachelor of Commerce degree) and also with the HSC admission requirements for the Bachelor of Science (3970). There is no automatic transfer between Bachelor of Science and Bachelor of Commerce/Bachelor of Science programs. Students may apply to transfer between these courses and decisions will be made by the appropriate Faculty Admissions and Re-enrolment Committee.

For the award of the BCom/BSc combined degree, the following will be required:

Satisfaction of the following requirements:

- Completion of 192 units of credit including:
- At least 84 units of credit from the courses offered by the Faculty of Commerce and Economics and 84 units of credit from courses for the BSc (course 3970 or with approval Computer Science).
- Completion of the required courses for a single major in one of the approved areas of study in the Faculty of Commerce and Economics, as listed in this Faculty Handbook.
- Completion of the required courses for a major in one approved Science discipline.
- At the discretion of the program authority, variations to course requirements within individual programs may be approved.

#### Core courses

All students must complete the following courses:

**UOC**

ACCT1501	Accounting and Financial Management 1A	6
ECON1101	Microeconomics I	6

ACCT1511	Accounting and Financial Management 1B	6
ECON1102	Macroeconomics I	6

6 units of credit of First Year mathematics courses as specified for the appropriate Science program

and

At least 6 units of credit of statistics courses selected from:

ACTL2002, ECON1203, MATH1041, MATH2801, MATH2901, MATH2841, BIOS2041, PSYC2001 or alternative statistics courses approved by the program adviser.

All students in the combined degree program must complete at least 12 units of credit of courses from Commerce and at least 12 units of credit of courses from an approved Science program within the first 2 sessions of full time enrolment (or within the first 48 units of credit of courses completed).

Within the first 4 sessions of full time study (or the first 96 units of credit completed), all students must complete 36 units of credit of courses from an approved Science program and 36 units of credit of courses offered by the Faculty of Commerce and Economics, including compulsory courses listed above.

#### Rules Relating to the Bachelor of Commerce Component

1. Each student must complete the core courses listed above and the requirements listed for a single major in an approved Disciplinary Stream under Rule 9 for the B.Com degree. The remaining units of credit required to satisfy the Commerce component may be chosen from any other undergraduate courses offered by the Faculty of Commerce and Economics.

2. Candidates for Honours must complete one year of study additional to the minimum required for the BCom/BSc at Pass Level. Students wishing to take the Bachelor of Commerce at Honours level must consult the Head of School in which they wish to study for Honours. In addition to the pass degree requirements, the award with a degree of Honours requires:

2.1 The completion of a major of at least 48 units of credit in a disciplinary stream specified as necessary preparation for Honours year studies, and

2.2 The completion of a program prescribed for an approved disciplinary stream in the Honours year. Approved disciplinary streams (Honours) are listed under Rule 9 for BCom as laid out in the Faculty of Commerce and Economics Handbook.

#### Rules Relating to the Bachelor of Science Component

3. Of the (minimum) 48 units of credit in courses related to an approved program of study in Science for the combined degree:

3.1 None may be from courses offered by the Faculty of Commerce and Economics.

3.2 Students must complete the prescribed courses for an approved major in the program 3970 or with approval, Computer Science. Remaining courses to make up the minimum 84 units of credit in Science courses should be selected from the relevant optional courses as listed for each eligible Science program.

4. Candidates for Honours in the Science component of the combined degree program will need to undertake an additional year of study as prescribed by the relevant School, and to fulfil prerequisite conditions for undertaking Honours as listed for each Approved Program of Study. Students who wish to undertake Honours in Science should consult the Head of the School in which they wish to undertake Honours at or prior to their third year of study.

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# Course Descriptions

## Undergraduate Study

Descriptions of all courses are presented in alphanumeric order within organisational units. For academic advice regarding a particular course consult with the contact for the course as listed. A guide to abbreviations and prefixes is included in the chapter 'Handbook Guide', appearing earlier in this book. Please note all courses are measured in whole credit points. The normal workload expectations are 25-30 hours per semester for each unit of credit, including class contact hours, preparation and time spent on all assessable work. A full-time enrolment for one year is defined as 48 units of credit (24 per semester).

A course has the same unit of credit value and generates the same load for HECS and fees irrespective of the program or stage in which it is taken. Please note all courses are measured in whole units of credit. The normal workload expectations are 25-30 hours per semester for each unit of credit, including class contact hours, preparation and time spent on all assessable work. A full-time enrolment for one year is defined as 48 units of credit (24 per semester). A course has the same unit of credit value and generates the same load for HECS and fees irrespective of the program or stage in which it is taken.

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## Accounting (School of Accounting)

### ACCT1501

#### Accounting and Financial Management 1A

*Staff Contact:* School Office

**UOC6 HPW3.5 S1 S2**

This is the first course in a sequence of courses 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

**UOC6 HPW3.5 S1 S2**

*Prerequisite/s:* ACCT1501

This is the second course in a sequence of accounting courses and includes financial accounting topics such as an examination of the regulatory environment of financial reporting; the definition and recognition of assets, liabilities, revenues and expenses; and accounting for corporations. Aspects of managerial and investor decision-making are covered including financial statement and cash flow analysis, and examination of cost/volume/profit relationships in a single product firms, and short term budgeting.

### ACCT2522

#### Management Accounting: Process Improvement and Innovation

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* ACCT1511

*Excluded:* ACCT2532

This course 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

#### Management Accounting: Process Improvement and Innovation (Honours)

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* ACCT1511

*Excluded:* ACCT2522

The content of this course includes that of ACCT2522 Management Accounting: Process Improvement and Innovation as well as additional and more advanced work in management accounting.

### ACCT2542

#### Corporate Financial Reporting and Analysis

*Staff Contact:* School Office

**UOC6 HPW3.5 S2**

*Prerequisite/s:* ACCT1511

*Excluded:* ACCT2552

This intermediate financial accounting course 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. More advanced aspects of the definition, recognition and measurement of assets and liabilities. Lease accounting. Tax effect accounting. An introduction of consolidated accounts. Published financial reports including analysis of the current regulatory requirements. Accounting for the extractive industries, superannuation.

### ACCT2552

#### Corporate Financial Reporting and Analysis (Honours)

*Staff Contact:* School Office

*Enrolment Requires:* School approval

**UOC6 HPW3.5 S2**

*Prerequisite/s:* ACCT1511

*Excluded:* ACCT2542

The content of this course includes that of ACCT2542 Corporate Financial Reporting and Analysis as well as additional and more advanced work in financial accounting.

**ACCT3563****Issues in Financial Reporting and Analysis***Staff Contact:* School Office

UOC6 HPW3.5 S1 S2

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

This is the final financial reporting course following ACCT1501, ACCT1511 and ACCT2542. This course examines accounting, reporting and legal problems associated with the preparation of consolidated accounts for complex structures, significant investments in joint arrangements and other inter-corporate holdings, generic trust designs, securitisation structures, cross-border forex dealings and translations, off-balance sheet mechanisms and structures, business ethics, green accounting, the gender issue, Mabo and Wik determinations, cultural and heritage assets, and new generation financial instruments (derivatives).

**ACCT3573****Issues in Financial Reporting and Analysis (Honours)***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW4 S1

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

The content of this course includes that of ACCT3563 Issues in Financial Reporting and Analysis as well as additional and more advanced work in both accounting theory and in the financial management and accountability of corporate enterprises.

**ACCT3583****Stakeholder Value Management***Staff Contact:* School Office

UOC6 HPW3 S1 S2

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

This course is concerned with the ways in which tangible and intangible resources are combined and leveraged in order to deliver stakeholder value in contemporary organisational contexts. The ways in which these resources are managed affects the ability of organisations to deliver value to various stakeholders, such as shareholders, customers, employees, suppliers, the community and the natural environment, both in the short and long-terms. A strategic challenge for organisations is to achieve a balance between these different forms of stakeholder value in the present and the future. This course examines the ways in which a set of practices that bears the label of 'management accounting' constrains and enables processes of stakeholder value management. The course will draw upon a variety of readings and cases to explore these issues.

**ACCT3585****E-Business: Strategy & Processes***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT2522 or ACCT2532

Organisations engaging in electronic forms of business are seeking to create and sustain value by radically altering conventional business models whilst focusing and reconfiguring their internal processes. Emergent electronic business models such as information, brokerage, electronic auction, virtual community, third party market place (or portal) and value chain integrator, are challenging the conventional ways by which business is conducted and work is performed. It is argued that, for such organisations, the strategic management of time, cost, flexibility, quality, and integration is critical to sustain value generation. This course will build on existing second and third-year courses in accounting. It has the following aims. First, it seeks to highlight how the strategic models for the conduct of E-business have differential effects on business processes - elevating some and downgrading others. Second, it assesses the usefulness of contemporary accounting techniques (actively-based costing, target costing, life-cycle costing, product/customer profitability analyses, balanced scorecard, etc) in the performance measurement, control and management of E-business. Third, it discusses the relevance of new performance metrics (SVA, EVA, etc) in the management of intangible assets.

**ACCT3593****Stakeholder Value Management (Honours)***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3.5 S2

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

The content of this course includes that of ACCT3583 Stake Holder Value Management, as well as more advanced work dealing with theoretical and research issues in management accounting.

**ACCT3601****Global Financial Reporting and Analysis***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT2542 or ACCT2552

International investment and development of stock exchanges internationally including emerging economies. Causes of and responses to global accounting diversity. Problems of analysing financial statements and evaluating business performance across borders. Comparative earnings measurement and disclosure issues. Major accounting issues including treatment of goodwill, intangibles and foreign currencies. Analysing country-specific financial statements in the cultural, business and legal context of each country. International financial reporting trends including environmental and social disclosures.

**ACCT3708****Auditing and Assurance Services***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* ACCT2542 or ACCT2552 or with the Approval of School*Excluded:* ACCT3718

This course examines the practice of auditing and the underlying concepts, 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 CIS and computer-assisted audit techniques are an integral part of this course.

**ACCT3718****Auditing and Assurance Services (Honours)***Staff Contact:* School Office

UOC6 HPW3.5 S1 S2

*Prerequisite/s:* ACCT2542 or ACCT2552 or with the Approval of School*Excluded:* ACCT3708

The content of this course includes that of ACCT3708 Auditing and Assurance Services, 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, behavioural audit research and audit expertise studies.

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

UOC12 S3

*Prerequisite/s:* Admission to BCom Degree at Honours level majoring in Accounting**ACCT4809****Current Developments in Auditing Research***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* Admission to BCom Degree at Honours level majoring in Accounting.

As for ACCT5909. See Graduate Study: Subject Descriptions.

**ACCT4818****Advanced Assurance and Auditing***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT3708 or ACCT3718

As for ACCT5918. See Graduate Study: Subject Descriptions.

**ACCT4820****Management Accounting Issues and International Best Practice***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ACCT3583 or ACCT3593.

This course examines a series of contemporary challenges to management accounting and the required responses to achieve international best practice. Topics include: performance measurement and reward system design; profit and investment centre evaluation; transfer pricing; the role of management accounting in managing human resources and environmental issues; advanced cost estimation; capacity management; design of cost management systems and advanced cost analysis. A particular focus is placed on these issues in multinational organisations.

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

UOC6 HPW3 S1

*Prerequisite/s:* ACCT2542 or ACCT2552

As for ACCT5932. See Graduate Study: Course Descriptions.

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

UOC6 HPW3 S1

*Prerequisite/s:* Admission to BCom Degree at Honours level majoring in Accounting.*Staff Contact:* School Office As for ACCT5951. See Graduate Study: Course descriptions.**ACCT4852****Current Developments in Accounting Research - Managerial***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* Admission to BCom Degree at Honours level majoring in Accounting.

As for ACCT5952. See Graduate Study: Course Descriptions.

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

Enrolment requires School Approval

UOC6 HPW3 S1 S2

*Prerequisite/s:* ACCT4897

As for ACCT5967. See Graduate Study: Course Descriptions.

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

Enrolment requires School Approval

UOC6 HPW3 S1

*Prerequisite/s:* Admission to BCom Degree at Honours level majoring in Accounting.

As for ACCT5997. See Graduate Study: Course Descriptions.

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

Enrolment requires School Approval

UOC6 HPW3 S1 S2

**ACCT8691****Industrial Training 1***Staff Contact:* School Office

UOC18 S1

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

UOC18 S2

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

UOC18 S1

**ACCT8694****Business Internship (Type A)***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW0 S1 S2

*Excluded:* ACCT8695*Note/s:* Available only to Study Abroad students

Type A Interns enrol for 18 week session including the examination period. Placement attendance is an average 2 days per week. In addition academic requirements students are required to complete a norm of 180-200 hours on work placement. The internship is considered to be equal to one course.

**ACCT8695****Business Internship (Type C)***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 S1 S2

*Excluded:* ACCT8964*Note/s:* Available only to Study Abroad students.

Type C Interns Enrolment is for 18 week session including the examination period. Placement attendance is an average 3 days per week. In addition to academic requirements students are required to complete a norm of 220-240 hours on work placement.

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

UOC3 HPW1.5 S1

This course 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

UOC3 HPW1.5 S2

*Prerequisite/s:* ACCT9001

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

**ACCT9003****Introduction to Accounting Principles***Staff Contact:* School Office

UOC3 HPW2 S1

*Excluded:* ACCT1501, ACCT9001, ACCT9002, ACCT9062

This course will provide students with a basic understanding of the key financial statements and how transactions they are likely to be involved with will affect those financial statements. Students will learn about some of the internal controls and why they exist in organisations. They will learn to analyse financial statements and make decisions using those statements. The basics of management accounting will be introduced including cost behaviour, cost-volume-profit analysis, costing and budgeting.

## Actuarial Studies

### ACTL1001

#### Actuarial Studies and Commerce

*Staff Contact:* School Office

UOC6 HPW3 S2

This course is designed to provide an introduction to actuarial studies. It covers the basic principles underlying the actuarial analysis and management of insurance, superannuation and other financial contracts. It also aims to demonstrate the importance of statistics, mathematics, demography, economics, accounting, finance, business law and computing to actuarial studies.

### MATH1151

#### Mathematics for Actuarial Studies and Finance 1A

*Staff Contact:* School Office

UOC6 HPW3 S1

*Excluded:* MATH1011, MATH1031, MATH1131, MATH1141, ECON1202, ECON2291

Vectors and vector geometry, linear equations, matrices and matrix algebra, basic input-output linear models, determinants, least squares approximation, probability and statistics, continuous and differentiable functions, mean value theorem, fundamental theorem of calculus, functions of several variables, Lagrange multipliers, introduction to Matlab.

**Assumed Knowledge:**HSC 3 or 4 unit Mathematics. Students will be expected to have achieved a combined mark of at least 140 in 2 and 3 unit Mathematics or 180 in 3 unit and 4 unit Mathematics.

### MATH1251

#### Mathematics for Actuarial Studies and Finance 1B

*Staff Contact:* School Office

UOC6 HPW6 S2

*Prerequisite/s:* MATH1151;

*Excluded:* MATH1021, MATH1031, MATH1231, MATH1241, ECON1202, ECON2291.

Complex numbers; vector spaces, polynomial interpolation, linear transformations, Markov processes, eigenvalues and eigenvectors, exact and numerical solution of ordinary differential equations, sequences.

### ACTL2001

#### Financial Mathematics

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MATH1141 or MATH1151

This course develops the financial mathematics required for the analysis of financial and insurance transactions. Topics covered include: mathematics of compound interest; discounted cash flow techniques; valuation of cash flows of simple insurance contracts; analysis and valuation of annuities, bonds, loans and other securities; yield curves and immunisation; introduction to stochastic interest rate models and actuarial applications.

### ACTL2002

#### Probability and Statistics for Actuaries

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MATH1241 or MATH1251

This course covers probability and statistics topics relevant to actuarial studies. Topics covered include probability generating functions, moment generating functions, marginal and conditional distributions, independence and convolution, conditional expectation and compound distributions, sampling distributions, estimation methods, hypothesis tests, regression, analysis of variance. Examples relevant to actuarial studies are used to illustrate the application of the topics covered.

### ACTL2003

#### Stochastic Models for Actuarial Applications

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACTL2002

This course provides an introduction to the stochastic models used by actuaries to model both liabilities and assets and illustrates their

applications in actuarial work. Topics covered include the terminology of stochastic processes; main features of a Markov chain and application to experience rating; Markov process models and application to survival, sickness and marriage models; simple time series models including random walk and auto-regressive models and their application to investment variables; properties of Brownian motion and applications to investment variables; methods for simulation of a stochastic process. Students will be required to implement models using spreadsheets and programs in a numerical computer package.

### ACTL2100

#### Industrial Training 1 (Co-op)

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACTL1001

Students consider the practical application of the fundamental principles of actuarial studies in an industry environment.

### ACTL3001

#### Actuarial Statistics

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACTL1001, ACTL2003

This course covers survival models, their estimation and application to mortality and other decrements. Specific topics include: the concept of a survival model and actuarial notation; estimation of lifetime distributions; multiple state models; maximum likelihood estimation of transition intensities; construction of multiple decrement tables; the binomial model of mortality and its estimation; models with transition intensities depending on age and duration; the census approximation and formulae; statistical comparison of crude rates with standard table; graduation of crude estimates and tests of fidelity and smoothness; analysis of mortality/morbidity and the main forms of selection; models for projection of populations. The analysis of data using a numerical computer package will form a part of the course assessment.

### ACTL3002

#### Life Insurance and Superannuation Models

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACTL1001, ACTL2003

This course covers the actuarial mathematics and models for use in the analysis and actuarial management of life insurance and superannuation contracts. Topics covered include: the main forms of life insurance and annuity contracts, disability and long term care contracts and superannuation fund benefits; actuarial notation and the life table; moments of the value of the benefit payments; Thiele's differential equation for policy values; stochastic modelling of claims and benefit payments; gross premiums, net premiums, policy values and reserves; allowing for expenses and inflation; use of discounted emerging costs and profit tests; asset shares in life insurance; termination and alteration values; cost of guarantees; joint life functions; valuation of disability insurance contracts.

### ACTL3003

#### Insurance Risk Models

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACTL1001, ACTL2003

This course covers the actuarial mathematics, statistics and models used in non-life insurance actuarial practice. Topics covered include: basic concepts of decision theory and Bayesian statistics; loss distributions and reinsurance, risk models including compound Poisson; estimation of aggregate claims distribution; probability of ruin; premium rating and credibility; experience rating systems; claims reserving for loss run-off data and generalised linear models.

### ACTL3004

#### Financial Economics for Insurance and Superannuation

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACTL2001

The aim of this course is to introduce the mathematical and economic models of financial economics and highlight their application to

asset-liability management for insurance, superannuation and funds management. Topics covered include; risk and utility; risk measures; mean variance models; factor models; asset liability models using portfolio selection models; equilibrium and arbitrage-free valuation; valuation of derivatives; term structure models; actuarial stochastic investment models and their application. The topics will be illustrated with applications to the valuation and risk management of insurance and superannuation contracts especially those with embedded options and financial guarantees.

**ACTL3100****Industrial Training (Co-op)***Staff Contact:* School Office

UOC15 HPW3

*Prerequisite/s:* ACTL2100

Students study, in depth, the application of actuarial principles in an industry environment.

**ACTL4000****Thesis (Actuarial Studies)***Staff Contact:* School Office

Enrolment Requires School approval

UOC24 HPW6

Honours students complete a thesis under the direction of a supervisor. The thesis requires the reporting of research in an approved topic area in actuarial studies including a literature review, analysis of a research problem along with presentation of research methods and data analysis.

**ACTL4001****Actuarial Theory & Practice A***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3

This course develops the theory and practice underlying the actuarial management of risk-based and other products offered by financial institutions. The course draws examples from actuarial practice and discusses implications for life insurance, general insurance, superannuation, asset-liability management and other areas where actuaries are involved in product design, pricing, reserving, investment and surplus management. The course emphasises recent developments in actuarial theory. This course, along with ACTL4002, corresponds to the Part II courses of the professional examinations of The Institute of Actuaries of Australia.

**ACTL4002****Actuarial Theory & Practice B***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3

This course, along with ACTL4001 Actuarial Theory and Practice A, develops the theory and practice underlying the actuarial management of risk-based and other products offered by financial institutions. The course draws examples from actuarial practice and discusses implications for life insurance, general insurance, superannuation, asset-liability management and other areas where actuaries are involved in product design, pricing, reserving, investment and surplus management. The course emphasises recent developments in actuarial theory. This course, along with ACTL4001, corresponds to the Part II courses of the professional examinations of The Institute of Actuaries of Australia.

**ACTL4003****Research Topics in Actuarial Studies***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3

This course is an advanced course in actuarial science covering selected topics in the areas of actuarial modelling in insurance risk, life insurance, superannuation and financial economics. The course will involve the study and discussion of current research papers and advanced texts of interest to research students. As part of the course, students will learn to develop a research topic, apply the methodology of scientific research and gain exposure to the presentation of research in actuarial journals.

**ACTL4004****Thesis (Actuarial Studies)(part-time)***Staff Contact:* School Office

Enrolment Requires School approval

UOC24 HPW3

Honours students complete a thesis under the direction of a supervisor. The thesis requires the reporting of research in an approved topic area in actuarial studies including a literature review, analysis of a research problem along with presentation of research methods and data analysis.

**ACTL4100****Industrial Training 3 (Co-op)***Staff Contact:* School Office

UOC15 HPW3

*Prerequisite/s:* ACTL3100

Students study, in depth, the application of actuarial principles in an industry environment.

**Business Law and Taxation****(School of Business Law and Taxation)****LEGT1711****Legal Environment of Commerce***Staff Contact:* School Office

UOC6 HPW3 S1 S2

The entire fabric of commerce is woven from a complex legal regime, judicial and statutory, which regulates all commercial activity. This course deals with the Australian legal system; the Constitution and Commonwealth/State relations; Parliament and statute law; the courts and case law; the executive and administrative law; the legal process and alternative dispute resolution. Areas of substantive law relevant to commerce are examined including property law (with particular reference to intellectual property), torts law (with particular reference to negligence), contract law, criminal law, commercial entities and transactions, competition and consumer protection.

**LEGT1715****International Business Law***Staff Contact:* School Office

UOC6 HPW3 S1 S2

Business today increasingly operates in an international market place. This course provides an introduction to the legal and commercial considerations affecting the conduct of business at an international level. Various types of international business activities and the more appropriate structures for them are considered, as are basic questions of finance, transport, property, intellectual property, fair trading and dispute resolution.

**LEGT1730****Business, Ethics and the Law***Staff Contact:* School Office

UOC6 HPW3 S2

Society increasingly demands ethical and social responsibility. This course provides an ethical dimension to the conduct of contemporary commerce in Australia. Although ethics exists independently of the law, legislative and common law developments are increasingly imposing higher standards of commercial morality. This course examines the conceptual basis of ethical behaviour, and the increasing attempts by the law to prescribe ethical behaviour, through a series of case studies drawn from disciplines within the Faculty's jurisdiction.

**LEGT1731****Marketing and Distribution Law***Staff Contact:* School Office

UOC6 HPW3 S1

The marketing and distribution of goods and services operates within a comprehensive regulatory framework. This course examines that framework. Topics include 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.

**LEGT1733****Franchising***Staff Contact:* School Office

UOC6 HPW3 S1

Franchising is rapidly becoming the dominant force in the distribution of goods and services. This course examines the nature, development and significance of franchising in the Australian and international economies and addresses relevant legal and commercial issues. The legal nature and commercial implications of licensing arrangements to commercialise intellectual property are also examined.

**LEGT1761****Law of Banking and Finance***Staff Contact:* School Office

UOC6 HPW3 S2

This course examines the regulatory environment for banking and finance with particular reference to lending transactions and the securities taken by all financial institutions that lend for profit. Topics include legal concepts underlying the bank-customer relationship and duties of banker and customer; foreign currency loans; consumer issues in lending; electronic banking; use and regulation of negotiable instruments (cheques, promissory notes and bills of exchange); corporate fund raising; domestic and international methods of fund raising.

**LEGT7721****Business Transactions***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* LEGT1711

Contract law forms the basis of all important commercial transactions and is essential to a proper understanding of more specialised areas of commercial law. This course examines the general principles of contract law and how they are developed and expanded in relation to specialised commercial transactions including agency, contracts for the sale of goods, guarantees, bankruptcy, negotiable instruments, securities and insurance law. Relevant areas of consumer protection and competition law are also discussed. The common contractual themes in which these areas are grounded will be highlighted, along with the different requirements attaching to the rights and obligations of parties to the transaction in such areas.

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

UOC6 HPW4 S2

*Prerequisite/s:* LEGT7721

The law relating to the legal structures available for business including partnerships, joint ventures, trusts and companies. The primary focus is on the modern company and its operation under the Corporations Law. Topics include the nature of the corporate entity; establishing the company and fund raising; shares and dividends; the rights and duties of directors; the position of management; shareholders' rights and remedies for their enforcement; insolvency and liquidation.

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

UOC6 HPW4 S1

*Prerequisite/s:* LEGT7721

The complexity and comprehensiveness of the Australian taxation system means that tax considerations must be taken into account in most business decisions. An understanding of the structure of the Australian taxation system and of the policy factors that guide legislators is essential to professional business advisors. This course concentrates on income taxation in Australia. Topics include: concepts of income; allowable deductions; tax accounting; taxation of partnerships, trusts and corporations; anti-avoidance provisions; tax administration; capital gains tax; fringe benefits tax.

**LEGT7752****Taxation of Business Entities***Staff Contact:* School Office

UOC6 HPW3 S1

Australia currently taxes the different types of business entities in ways that are consistent with their legal form. It follows that some economically equivalent business structures are treated quite differently from each other for tax purposes. Issues relating to the choice of a particular type of business entity and its operation produce tax planning opportunities and tax policy challenges. This course examines tax issues relevant to the creation, operation and termination of partnerships, trusts and companies. It places particular emphasis on a detailed examination of the dividend imputation system and on issues arising when dividend income moves through a partnership, a trust or an interposed company. It also examines tax issues relevant to other selected business entities such as joint ventures, cooperatives, and superannuation funds.

**LEGT7753****Capital Gains Tax***Staff Contact:* School Office

UOC6 HPW3 S2

Capital Gains Tax in Australia potentially applies to an exceptionally wide range of transactions. The disposal of assets, the creation of rights, the granting of leases and options, and the forfeiture and surrender of rights all involve Capital Gains Tax issues. This course examines the basic structural features of Capital Gains Tax in Australia. Issues concerning the scope of Capital Gains Tax and the boundaries between Capital Gains Tax and ordinary income are then examined through a series of business related case studies. The Australian approach to taxing capital gains is compared with the approach taken by some of our major trading partners and reform options are discussed.

**LEGT7754****Goods and Services Tax***Staff Contact:* School Office

UOC6 HPW3 S2

The 1999 tax reforms introduced Goods and Services Tax as an integral component of the tax base. This course examines all aspects of GST law. Emphasis is placed the practical operation of GST. Topics discussed include - registration, taxable supplies, input tax credits, adjustments, accounting for and documenting GST, treatment of GST free supplies, treatment of input taxed supplies, reverse charges, and anti-avoidance provisions.

**LEGT7755****Tax Policy and Administration***Staff Contact:* School Office

UOC6 HPW3 S1

An understanding of tax policy issues and of tax administration procedures is increasingly important if business is to understand and cope with likely future developments in taxation in an era of rapid change. This subject examines justifications for taxation; criteria for evaluating a tax system; tax policy objectives; alternative tax bases; international tax policy objectives; tax policy in entity taxation; access to information; assessment; appeals and enforcement.

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

UOC6 HPW3 S2

*Prerequisite/s:* LEGT1711 or INFS1602

The laws governing information technology. The topics examined include intellectual property law - patents, copyright and confidential information; licensing; technology contracts; tortious liability; product liability; computer crimes; data protection and privacy; and current issues.

**LEGT7781****Regulation of Government Agencies***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT1711

The executive arm of government possesses wide regulatory and administrative powers. This course examines the law controlling the bureaucracy in the exercise of these powers. It covers delegated legislation, the control and review of administrative action and discretionary powers, and freedom of information. The roles, powers and functions of major regulatory agencies with particular reference to the Australian Competition and Consumer Commission, the Australian Securities and Investment Commission and the Australian Taxation Office are also examined.

**LEGT7791****International Business Taxation***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1

*Prerequisite/s:* LEGT1711

This course discusses the principles relevant to international taxation and uses Australian international tax rules to highlight possible international tax policy choices and problems. Special emphasis is given to tax strategies relevant to international direct investment.

**LEGT7811****Corporate Law, Tax and Strategy***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* LEGT7741, LEGT7751

What are the legal and tax implications of the different financing alternatives available to corporations? Are all the different methods of profit distribution from a company equally tax effective? What are the different strategies available to a takeover bidder and when should they be used? How should a corporate reorganisation be structured? This course will examine these and similar questions, relating to the interaction between legal and tax questions in corporate governance, through a series of case studies and simulation games.

**LEGT7812****Corporate Fraud and Crime***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT7721;*Corequisite/s:* LEGT7741

Corporate fraud costs Australian business tens of billions of dollars every year. This course examines aspects of fraud and corporate crime in their legal and commercial contexts. Topics include the analysis of the various laws relating to theft, fraud and other white collar crimes; the detection and investigation of fraud and associated issues including the powers of employers and law enforcement agencies; surveillance, and privacy; strategies for minimising legal exposure to fraud.

**LEGT7821****Special Topic in Business Law***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

*Prerequisite/s:* LEGT1711

A specially assigned project, program or set of readings relating to research in business law.

**LEGT7822****Special Topic in Taxation***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

*Prerequisite/s:* LEGT1711

A specially assigned project, program or set of readings relating to research in taxation.

## **Economic History (School of Economics)**

**ECOH1301****Australia in the International Economy in the Twentieth Century***Staff Contact:* School Office

UOC6 HPW3 X1 S1

This course 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***Staff Contact:* School Office

UOC6 HPW3 S2

This course 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 industrialising 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.

**ECOH2311****German Economy and Society***Staff Contact:* School Office

UOC6 HPW 3 S2

*Prerequisite/s:* ECON1102

The German Industrial Revolution 1850-1914; the origins and socio-economic impact of World War I; 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; German economy and society in retrospect and prospect.

**ECOH2313****Australian Economic Development in the Twentieth Century***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1102

This course 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; development 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.

**ECOH 2318****Making the Market***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1102

The course 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 later 19<sup>th</sup> 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 of non-market economic systems.

**ECOH2322****Business and the New Europe***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1102*Excluded:* EURO2600

The objective of the course is to impart a knowledge and understanding of the institutions, current policies and likely directions of economic and social change within the European Union. This involves consideration of nation states which, through historical circumstances, have created differing institutional and policy directions (and in the case of Eastern Europe a different socioeconomic system) that now are in the course of being melded. Specific topics considered include the process towards a single market; the problems and implications of monetary integration; the trade distortions arising from the Common Agricultural Policy; the collapse of the Soviet system and the widening of the European Union; the operation of European multinationals; the process of privatisation in Europe; and European integration in relation to Australia and Asia. The course is of relevance not only to those interested in European issues. It also has implications for other regional arrangements (ASEAN and NAFTA) which are at an earlier stage in the integration process.

**ECOH4327****Thesis (Economic History)***Staff Contact:* School Office

UOC12 HPW3 S1 S2

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 School before the end of November in the year preceding the Honours year.

**Servicing courses**

These are courses taught within programs offered by other faculties.

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

**ECON4321****Economic History 4 Honours***Staff Contact:* School Office

UOC48 S1 S2

*Prerequisite/s:* ECON1102

Consists of a thesis and four courses: Approaches to Economic and Social History; Aspects of Australian Economic Development; and Seminar in Research Method. (For details of coursework options, see elsewhere in this Handbook.)

**Econometrics/Business Statistics****(School of Economics)****ECON1202****Quantitative Methods A***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Excluded:* MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241, ECON2291

This course 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 optimisation) 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:* School Office

UOC6 HPW3 S1 S2

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

Course 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.

**ECON2206****Introductory Econometrics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1203

This course 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, collinearity, and heteroskedasticity. Practical exercises feature throughout, using an econometric computer

**ECON2207****Econometric Methods***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2206

This course 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:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* 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:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1203

This course 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.

**ECON2215****Statistics for Econometrics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1203

Statistical distribution theory: moments, normal, T, chi-square, F, and multivariate normal distributions. Basic asymptotic theory. Approaches to estimation and significance tests in univariate and multivariate models.

**ECON3202****Mathematical Methods in Economics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1202

This course 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 neoclassical theory of optimal growth.

**ECON3203****Econometric Theory***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2215

This course 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:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2207

This course aims to develop students' knowledge of the theory and practice of building causal econometric models for real-world application. Effective modelling requires a deep understanding of economic data, familiarity with a number of model design principles and an awareness of commonly-met construction problems and how to overcome them. These themes are discussed in sequence, in the context of two diverse applications. The presentation emphasises practicalities, rather than formal rigour.

**ECON3206****Financial Econometrics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2206

This course is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate 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:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2206 or ECON2209

This course includes the following topics: exponential smoothing; Box-Jenkins techniques: transfer functions; VAR models; and a combination of forecasts, accuracy of forecasts, and spreadsheets and forecasts.

**ECON4201****Applied Econometrics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2207, ECON2101 or ECON2102.

This course 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****Advanced Econometric Theory***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON3203

This course focuses on some theoretical aspects of economic time series and cross-sectional data analysis. Topics for the time series part include: stationary and non-stationary processes; unit root tests; VAR and cointegrated VAR models; cointegration tests; estimation and testing in the presence of unit roots. Topics for the cross-section data part include: fixed effect models; random effect models, unbalanced panels; dynamic models and estimation in the presence of autocorrelation; heteroscedasticity and unit roots.

**ECON4227****Thesis (Econometrics)***Staff Contact:* School Office

UOC12 HPW3 S1 S2

*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 School before the end of the August recess in the year preceding their entry into Year 4.

**Servicing courses**

A servicing course is one taught within programs offered by other faculties.

For further information regarding the following courses see the respective Faculty Handbooks.

**ECON2291****Quantitative Methods A (Arts)***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Excluded:* MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241

**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 optimisation); and the applications of the above concepts and techniques in accountancy and economics, including the use of spreadsheet computer programs.

**ECON2292****Quantitative Methods B (Arts)***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Excluded:* ECON2290, ECON2203**Notes:** This course requires a level of computer literacy.

**Course 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.

## **Economics/Business Economics (School of Economics)**

**ECON1101****Microeconomics 1***Staff Contact:* School Office

UOC6 HWP3 S1 S2

**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:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* ECON1101

**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:* School Office

UOC6 HWP3 S1

**Course 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:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* ECON1102

**Course 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:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* ECON1101 or ECON1103

**Examines:** how government affects the business environment at the microeconomic level. The case for intervention and the benefits of deregulation and privatisation are analysed, with reference to particular industries. The effects on business of government instrumentalities such as the Productivity Commission and the Australian Consumer and Competition Commission are examined. Issues relating to microeconomic reform, economic rationalism, market failure and government business enterprises are explored.

**ECON2104****Applied Macroeconomics***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON1102 or ECON1104

**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 central 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 Corporations***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* ECON1101 or ECON1103

**Examines the economics of internal organisations in firms, corporations and other formal organisations.** Addresses 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? Issues of transaction cost economics, informational economics and principal-agent theory are discussed.

**ECON2107****The Economics of Information and Technology***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON1101 or ECON1103

**Information, market failure and R & D.** Asymmetric information. Localised 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?

**ECON2109****Economics of Natural Resources***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON1101 or ECON1103

**Provides an introduction to the exploitation of natural resource systems examined within an economic framework,** particularly forestry, fisheries, water, oil and other minerals. Also looks at policies required to ensure improved management without overexploitation of these renewable and non-renewable resources under different property-right regimes.

**ECON2111****Economics of Global Interdependence***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1102 or ECON1104

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, WTO and EU; World Bank and IMF; foreign currency markets; and international policy coordination.

**ECON2112****Game Theory and Business Strategy***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1101 or ECON1103

Outlines the basic tools and concepts in game theory and explores its applicability to a wide variety of real business situations. Business decision-making is inherently strategic and game theory shows what outcomes occur when agents interact strategically with one another. Applications from auction theory, industrial organisation, labour and environmental economics and public policy are examined.

**ECON2113****Economics of E-Commerce***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1101 or ECON1103

Electronic commerce is radically altering economic activities and the social environment. It affects large sectors of the economy, such as communications, finance, retail trade, education, health and government. It affects the way that businesses interact. This course examines the impact of e-commerce, and the way that business should behave strategically in this new environment. The topics covered include, (with case studies), the planning of product lines of information goods, the development of value-maximising pricing strategies, the management of intellectual property rights, the strategic implications of lock-in and switching costs, and strategic choice in relation to government policy and regulation. Implications for international trade patterns and taxation policy are also explored.

**ECON2116****Economics of Japanese Business and Government***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1102 or ECON1104

This course introduces a number of important facts concerning Japanese business and government and analyses them by applying theoretical frameworks and concepts such as game theory and comparative institutional analysis. This approach provides ways for understanding interconnections among a variety of Japanese-style business and labour market practices as well as tools for evaluating the effectiveness of Japanese industrial policy. Topics include: internal labour market; employment practices; work organisations; industrial relations; manufacturer-suppliers relationships; industrial policy (competition vs. collusion; R&D policy; protectionism).

**ECON2117****Economics of Tourism***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* 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.

**ECON2127****Environmental Economics***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1101 or ECON1103

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****Markets and Public Choice***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2101

Considers the theory of various types of market failure including uncertainty, property rights problems and congestion, and the role of government in measuring, correcting and restructuring markets to remedy these problems.

**ECON3104****International Monetary Economics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2102

Considers topics in monetary theory, including theories of monetary exchange, inflation, financial intermediation, exchange rate determination and monetary policy in an international context.

**ECON3105****Economic Analysis of Productivity***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2101

Provides an economic analysis of the concept of productivity. What is productivity? Why does it matter? How can we measure it? Topics to be covered include: the microeconomic foundations of productivity levels and productivity growth, the measurement of productivity and empirical studies of productivity measurement for Australia and overseas countries.

**ECON3106****Public Finance***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1101 or ECON1103

Topics covered include: general aspects of public sector expenditure and its financing with special reference to Australia; the role of government in the economy; principles and types of public expenditure; taxation theory, tax sharing and revenue systems; economic and welfare aspects of different types of taxes; inflation and tax indexation; loan finance and the public debt.

**ECON3107****Economics of Finance***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2101

Provides a treatment of the microeconomic foundations of modern finance. Many valuation or pricing formulas in modern finance are derived from the requirement that arbitrage profits are non-existent in properly functioning capital markets. The aim of the course is to show that the valuation formulas used in modern finance can also be derived from the microeconomic theory of markets in general equilibrium. Begins with a discussion of how economics agents make decisions when some aspect of the economic environment in which they operate is uncertain. This entails a discussion of expected utility theory and stochastic dominance, which form the cornerstone of modern financial economics. Asset pricing models are developed within the context of general equilibrium portfolio choice problems. The notion that uncertainty in the economic environment can be dealt with by the introduction of state-contingent securities and that these securities lead to efficient market outcomes is fully discussed. The microeconomic theory underlying the determination of firms' value is developed. This leads to a discussion of the Modigliani-Miller proposition that the capital structure of the firm is irrelevant in determining its value. The course concludes with a discussion of the implications of informational asymmetries for financial theories, with particular emphasis on insurance markets.

**ECON3109****Economic Growth, Technology and Structural Change***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* 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 industrialisation, structural change and development strategies in promoting economic growth; and income inequality and economic welfare.

**ECON3110****Development Economics***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2101 or ECON2103

This course provides an in-depth introduction to different theories of underdevelopment and the associated strategies for fostering development, with emphasis on more recent perspectives. It investigates the role of institutions, institutional change, and markets as they relate to development, and discusses accompanying domestic and international economic policy questions. Much of the material is near the interface between economics and the other social sciences.

**ECON3112****The Newly Industrializing Economies of East Asia***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1102 or ECON1104

This course focuses on the principal economic characteristics of the newly industrialising 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:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON1102 or ECON1104

Analyses principal economic characteristics of the original members of the Association of South East Asian Nations: Indonesia, Malaysia, Philippines, Singapore and Thailand. Looks at causes and consequences of economic development policies, the theoretical issues related to formation of customs unions and free trade areas, and their application to ASEAN.

**ECON3116****International Economics***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2101, ECON2102 or ECON2103, ECON2104

Primarily a theoretical treatment of international trade and finance. 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.

**ECON3119****Political Economy***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON1102 or ECON1104

This course 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.

**ECON3120****Economic Reasoning***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON2102

How economists reason? How do they know when their theories are useful? This course answers these questions. Within this context, it examines the development of economics and the structure of macro and micro theory. After completing this course, students will be able to apply economics logically to practical problems.

**ECON3121****Managerial Economics***Staff Contact:* School Office

UOC 6 HPW 3 S1

*Prerequisite/s:* ECON2015 & ECON2112

This course aims to equip students with the knowledge and skills necessary to tackle many of the complex strategic decisions facing modern managers. Topics to be covered include: the economics of mergers and acquisitions; strategic competition over prices, quality characteristics and capacity; profitability and entry into new industries; R&D and the strategic importance of innovation; collusion and other methods to reduce competition and the role of networks in modern economies.

**ECON4100****Advanced Economic Analysis***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON2101, ECON2102

Selected topics in advanced microeconomics and macroeconomics.

**ECON4101****International Trade***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON4100

The theory and practice of international trade. The course will emphasize both traditional neo-classical trade theory as well as the more modern strategic trade theory. The principles and predictions of these theories will be used to consider the recent developments in Australian trading relations and international trading relations in general.

**ECON4102****Industrial Organisation***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON4100

Topics covered will be from amongst the following: theory of the firm, production costs, monopoly, dominant and fringe firms, cartels, oligopoly and monopolistic competition, differentiated products, regulation, advertising, horizontal and vertical integration, strategic behaviour by firms, and R&D. Both theoretical and empirical results will be covered in the subject.

**ECON4103****Business Cycles and Growth***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON4100

This course combines modern economic theory and quantitative techniques to examine theories of business cycles and economic growth. Measurement of business cycles, theories of real and nominal courses of business cycle fluctuations, endogenous growth theories, and cross-country growth analysis will be considered.

**ECON4104****Economics of Labour Markets***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON4100

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.

#### **ECON4105**

##### **Seminar In Research Methods**

*Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HWP3 S1 S2

This course provides training in the techniques and methods used in economic analysis and research. Students will be required to attend lectures and undertake a course of independent study as prescribed by the Head of School.

#### **ECON4127**

##### **Thesis (Economics)**

*Staff Contact:* School Office Consent Required

UOC12 HWP3 S1 S2

**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 School. Students are required to present a seminar on the topic of their thesis.

#### **Servicing courses**

A servicing course is one taught within programs offered by other faculties. For further information regarding the following courses see the respective Faculty Handbooks.

#### **ECON1103**

##### **Microeconomic Principles**

*Staff Contact:* School Office

UOC6 HWP3 S1

*Excluded:* ECON1101

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:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* ECON1103

*Excluded:* ECON1102

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:* School Office

UOC6 HWP3 S1

*Excluded:* ECON1101

This course 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:* School Office

UOC48 HWP6 S1 S2

*Prerequisite/s:* ECON2206, ECON2207 and credit in both ECON2101, ECON2102

**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 School before the end of the year preceding their entry into their final year.

This program consists of four courses and a thesis ECON4127. The courses are ECON4100 and three other courses from a selected list.

#### **Finance**

##### **(School of Banking and Finance)**

#### **FINS1612**

##### **Capital Markets and Institutions**

*Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Corequisite/s:* ECON1101, ECON1202

This course focuses on the major financial markets, including the equity, money, bond, exchange rate and derivatives markets. Students will learn about the basics of financial instruments in these markets, such as bank bills, treasury bonds, futures and options. In addition, students are exposed to the tools of analyses and the roles and innovations of major financial institutions. These include the banks and non-banks, such as finance companies, building societies and credit unions, life and insurance companies as well as funds management companies.

#### **FINS1613**

##### **Business Finance**

*Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Corequisite/s:* FINS1612 or any two of ACCT1511, ECON1102, ECON1203.

This course looks at the essential aspects of financial decision-making in business firms. Financial mathematics is used to value securities and make capital expenditure decisions. Portfolio theory is introduced to provide a foundation for determining the relationship between expected risk and returns in financial and real asset investments. Dividend payouts and the choices between debt and equity financing are then covered. The course will also include: alternative approaches to valuation; factors affecting the formulation of the capital structure; and influence of the capital market environment. Finally, the implications of financial risk, taxation, arbitrage, and the conflict of interest between managers and investors on the value of business firms will be introduced.

#### **FINS2622**

##### **Asian Capital Markets**

*Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* FINS1612

This course 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****Portfolio Management of Financial Assets***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS1613

This course introduces modern investment theories with an equal emphasis on theory and practice. Numerous finance models including the Markowitz model, CAPM, SIM, and the Black-Scholes option pricing models are discussed in detail to provide students with a solid background knowledge so that they can understand and appreciate the practical implications of these models on investment management. Topics include: bond valuation and analysis; the impact of tax on the choice of bonds; the application of the duration concept to gap management and bond trading strategy; stock valuation models and technical analysis; understanding the formula and implications of the Black Scholes option pricing model; the pricing of share futures and bond futures; the strategic use of options and futures for hedging and investment; the use of attribution analysis to evaluate portfolio performance and asset allocation among the money, bond and stock markets. The lecture program is complemented by a coherent laboratory program. The latter is aimed to introduce spreadsheet applications to securities pricing and investment theories. The hands-on experience of using spreadsheet applications to generate graphics allows students to see for themselves the relationships among financial variables presented in the textbooks.

**FINS3616****International Business Finance***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisite/s:* FINS2624

Management of the financial functions of 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 for multinational corporations, financial management of multinational corporations, foreign direct investment and financial and political risks, the role of multinational banks and the financial benefits of Euro-currencies and Euro-bonds, short-term financing and international equity markets.

**FINS3623****Entrepreneurial and Small Business Finance***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* FINS1613

The course examines various aspects of entrepreneurial finance to small to medium enterprises in Australia and considers financial decisions made from start-up until the original shareholders cash out via the public offering. Theories associated with entrepreneurship and specifically small sized corporations are reviewed. In dealing with advanced issues in relation to project selection, business finance and financial management, there is a strong emphasis on encouraging students to understand how to augment traditional finance views with practical issues and problems faced by small to medium sized firms. Other topics addressed include: how to value new up-start firms/projects; how to value new technology; technology; technology transfers; venture capital and equity and debt capital from the public and private sectors. Students will be required to write a report in the form of a financial business plan for an assigned small firm. This project provides students with hands-on practical experience and allows them to solve basic financial problems faced by small firms in a real business setting.

**FINS3625****Applied Corporate Finance***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS1613;

This course 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.

**FINS3626****International Corporate Governance***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACCT1511, FINS1613

Corporate Governance deals with the ways in which suppliers of finance assure themselves of getting a return on their investment. This course is of enormous practical importance as it impinges upon the flows of capital to corporate entities and the repatriation of profits to the providers of finance. The corporate activities of the 80s, such as mergers, acquisitions, leveraged buy-outs via junk bonds and the subsequent spectacular collapses, have shown the importance of good corporate governance mechanisms. The course deals with the analysis of the financial aspects of incentive contracts, the protection of financial rights of minority shareholders, the prohibition of financial managerial self-dealing, the financial implications of concentrated ownership, and corporate governance systems in the USA, UK, Japan, Germany, Australia and some Asian countries. In addition, specific topics include: financial ownership and control; board structures; roles and financial responsibilities of directors; financial corporate performance; executive compensation; implications of financial and investment decisions; institutional shareholders; special issues surrounding major asset acquisition/disposal; and mergers and acquisitions.

**FINS3630****Bank Financial Management***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS1612, FINS1613

This course 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.

**FINS3631****Risk and Insurance***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* FINS1613;*Prerequisite/s or Corequisite/s:* FINS2624

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. Emphasises the mathematical and statistical foundations of the discipline. Topics in the area of risk include, risk premia, insurance ratings, simulations of risky environments, physical risk, and death. Insurance is approached as a natural commercial response to risk with inference from insurance data, general insurance, motor insurance, very large risks, and life assurance.

**FINS3633****Real Estate Finance and Investment***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* FINS2624

This course 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 course 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

UOC6 HPW3 S1

*Prerequisite/s:* FINS1612, FINS1613

The focus of this course is credit analysis and lending emphasising finance theory and practical applications. The course 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 course includes case study work.

**FINS3635****Options, Futures and Risk Management Techniques***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS2624

This is an intermediate course 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

UOC6 HPW3 S2

*Prerequisite/s:* FINS2624

This course 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, caps, floors and swaps), mortgage-backed securities and their derivatives, portfolio management, value-at-risk, and the interaction between IRR and credit risk. In discussing interest-rate derivatives, the primary emphasis is on the Hull-White model, but other models, such as the models of Ho-Lee, Cos-Ingersoll-Ross and Heath-Jarrow-Morton are also discussed.

**FINS3640****Financial Modelling for Funds Management***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS2624

This course covers the essential analytical and quantitative tools that are necessary for funds management. It aims at showing how to carry out the computations and simulations needed to implement commonly used models in funds management. The focus of the course is on tactical funds management and it covers a wide range of financial models in the areas of investment analysis, portfolio theory, portfolio risk management and investment style analysis. It also focuses on the recent advances in derivatives pricing methods in conjunction with their tactical and strategic applications. An essential component of this course involves the use of Excel and financial and statistical software packages.

**FINS3641****International Investment and Funds Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* FINS3640

This course looks at the development and evaluation of alternative funds management strategies for international portfolios. Topics include: asset allocation decisions; domestic versus international fund components; integration of equity bond and cash management; program trading and design of algorithms for automated decisions. It also covers the essential aspects of financial risk management, which include: the use of financial derivatives in pro-active strategic management of foreign rate risk; performance evaluation of international funds management strategies; recent developments in the field. Students will be required to manage a portfolio of international stocks and bonds and evaluate its performance at the end of a finite horizon.

**FINS3642****Strategies for International Funds Management***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* FINS3640

This course deals with the adoption of financial innovations in funds management with a particular emphasis on the understanding of the characteristics of a large trans-national hedge fund. This course also covers recent innovations in the development and management of some strategic special-purpose funds, which are designed for investors interested in particular financial markets such as foreign exchange markets and stock markets. This will incorporate extensive use of computer spreadsheets, macros, and programs in order to aid the student to examine individual stock data and calculations and later hedge a fund via the derivatives market. Students are required to adopt their own innovations in international risk management. The course also involves extensive use of excel and financial and statistical packages.

**FINS3650****International Banking***Staff Contact:* School Office

UOC6 HPW3 S2

*Corequisite/s:* FINS3616

Topics include: the nature and theory of international banking, the main institutions and markets in which international banks are involved; correspondent banking relationships; cross-border financing; performance measurement and evaluation; foreign direct investment in banking; exchange rate risk; non-compliance risk arising in the financing of foreign trade; sovereign risk; and off-balance sheet risk. The course also presents and analyses the current issues in international financial services and the fundamental and non-fundamental exchange rate modelling and forecasting with a particular emphasis on the market microstructure.

**FINS3651****International Insurance Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* FINS2624

A course designed to acquaint the student with the planning and administration of a worldwide corporate insurance program under conditions of uncertainty. International dimensions of risk management will be surveyed, highlighting the importance of differing economic, social, and political environments. Topics will include: *inter alia*; the structure of insurance markets internationally; the economics of international trade in insurance; the integration and globalisation of financial services; the role, importance and functioning of reinsurance worldwide; the legal environment of risk management and insurance internationally; the tax environment for insurance internationally; rationales and nature of government intervention into insurance markets worldwide; regulatory harmonisation in insurance; the demographic and social environment for insurance internationally; the advantages and disadvantages of different social welfare strategies in an international business environment; and global risk

**FINS3774****Financial Decision Making Under Uncertainty***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* Credit 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 course provides an intermediate exposition of the fundamentals of portfolio selection and corporate finance. Specifically, the course 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 course will also emphasise and reinforce those techniques that underlie advanced studies in asset pricing and corporate finance.

**FINS3775****Research Methods in Finance 1***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* FINS3774

The objective of the course 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

UOC6 HPW3 S1

*Prerequisite/s:* FINS3774, FINS3775

This course 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

UOC6 HPW3 S2

*Prerequisite/s:* FINS3774, FINS3775

This course 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, takeovers 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 course structure consists of lectures and a seminar program. In the latter, students are encouraged to supplement theoretical discussions with empirical evidence.

**FINS4779****Research Methods in Finance 2***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* FINS3775

This course is a more advanced course in empirical methods in finance, covering 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

Enrolment Requires School approval

UOC12 HPW3 S2

**Note/s:** The thesis is to be approved and supervised by the School of Banking and Finance.

in the summer vacation.

**Human Resource Management and****Industrial Relations****(School of Industrial Relations and****Organisational Behaviour)****IROB1701****Industrial Relations***Staff Contact:* School Office

UOC6 HPW3 S1 S2

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****Labour Organisation***Staff Contact:* School Office

UOC6 HPW3 S2

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:* School Office

UOC6 HPW3 S1

Provides an interdisciplinary approach to the field of organisational behaviour and management. 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; gender, EEO and human resource management.

**IROB2702****Industrial Law***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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.

**IROB2703****International Employment Relations***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

This course explores recent changes in the theory and practice of employment relations in light of the changes captured in the concept of globalisation, in particular concerns that increased international competition can erode conditions of work. The course examines

employment relations models in an increasingly globalised context, and explores the transfer of best practice work organisation. Possible mechanisms for the defence of labour standards are considered, including making their maintenance a part of trade liberalisation and investment treaties through the enforcement mechanisms of such institutions as the World Trade Organisation. Topics covered include: globalisation, model employment relations systems, the International Labour Organisation and the defence of labour standards, international unionism and the future of unions, diverse national management systems, the relations between employment relations systems, economic performance and social protection.

#### **IROB2704**

##### **Social Organisation of Work**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

Covers the conceptual foundations of industrial sociology, and their application to work practices and institutions. The course will look at the rise of industrial capitalism and trade unionism, work and non-work (including the question of domestic labour), the labour process and work organisation, conflict and control, occupations and the division of labour, divisions in the workforce, technology, skill formation, productivity and flexibility, and the changing nature of work in the late 20th century.

#### **IROB2715**

##### **Labour History**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

Focuses on the transformation of working life in nineteenth and twentieth century Australia and changes in management. Considers the origins and development of the Australian labour movement and laborism. Themes covered include the nature and purpose of historical inquiry and research methods; the origins and development of labour markets and trade unions; the emergence of working class culture and consciousness; the influence of gender, race, ethnicity and locality on worker outlook and agency; worker political mobilisation and the rise of party politics; the role of the state in industrial relations; and the impact of radical ideologies; immigrant and Aboriginal workers and the role of women in paid employment.

#### **IROB2718**

##### **Human Resource Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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.

#### **IROB2724**

##### **Health and Safety at Work**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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.

#### **IROB3702**

##### **International Human Resource Management Practice**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

Examines from both applied and theoretical perspectives the effect of national culture on the processes and systems associated with managing human resources across cultural boundaries, as in the case of multinational corporations. The opening topics look at the conceptual and methodological difficulties and challenges facing the practice and research of International HRM. Other topics include: the role of culture in configuring the perceptions and actions of managers and subordinates; HRM systems as cultural artefacts; the clash between culturally diverse indigenous HRM frameworks; and the problems associated with transferring HR management systems across cultural boundaries. Also examines practical issues such as: the selection, preparation, training and management of expatriates, host-country nationals and third-country nationals for international assignments, developing intercultural competence, managing cultural adaptation at the individual and system levels, and the HR processes involved in staffing joint venture partnerships. Case study material used throughout the course is drawn from both Asia-Pacific and European regions.

#### **IROB3705**

##### **Management and Employment Relations**

*Staff Contact:* School Office

**UOC6 HPW3.5 S1**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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 Policies and Processes**

*Staff Contact:* School Office

**UOC6 HPW3.5 S2**

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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.

#### **IROB3707**

##### **Industrial Relations Research Methods and Thesis Workshop**

*Staff Contact:* School Office

Enrolment Requires School approval

**UOC6 HPW3 S2**

This course is designed as an advanced level course for students intending to complete the fourth year Honours program in industrial relations. It will examine the history and philosophy of industrial relations theory and research methods. It consists of two parts: (i) an overview of competing disciplines and paradigms employed to understand industrial relations phenomena, and their epistemological and ontological foundations; and (ii) a more practical treatment of research methodology and thesis writing. Topics include disciplinary perspectives on industrial relations, the foundations of social science and competing paradigms, identifying a research topic, research design, and research methods including case study and field research, legal scholarship, historical method, and survey design and analysis.

**IROB3708****History and Philosophy of Human Resource Management***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S2

This course is designed as an advanced level course for students intending to complete the fourth year Honours program in human resource management. It examines the philosophical foundations of various approaches and the contribution of the various social science disciplines to the study of HRM. The course will also provide students with research design and execution skills. Topics include disciplinary perspectives on HRM, the foundations of social science and competing paradigms used in HRM, identifying a research topic, research design, and research methods including case study and field research, legal scholarship, historical methods, and survey design and analysis.

**IROB3721****Negotiation, Bargaining and Advocacy***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

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 course 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 course provides appropriate theoretical perspectives on these and related employment issues.

**IROB3724****Strategic Human Resource Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* IROB2718

This course deals with the ways in which strategic thinking can be applied to Human Resource Management. It aims to provide students with opportunities to synthesise managerial strategy issues with HRM processes, in a considered and reflective manner. The course focuses on the way strategies can be formed and enacted in organisations, and on the internal and external environmental contexts from which human resource strategies emerge. It also deals with a range of contemporary issues in human resource management against a backdrop of new and changing people management practices. In this course how can people manage and enhance organisational performance? How can we integrate stakeholder concerns into organisational decisions and strategies? How can strategic thinking underpin HRM activities? What are the barriers to strategic thinking in organisations? What does it mean to be a HR professional? Students are given the opportunity to enhance their skills in teamwork, organisational analysis, problem solving and strategic thinking - through fieldwork, case studies and seminars.

**IROB3728****Managing Pay and Performance***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

Examines contemporary remuneration and performance management from both applied and theoretical perspectives, emphasising theories, practices and forces associated with the current trend away from traditional fixed, job-based pay to variable, person-based and performance-based remuneration. Topics covered include: HRM and the New Pay, motivation theory, fair pay, job evaluation, pay for skill and competencies, merit pay, recognition awards, performance appraisal vs performance management, broadbanding, team-based pay, gainsharing, employee share ownership, and executive pay. Also examines strategies for achieving an efficient and equitable mix of pay methods appropriate to particular levels of the workforce, from senior executives to non-managerial workers. Case study material is used throughout.

**IROB3729****Managing Workplace Training***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* IROB1701 or IROB1702 or IROB1712

Skill formation and training have become central features of public policy and human resource management. This course introduces students to the theory and practice of workplace training, and to the public policies and regulations that shape such training. It is designed to build on and complement the content of nationally recognised training qualifications in Assessment and Workplace Training. Issues covered include - the context of training; learning theory and practice; the nature of skill; training needs analysis, delivery and evaluation; competency-based training; the National Training Framework; training and employment policies; management education and development.

**IROB4731****Industrial Relations Case Studies A***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* 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

UOC6 HPW3 S2

*Prerequisite/s:* 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

UOC12 HPW3 S1 S2

*Prerequisite/s:* Admission to Honours program in Industrial Relations.**IROB4734****Thesis (Industrial Relations)***Staff Contact:* School Office

UOC12 HPW3 S1 S2

*Prerequisite/s:* IROB3707 and admission to Honours in Industrial Relations.**IROB4736****Industrial Relations Honours***Staff Contact:* School Office

UOC48 HPW0 S1 S2

A thesis of 20,000 words. Industrial Relations seminar (both Sessions), and two approved IROB courses (one per Session). Details of approved courses may be obtained from the Head of School. Students undertaking this honours year program should enrol only in IROB4736.

**IROB4738****Thesis (Human Resource Management)***Staff Contact:* School Office

UOC12 HPW3 S1 S2

*Prerequisite/s:* IROB3708 and admission to Honours in Industrial Relations.**IROB4740****Human Resource Management 4 (Honours)F***Staff Contact:* School Office

UOC48 HPW0 S1 S2

A thesis of 20,000 words. Human Resource Management seminar (both Sessions), two approved IROB courses (one per Session). Details of approved courses may be obtained from the Head of School. Students undertaking this honours year program should enrol only in IROB4740.

## Information Systems (School of Information Systems, Technology and Management)

**INFS1602****Computer Information Systems***Staff Contact: School Office*

UOC6 HPW3 S1 S2

*Prerequisite/s:* Nil

This course provides students with a basic understanding of the content of information systems; the types of information systems; the current roles of information systems in organisations; and the opportunities for and limitations of information systems within organisations and society. The course also provides an overview of the tools, techniques and frameworks used to analyse information systems; the range of Information Technologies used to support information systems and to explain their use; the alternative approaches for the development and implementation of information systems; the current technologies for the development of personal information systems and for information searches from a range of sources; and the ethical responsibilities of both the Information System professional and the private user of information.

**INFS1603****Business Data Management***Staff Contact: School Office*

UOC6 HPW3 S1 S2

*Prerequisite/s:* Nil

This course provides an introduction to the concepts, design techniques and technology for the storage and management of data. Students gain the required knowledge and practical skills to model data including the use of entity/relationship models and object models; design simple databases in an organisational environment; understand the role of data in business; and understand the quality assurance issues in collecting, storing and using data.

Students acquire and exercise skills in a number of data modelling and design techniques as well as develop a simple system using Microsoft Access.

**INFS2603****Systems Analysis and Design***Staff Contact: School Office*

UOC6 HPW3 S1 S2

*Prerequisite/s:* INFS1602 and INFS1603

This course examines system analysis and design: requirements analysis and specification; logical and physical design of business systems. More specifically, the object-oriented (OO) methodology and structured methodology (SDLC) are covered. Hands-on experience with CASE tools used by information systems practitioners is provided (i.e. MetaEdit and RationalRose).

**INFS2607****Business Data Networks***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s:* INFS1602*Note/s:* Excluded INFS2617

This course provides students with an understanding of data communication and distributed data processing in a business environment; and an understanding of the management issues associated with telecommunication systems. Main topics include data communication concepts; computer networks; reference to international standards and common industry communications software packages; local/metropolitan/wide area networks; network management; telecommunications services; and data security.

**INFS2609****Software Implementation***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602 and INFS1603

This course covers programming in the business context with a commercial object-oriented programming language; defining problems and designing structured programs to solve problems; use of data types, selection, iteration, functions, arrays and data structures in procedural programs; and the use of an interactive development environment.

**INFS2611****Requirements Elicitation***Staff Contact: School Office*

UOC3 HPW1.5 S2

*Prerequisite/s:* INFS1602

Students learn how to establish and verify user requirements for information systems; become familiar with the instruments for requirements definition and the criteria for requirements quality assessment; and refine analytical skills for the evaluation of customer needs.

**INFS2617****Global Data Networks***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s:* INFS1602*Note/s:* Excluded INFS2607

Data communications concepts, computer networks, reference to international standards and common industry communications software packages; local/metropolitan/wide area networks; network management; telecommunications services and other options; data security.

**INFS2791****Industrial Training A***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602 and INFS1603*Note/s:* Available only to BCom ISM (Co-op) students.

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****Business Intelligence Systems***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602 and INFS1603

This course 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 and when they can be advantageously used; some of the reasons why so many executive support systems do not achieve their intended objectives; and the cultural and organisational issues involved in the use of Information Technology tools and techniques.

**INFS3604****Information Technology Management***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s:* INFS2603

This course introduces the strategic and operational management issues involving information systems and software. Consideration is given to both quantitative and qualitative management techniques, including the practical application of tools and concepts for software project management, as well as material on software metrics and software quality. In addition, techniques are covered for strategic planning of information systems and ensuring business contribution.

**INFS3605****Implementation Workshop***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: INFS2609 or COMP1021 or COMP1821 or COMP2811*

Students implement an information systems project using a commercial object-oriented programming language in a workshop environment. Topics include advanced program design; computer aided software engineering techniques; a comparison of a range of programming languages; test data specification; implementation procedures; interfacing an application with a commercial database such as Oracle; the production of system documentation; and the production of quality software.

**INFS3606****Telecommunications for Electronic Commerce***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS2607***Note/s:** Excluded INFS3618

This course considers the strategic issues in telecommunications in business; current and emerging technologies for data networking; and the specification of corporate networks including local and wide area networks. It also provides a detailed understanding of the Internet protocol suite; TCP/IP – IP version 4, subnets, TCP, UDP, inter-router protocols, multicasting, IP version 6; security threats, Internet application security issues, firewalls, encryption, digital signatures, network management; and an understanding of non TCP/IP peer to peer networking protocols.

**INFS3608****Advanced Database Systems***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: INFS1602 and INFS1603*

This course provides students with an in-depth understanding of database application design and database management for large and small businesses; practical experience using formal database design methodologies in systems development; and an understanding of the technological issues of database systems in a modern IT infrastructure.

The main topics include advanced modelling of business applications, database logical design, normalisation through decomposition and synthesis, physical design, concurrency, security, and transaction management issues; contemporary issues of object-oriented databases, advanced database applications, multimedia databases, data warehousing, data mining, OLAP, and client/server design on the Internet.

**INFS3611****Design Workshop***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS2603*

This course consists of a real-life systems development project, conducted in a workshop environment. It provides practical experience in the application of object-oriented methods for the specification and design of commercial business systems. Requirements definitions, system specifications and logical designs are developed to a professional standard (using automated tools).

**INFS3618****Advanced Global Data Networks***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS2607 or INFS2617***Note/s:** Excluded INFS3606.

Strategic issues in telecommunications in business. Current and emerging technologies in data networking. Specification of corporate networks including local and wide area networks.

**INFS3621****Alternative System Design Methodologies***Staff Contact: School Office*

UOC3 HPW1.5 S1

*Prerequisite/s: INFS2603*

This course reviews current systems analysis methodologies, including the process-driven approach, data-driven approach, object-oriented approach and general approaches such as Soft Systems Methodology. It examines the foundations and philosophies, lifecycle stages and resource demands, applied modeling tools and beneficial applications of each approach.

**INFS3622****Distributed Application Design and Implementation***Staff Contact: School Office*

UOC3 HPW1.5 S1

*Prerequisite/s: INFS2603*

This course considers the design and implementation of distributed and client/server applications. Specific topics include the design, coding, testing and implementation of distributed applications; middleware (eg. CORBA) and its impact on the application design; and distributed computing environments.

**INFS3623****Multimedia Systems Design***Staff Contact: School Office*

UOC3 HPW1.5 S2

*Prerequisite/s: INFS2603*

This course teaches the cognitive principles, concepts and design techniques required in implementing multimedia information systems. Students also gain practical experience with the use of commercial multimedia design software.

**INFS3685****Electronic Commerce Management***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: INFS1602 and INFS1603*

This course has been designed to help students develop specific skills relating to the management and application of electronic commerce as well as an understanding of essential concepts and technologies. Topics include: types of electronic commerce; Internet and World Wide Web applications; security; payment systems; applications in the banking, retail and manufacturing industries; problems relating to implementations of electronic commerce; and essential concepts/technologies supporting electronic commerce.

**INFS3792****Industrial Training B***Staff Contact: School Office*

UOC9 HPW4.5 S2

*Prerequisite/s: INFS2603***Note/s:** Available only to BCom ISM (Co-Op) Students.

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.

**INFS4774****Information Systems Security***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: 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, Technology and Management.*

Reviews concepts, theory, methodologies and techniques discussed in IS security literature and practice. Includes: information systems security management, risk analysis and management, physical and logical security, database and telecommunications security, continuity planning, computer abuse, internet and electronic commerce, legal and social issues. Case studies will provide students with an understanding of computerised security techniques in practice.

**INFS4793****Industrial Training C***Staff Contact: School Office*

UOC9 HPW4.5 S1

*Prerequisite/s: INFS3604***Notes:** Available only to BCom ISM (Co-Op) Students.

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.

**INFS4795****Thesis Part A***Staff Contact: School Office*

UOC6 HPW n/a S1

**Notes:** Available only to Year 4 (Honours) students.

The thesis is undertaken during the Honours year. Students undertake directed research work in an approved area under the guidance of a member of the lecturing staff. This course represents the research literature section of the thesis.

**INFS4796****Thesis Part B***Staff Contact: School Office*

UOC18 HPW n/a S2

**Notes:** Available only to Year 4 (Honours) students.

The thesis is undertaken during the Honours year. Students undertake directed research work in an approved area under the guidance of a member of the lecturing staff. This course represents the submitted thesis.

**INFS4805****Information Systems Auditing***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS1602 and admission to BCom degree course at Honours level majoring in Information Systems plus approval from the Head of School of Information Systems, Technology and Management.*

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.

**INFS4810****Advanced Data Management***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: INFS1603, INFS2603. Admission to BCom degree course at Honours level majoring in Information Systems, plus approval of the Head of School of Information Systems, Technology and Management.*

The principle and practice of data administration in a large organisation. Design, redesign and tuning of database. Distributed databases and database management systems, including reliability, security and integrity of the database.

**INFS4811****Knowledge Management Systems and Technology***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS4857. Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.*

The objective of this course is to provide the student with an understanding of the business of managing the generation,

formulation, dissemination, retention, storage, measurement, application, distribution, archival and disposal of corporate knowledge. It considers various systems and technology supporting knowledge management. It also addresses knowledge discovery in databases and corporate data warehouses, by identifying understandable patterns in data.

**INFS4812****Software Engineering Management***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: INFS2603. Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.*

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.

**INFS4848****Information Systems Project Management***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS1602. Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.*

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 customisation, work packages, progress monitoring, risk evaluation, quality management, people skills, and negotiation skills. Case studies of and examples from software development projects will be used as illustrations.

**INFS4853****Information Systems Management***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s: INFS1602, INFS1603. Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.*

This course 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 course INFS4848/INFS5848 before this course.

**INFS4857****Information and Decision Technology***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.*

To examine - 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.

**INFS4886****Research Topics in Information Systems 1***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* Admission to BCom degree course at Honours level majoring in Information Systems.

The development of science. Alternative social science research methodologies – case study, normative, laboratory, field studies and field tests. The research process. Judgment in research. Statistical analysis of research data and interpretation of results. Writing the research report.

**INFS4887****Research Topics in Information Systems 2***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s:* Admission to BCom degree course at Honours level majoring in Information Systems.

The objective of this course is to enable the students of information systems research to carry out data analysis using statistical tools for empirical research. It examines both the theoretical aspects of scientific data and statistical analysis and introduces the student to a statistical data analysis package.

**INFS4891****Decision Support Systems***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602. Admission to BCom degree course at Honours level majoring in Information Systems plus approval by the Head of School of Information Systems, Technology and Management.

This course covers issues in the design, development and implementation of systems designed to support decision-making tasks in organizations. The course reviews models of individual and organizational decision-making and provides an overview of a number of existing and emerging techniques that support decision-making, such as, management science, statistics, expert systems, artificial intelligence, group decision-support systems, data warehousing and data mining. Methodologies for the development and implementation of DSS applications are discussed. Case studies describing organizational experiences with DSS applications will be discussed.

**INFS4893****Special Topic in Information Systems***Staff Contact: School Office*

UOC6 HPW3 S1 S2

*Prerequisite/s:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems, Technology and Management.

A specially assigned project, program or set of readings relating to information systems research.

## **Information Management (School of Information Systems, Technology and Management)**

**IMGT2701****Information Services and Resource Discovery***Staff Contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602

This course surveys the broad organisational, professional and personal contexts within which information needs occur and which shape the nature and format of the production of information. It examines the informational structure and content of domains, and the disciplines and fields which comprise them. The changes in communication practices that have occurred as a result of the creation of the Internet and the World Wide Web and the use of

other electronic technologies, such as CD-ROM are discussed with particular attention being given to changes in the nature of, and the distribution mechanisms for, research, scholarly and business information. A survey of the range, functionality and limitations of different kinds of available information sources and services includes statistical and other research data. The determinants of the individual and institutional values placed on information are studied along with the implication of these values for search behaviour and decisions about the use of information providers or intermediaries as opposed to end-user searching. Issues associated with how retrieved information can be managed are raised and the systems in general use for this purpose are examined. Also discussed are concept of value-adding and re-packaging of information; the nature of competitive intelligence and issues of potential liability for information provided.

**IMGT2702****Information, Knowledge and Society***Staff Contact: School Office*

UOC6 HPW3 S2

The problems of managing the enormous mass and variety of information are prominent features of the information society. The course canvasses the roles and functions of the various forms and formats of information, such as text, image and sound, in business, professional, academic and scientific practice, and in government administration. It examines how information in the form of social, legal and cultural products with economic, recreational and educational value is produced and consumed. It deals with the transformations that are occurring in the institutional arrangements society makes for managing access to information, through libraries, museums, archives and directly through the Web and the Internet. Issues related to the new technologies for communication and the relationship between knowledge, information and power are addressed.

**IMGT2703****The Role of Records in Organisations***Staff Contact: School Office*

UOC6 HPW3 S2

*Prerequisite/s:* INFS1602

This course provides an introduction to recordkeeping in the organisational context and examines the creation and management of records as important by-products of organisational activity. The records lifecycle and records continuum models are examined. The role of record keeping in achieving or impeding the effectiveness of public and private sector enterprises, in complying with laws and regulations, and in exploiting records and other key forms of documentation as strategic resources is discussed. The historical uses of records and archives as organisational epiphenomena emphasise the multifunctional roles they can play in corporate and societal memory.

**IMGT3701****Information Management and Organisation***Staff contact: School Office*

UOC6 HPW3 S1

*Prerequisite/s:* INFS1602 and INFS1603

The course provides an introduction to the methods used by libraries, museums, archives and other information service providers in the identification and management of information resources in their various formats, including traditional print and the new electronic formats. It examines description systems in physical and intellectual terms that are used to specify and uniquely identify the various formats and versions of these resources and the complex classification systems that are used to indicate subject content and function. The role of local, national and international standards, including metadata, in information storage and retrieval and in the design of information products is discussed. A user perspective to information management is taken.

**IMGT3702****Text Information Retrieval Systems***Staff Contact:* School Office

UOC6 HWP3 S2

This course introduces students to text information retrieval (IR); develops an understanding of the structure of text IR systems and an appreciation of how they differ from other Information Systems; provides an opportunity to apply principles of textual information organization by designing and creating a text-based database using IR systems packages; examines the effects of textual file structure on IR capabilities; provides online searching opportunities on a range of text databases using general and advanced IR principles; and introduces the tools and principles used in the performance evaluation of text databases.

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## **International Business (School of International Business)**

**IBUS1001****Communicating in Business***Staff Contact:* School Office

UOC6 HWP3 S1

This course aims at developing and extending students' capacity for thinking critically and communicating effectively in business and professional contexts. It examines the different modes and principles of communicating, and through workshop participation, explores topics such as language and communication, interpersonal communication, group communication, intercultural communication, verbal and non-verbal communication, critical thinking, effective listening, and reasoning and argument in communication.

**IBUS1002****Intercultural Business Communication***Staff Contact:* School Office

UOC6 HWP3 S2

With the internationalisation of the world economy, globalisation, multiculturalism, and the emergence of increasingly diverse local and global workforces, knowledge and understanding of cross cultural issues and competence in intercultural communication have become crucial. This course examines the notion of culture and its impact on intercultural business encounters. It identifies issues and skills essential for effective intercultural communication in country specific contexts. Topics include the nature and models of intercultural communication; contrasting cultural values and communication styles; acculturation and culture shock; communicating across global mindsets and universal systems; the challenge of communicating in a multicultural workforce; diversity in language and nonverbal communication; intercultural styles; and strategies for managing barriers to intercultural communication. Topics focusing on country specific information will also be included (e.g. Communicating in Japan; Communicating in the U.K.). Emphasis will be placed on a selection of Western, Asian/South East Asian, Middle Eastern, and South American countries, and will involve presentations by industry representatives and practitioners.

**IBUS2101****International Business and Multinational Enterprises***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON1102

The business challenge of globalisation and changing international political, economic, social and technological environments. Cultural differences and their impact on international business transactions and the management of international businesses. The evolution and development of multinational enterprises. Internationalisation of business activities including exporting, licensing, franchising, manufacturing, acquisitions, joint ventures and strategic alliances. Theories of the internationalisation process and foreign direct investment by multinational enterprises. Multinational business relations with governments and political risk.

**IBUS2102****Managing Across Cultures***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* ECON1102

The meaning and significance of national cultural differences in an international business context. Culture and the management of multinational enterprises. Problems of communicating across cultures and the management of cultural diversity. The development of multicultural teams. Leadership, motivation and decision-making in a global context. International business negotiations in Asia, Europe and the Americas. Issues in international business ethics. Expatriates and cross-cultural transition. The role of women in international business. Career development in multinational enterprises.

**IBUS2103****Japanese Business***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* 48 units of credit in Arts & Social Sciences, Law, Science or Commerce & Economics.

Recent Japanese business and economic performance; corporate strategy; organisational strategy and human resource management practices; impact of culture on management style and decision making; industrial organisation and business groups; corporate finance and governance; role of small and medium size enterprises quality control and just-in-time production; information structures in the Japanese firm; subcontracting and assembler-supplier relations; FDI and overseas production; human resource management transfer; government-business relations.

**IBUS2104****Korean Business***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* 48 units of credit in Arts & Social Sciences, Law, Science or Commerce & 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 procedures; business negotiations and; socio-cultural elements in business and management.

**IBUS2105****Chinese Business Enterprise***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* 48 units of credit in Arts & Social Sciences, Law, Science or Commerce & Economics.

An introduction to business and management in the People's Republic of China. The nature of Chinese business enterprise and the macroeconomic, legal, cultural and operational environment. Chinese business and management practices including 'guanxi' and business negotiations. Enterprise reform, enterprise finance and stock markets, accounting and taxation, foreign trade and internationalisation, and the management of foreign investment enterprises. Australian-Chinese business relations including trade and investment links.

**IBUS3101****International Business Strategy***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* IBUS2101, IBUS2102

The meaning and formulation of international business strategies including the process of setting objectives and making internationalisation decisions. Country location decisions and the choice of international market entry mode. Exporting and importing decisions. Foreign investment project evaluation. International business negotiations. Organising international operations and managing human resources across borders. Measuring and evaluating international business performance. The study of international business cases is a special feature of this course.

**IBUS3102****Asia-Pacific Business**

Staff Contact: School Office

UOC6 HPW3 S2

Prerequisite/s: IBUS2101

Comparative business development in the Asia-Pacific region. Multinational enterprises in the Asia-Pacific. Regional factors influencing business including governmental regulations and the development of ASEAN and APEC. Socio-cultural differences in the region and their impact. Comparative business and management systems across a selection of countries including analysis of China, Japan, Korea and Indonesia. Australian business in the Asia-Pacific region. Future prospects for Asia-Pacific business.

**Law (Faculty of Law)**

For details and descriptions of Law courses please consult the 2001 Faculty of Law Handbook.

**Management****(School of International Business and School of Industrial Relations & Organisational Behaviour)****MGMT1001****Fundamentals of Management**

Staff Contact: School Office (Industrial Relations)

UOC6 HPW3 WKS14 S1

Prerequisite: Nil

This course provides an introduction to the fundamental principles, practices, issues and debates associated with the management of public, business and third sector organisations. The frameworks, concepts and theories covered in the course are introduced to explain how managers deal with the diversity of issues faced in the effective management of contemporary organisations. The underpinning themes of the course centre on how managers can deal with the multiple demands of complex and turbulent environments, promote and sustain competitive advantage, manage changing social, political and technological factors inside and outside the organisation, ensure ethical and social responsibility, develop global organisations and manage diversity in the workforce. How management goes about its principal tasks of managing strategy, structures, people and systems are the key focus issues of the course. The main roles of modern management – planning, leading, innovating, organising, and controlling – are also examined. Topics include the emergence, evolution and structure of management; conceptions of managerial work; management fads, fashion and knowledge; the task and internal environment; regulating people; the nature of organising; change and innovation; decision-making; influence processes; power and politics; ethical issues and professionalism in management; performance management; control and planning; and current trends.

**MGMT1002****Managing Organisational Behaviour**

Staff Contact: School Office (Industrial Relations &amp; Organisational Behaviour)

UOC6 HPW3 WKS14 S2

Prerequisite: MGMT1001

Exclusion: IROB1712

This course provides a detailed analysis of macro and micro dimensions of organisational behaviour. It draws on the inter-disciplinary foundations of the theory and practice of organisational behaviour in the context of the management of public, private and third sector organisations. The course offers a critical introduction to the range of frameworks on organisational structures, processes and modes of organising. Central themes include power and resource dependence, the management of culture and meaning, the role of control, gender, social responsibility, organisational performance, and professional and ethical dimensions of management practice. Topics include: organisational design,

management environments, organisational learning, managing individuals, motivation, leadership, group and teamwork; decision-making, conflict and negotiations, organisational change. Case studies and exercises are used to illustrate organisational and behavioural issues.

**MGMT2001****Managing Innovation and Organisational Change**

Staff Contact: School Office (Industrial Relations &amp; Organisational Behaviour)

UOC6 HPW3 WKS14 S1

Prerequisite/s: MGMT1001, MGMT1002

Note: Not offered in 2001

This course examines the role of the innovation process in the management of organisations and change managing change. It explores the role of creativity in innovation and the nature and processes of organisational change. It focuses on technological, administrative and process innovation as well as contemporary techniques and procedures used to understand, initiate, plan and implement change. The course is shaped by contemporary concerns over the need to combine consistent structures for predictable and efficient operations and personnel employment, with flexibility and timely adaptability to respond to the environment. It adopts a critical perspective and uses a multi-disciplinary framework drawing on several disciplinary areas as they contribute to the theory and practice of innovation and change. Topics encompassed include: features of organisation design; types and phases of change; nonlinear dynamics; managerial and organisational cognition; interpretative systems and sense-making; culture and intervention for change; organisation development; techniques for process change. (eg TQM, business processes); the role of entrepreneurship, creativity, leadership and managerialism; and change agency. Case studies and exercises are used to explore central issues.

**MGMT2002****Managing Business Communication**

Staff Contact: School Office (International Business)

UOC6 HPW3 WKS14 S2

Prerequisite: MGMT1001

Exclusion: IBUS1001

Effective communication management, at both individual and organisational levels, is essential in business and professional contexts. This course facilitates understanding of how people manage their communication processes, considers 'best practice' for successful organisational communication, and provides opportunities for communication skills development and enhancement. Topics include the theories and principles of communication management; the dynamics of interpersonal communication; the significance of intercultural and international business communication; the use of language and non-verbal communication; managing communication in small groups and teams; communication in negotiations; creating communication networks; managing ethical issues in business communication; conducting communication audits and developing benchmarks; and strategies for improving organisational communication. The course also includes practical components for improving individual and small group communication.

**MGMT3001****Managing Business Strategy**

Staff Contact: School Office (International Business)

UOC6 HPW3 WKS14 S2

Prerequisite/s: MGMT1001, MGMT1002, MGMT2001, MGMT2002

Corequisite: MGMT2002

Note: Not offered in 2001

This course provides a detailed analysis of the latest developments in the theory and practice of strategic management. The course covers concepts of strategy; goals, values and performance including shareholder value and balanced scorecard approaches; analysis of the industry environment; analysis of resources and capabilities; organisational structure and management systems; analysis of competitive advantage; industry evolution; technology-based industries; vertical integration strategies; game theory and competitive behaviour; global strategies and multinational

enterprises; diversification strategy; managing the multibusiness corporation. Case studies are used to illustrate strategy making in practice by corporations from around the world.

## **Marketing (School of Marketing)**

### **MARK1012**

#### **Marketing Fundamentals**

*Staff Contact:* School Office

UOC6 HPW4 S2

*Prerequisite/s or Corequisite/s:* ACCT1501, ECON1101, ECON1202

Major concepts and theories relevant to the study and practice of marketing are introduced. Topics include the changing global marketplace, marketing processes and planning, the use of market research, an understanding of consumers and customers, decision-making and the marketing mix, market segmentation, positioning and product differentiation. This introductory subject prepares students for further study across the broad spectrum of product, service, consumer, business-to-business, industrial global and social marketing.

### **MARK2051**

#### **Consumer Behaviour**

*Staff Contact:* School Office

UOC6 HPW4 S1

*Prerequisite/s:* MARK1012

*Corequisite/s:* MARK2052

*Excluded:* MARK2032, MARK2042

The need for marketers to understand why consumers act as they do in the marketplace is the crux of this subject. Students are equipped with theoretical and conceptual knowledge of consumer behaviour, drawing heavily on both psychological and sociological viewpoints. This includes the psychology of individual decision-making and choice, patterns of behaviour exhibited by aggregate groups of consumers, and also the sociological and cultural influences on consumer attitudes and behaviour. This prepares students for making informed decisions about how to manage and respond to the needs and wants of consumers.

### **MARK2052**

#### **Marketing Research**

*Staff Contact:* School Office

UOC6 HPW4 S1

*Prerequisite/s:* MARK1012

*Corequisite/s:* MARK2051

The sources and types of marketing information relevant to marketing management are examined, with the aim of developing an informed analytical approach to the study of consumers and markets. Topics include problem definition, research design, questionnaire design, sampling, basic numeracy, analysis and interpretation of data, reporting, and also management control of research, including briefing, evaluation of proposals and the distinction between research results and marketing implications. The use of continuous research and new developments such as automated and interactive forms of data gathering are discussed as well.

### **MARK2053**

#### **Marketing Communications and Promotions Management**

*Staff Contact:* School Office

UOC6 HPW4 S2

*Prerequisite/s:* MARK2051

*Corequisite/s:* MARK2054

*Excluded:* MARK2042, MARK3063

The aim is to offer insights into the various decisions and principles that marketing managers have to consider when developing an overall communications and promotions strategy. Key topics are the promotional mix, the design, implementation and evaluation of communications strategies and the need to make use of both

creative and reasoning processes. An integrated approach is adopted, including an understanding of the role of media advertising, promotions, public relations, direct marketing and new interactive media. The course builds on knowledge of consumer behaviour and the analytical skills of marketing research.

### **MARK2054**

#### **Market Analysis**

*Staff Contact:* School Office

UOC6 HPW4 S2

*Prerequisite/s:* MARK2052

*Corequisite/s:* MARK2053

*Excluded:* MARK3022

This course links the analytical material of MARK2052 with practical issues in marketing management, including the analysis of competitive markets, product positioning, strategic analysis, demand forecasting, and financial and budgetary aspects. The subject is practical and data driven, with students exposed to specific tools and techniques using computer-based software. The importance to contemporary business of numeracy, problem-solving, measurement and analysis is a central theme, and is explored through exercises and tutorials.

### **MARK3071**

#### **International and Global Marketing**

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK1012

*Excluded:* MARK3043

The purpose of this course is to develop a thorough appreciation of the international aspects of contemporary marketing. Topics include: conceptual and environmental aspects of international marketing; market entry strategies; managing marketing across borders; globalisation strategies, including global branding; developing practical marketing strategies for different world markets; how marketing theory needs to be adjusted or extended for application in an international setting. Skills will be acquired through case analysis, teamwork and creative problem-solving.

### **MARK3072**

#### **Advanced Consumer Behaviour**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK2051, MARK2052

The principles covered in MARK2051 are explored in a deeper and more questioning way. Content is focused on critical issues in consumer behaviour thought and practice, including an understanding of consumer choice processes, the effects of experience and learning, attitude formation, social networks and their impact on consumption, segmentation, brand management and communications processes. Issues are explored through theoretical frameworks, market research, experiments and detailed case studies.

### **MARK3081**

#### **Distribution and Service Management**

*Staff Contact:* School Office

UOC6 HPW4 S1

*Prerequisite/s:* MARK2053, MARK2054

*Excluded:* MARK3053

A two-part course where the focus is on the delivery of goods and services to customers. Distribution themes include: the importance of product and service availability; the creation and management of appropriate service, retail and wholesale assortments; the management of stock levels; the design, coordination and assessment of direct, indirect, independent and integrated distribution channels and channel networks. Service management themes include: relationship marketing with key customers; the measurement and management of customer satisfaction and service quality; handling customer complaints and service recovery; managing fluctuating demand and physical capacity in services and channels of distribution.

**MARK3082****Strategic Marketing Management***Staff Contact:* School Office

UOC6 HPW4 S2

*Prerequisite/s:* MARK2054, MARK3081*Excluded:* MARK3083, MARK3093

A course that integrates knowledge of market analysis with strategic business considerations, to achieve superior performance in sales growth, market share and profit contribution. Topics include: business definition, organisational strategy, and corporate policy; competitive and life-cycle strategies at the level of the business unit; portfolio analysis, diversification, and differentiation; social, ethical, technological, legal and global issues as they impact on marketing performance. Students draw on materials from all previous marketing courses and practical case studies.

**MARK3091****New Product and New Service Development***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK1012, MARK2051, MARK2052

A course focused on how to develop a business plan for a new product or service launch, having diagnosed a market opportunity. This involves an understanding of product-based competition and an appreciation of strategic options available to firms that are adept at development. Themes include: NPD processes, from setting a strategic framework for the development effort through to monitoring post-launch success; methods of market research and the use of analytical approaches such as perceptual mapping, benefit segmentation, trends unbundling and morphological analysis; screening and ranking processes to set priorities for development; converting concepts into prototypes; developing strategies and plans for the commercial launch. Some exercises may require flexibility with the timing of classes.

**MARK3092****Brand Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK2053, MARK2054*Excluded:* MARK3073

What brands are, how they are created and managed, and how they add value to consumers and the firm. Topics include: the importance of product, service and corporate brands; how awareness, loyalty, perceived quality, design, legal protection, and the name itself combine to produce brand equity; how these dimensions are tested, measured and valued; strategies and tactics for maintaining and reviving brands; multi-brand portfolios, extensions, and brand architectures; brands as a driving force for standardisation and globalisation. Detailed case analysis is an integral part of the subject and this may require flexibility with the timing of classes.

**MARK3094****Marketing Implementation***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK2054, MARK3081

A course designed to help make the transition into the workplace. Problem-based learning is used to explore a range of complex situations where students are required to apply existing marketing knowledge and skills in an integrated manner. Typical themes include: marketing orientation, and market-led internal change, action planning and project management; working and negotiating with suppliers, buyers, agents and clients; managing the interface with other key functional areas such as finance, human resources, sales and production; organisational culture, teamwork and interpersonal relationships in the workplace. A workshop format is adopted and this may require flexibility with the timing of classes.

**MARK3095****Marketing Engineering***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK2052, MARK2054, MARK3081

Many sophisticated marketing tools are needed to deal with the vast quantities and variety of information coming before marketing managers today. This course looks at a comprehensive set of decision-making tools to help formalise, analyse and interpret information. This provides a strong link between the task of gathering market data and that of marketing management. Students develop skills in how to incorporate marketing information into daily managerial decision-making (such as decisions about new products, advertising and communications, the sales-force and channels, pricing and sales promotion) and into annual strategic reviews (involving questions of targeting, positioning, resource allocation and budgeting). Some exercises lend themselves to a workshop format and this may require flexibility with the timing of classes.

**MARK7204****Thesis (Marketing)***Staff Contact:* School Office

UOC12 HPW4 S3

*Prerequisite/s:* Approval by Head of School and admission to BCom Honours in Marketing.**MARK7210****Business Research Methods in Marketing***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW2 S1

*Prerequisite/s:* Approval from Head of School and admission to BCom Honours in Marketing.

The research process - project management and research planning. The role of academic research and published material in the process of advancing marketing thought and knowledge. How to read, critique and prepare research proposals. Asking meaningful research questions: inductive and deductive approaches. Conjectures, propositions and hypotheses. Questions of proof, validity, reliability, robustness, representativeness, generalisability, scope, meta-analysis and marketing knowledge. The role of mediating and moderator variables. Preparing research designs to minimise error and bias. Formal research processes in specific analytical areas (such as Marketing Science, Economics Theory, and Consumer Psychology). The art of the solvable. Using this knowledge to write viable research plans.

**MARK7211****Research Seminar in Marketing***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW2 S1

*Prerequisite/s:* Approval from Head of School and admission to BCom Honours in Marketing.

A study and critique of seminal published papers in selected marketing topics relevant to the interests of research students. Emphasis will be on appreciating the present state of knowledge, and considering future opportunities. Special attention will be given to the knowledge base in various substantive areas (for instance, international marketing, services marketing and service quality, brand management, and relationship marketing). The focus will be on understanding the empirical significance of each article, and its positioning, methodology and analytical approach. Also studied will be the writing and communication style - including the uses and abuses of narratives, tables, graphs and equations. Preparation of a conceptual journal article of a refereed standard will enable these ideas and concepts to be implemented.

**MARK7212****Advanced Quantitative Methods in Marketing***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW2 S2

*Prerequisite/s:* Approval from Head of School and admission to BCom Honours in Marketing.

Extension of the knowledge of elementary statistics into the area of multivariate statistics, with special attention to the underlying theory and assumptions of the methods used. Discussion of multiple regression and multiple correlation, multivariate analysis of variance, discriminant and logit analysis, conjoint analysis, factor and correspondence analysis, and structural equation modelling. Hands-on practical sessions will enable participants to implement these tools, techniques and methods in the context of specific Marketing applications.

### **MARK7213**

#### **Contemporary Research Methods in Marketing**

*Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW2 S2

*Prerequisite/s:* Approval from Head of School and admission to BCom Honours in Marketing.

The Marketing discipline - its origin, development and future direction. The use of different methods to examine research questions - quantitative, experimental, qualitative, and ethnographic approaches. Advanced survey-based methods. Experimental approaches to research in marketing, including experimental designs and analysis of variance. Consideration of non-quantitative methods - notably qualitative methods, in-depth interviews, case-study analysis, anthropological and ethnographic approaches, cross-cultural studies and phenomenological work. Post-modernist methods of enquiry.

### **Science (Faculty of Science and Technology/Faculty of Life Sciences)**

For details and descriptions of Science courses please consult the 2001 Science Handbook.

## **Tourism and Hospitality Management (School of Marketing)**

### **TAHM1666**

#### **Tourism and Hospitality Operational Studies 1**

*Staff Contact:* School Office

UOC6 HPW6 S1

*Prerequisite/s:* Admission to degree program 3571

*Excluded:* HOSP1999

This course provides theoretical and practical training in food and beverage operations, hotel and front office operations and interpersonal communication skills. The training takes place at an accredited hospitality and tourism training college and prepares students for the program requirement of 750 hours of industry employment in stages 2, 3 and 4.

### **TAHM1777**

#### **Tourism and Hospitality Operational Studies 2**

*Staff Contact:* School Office

UOC6 HPW6 S2

*Prerequisite/s:* TAHM1666

*Excluded:* HOSP1999

This course provides theoretical and practical training in food and beverage management, food production or meetings and events, and management principles. The training takes place at an accredited hospitality and tourism training college and prepares students for the program requirement of 750 hours of industry employment in stages 2, 3 and 4.

### **TAHM2001**

#### **Tourism Policy and Planning 1**

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK1012

*Excluded:* HOSP2010

This course provides a grounding in the fundamental strategic and managerial components of the tourism and hospitality industry, and

analyses the characteristics of key industry segments. Strategic, managerial and policy issues are analysed and evaluated. Topics include: structural frameworks of the industry, legislative frameworks, environmental and market frameworks, transport, lodging, events and attractions, and special interests tourism.

### **TAHM2002**

#### **Tourism Marketing**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* TAHM2001

*Excluded:* HOSP3011

This course examines the marketing context of tourism and hospitality. Major topics include: marketing of public and private sector tourism products and destinations; global dimensions of tourism; strategic destination marketing; consumer decision processes; strategic marketing systems of multinational tourism companies. The course includes seminars with industry executives and field trips.

### **TAHM2888**

#### **Applied Tourism & Hospitality Management 1**

*Staff Contact:* School Office

UOC6 HPW0 S2

*Prerequisite/s:* TAHM1777

*Excluded:* HOSP2999

This course complements the theory and operational training gained in stage 1 with a period of at least 250 hours of industry employment in the summer vacation at the end of that year.

### **TAHM3001**

#### **Legal Aspects of Tourism**

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* TAHM2002

*Excluded:* HOSP3010

This course examines the legal foundations of commerce in the tourism and hospitality industry. Topics include: national and international laws relating to tourism; legal environment of facilities, agents and operators; interaction of community and developer needs, consumer rights, and the implication of national and international regulations governing the sale and supply of hospitality services including food.

### **TAHM3002**

#### **Tourism and Hospitality Operations Management**

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* TAHM2002

*Excluded:* HOSP3012

This course examines the competitive operational methods that tourism and hospitality businesses use to achieve their strategic goals. Topics include: environmental scanning; identifying forces driving change; choosing competitive methods; portfolios of products and services; competitive advantage; core competencies as competitive methods; managing service quality; globalisation, multinationals and corporate strategies.

### **TAHM3003**

#### **Tourism Policy and Planning 2**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* TAHM3002

This course analyses the institutional, financial, regulatory, legal and industrial environment of tourism and hospitality, and the strategic relationships between investors, developers, operators and regulators within it. Resulting policy and investment planning issues are analysed and evaluated.

**TAHM3004****Managing People in the Tourism and Hospitality Industry***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* TAHM3002*Excluded:* HOSP4014

This course examines the management of employees in hospitality and tourism operations. It uses human resources, organisational development and services marketing frameworks to understand contemporary and future employment in these sectors. Topics include: recruiting and selection; training and development; leadership; teamwork; stress management and managing turnover; corporate culture and climate; performance evaluation and career pathing.

**TAHM3888****Applied Tourism and Hospitality Management 2***Staff Contact:* School Office

UOC6 HPW0 S2

*Prerequisite/s:* TAHM2888*Excluded:* HOSP2999

This course complements the theory and operational training gained in stage 2 with a period of at least 250 hours of industry employment in the summer vacation at the conclusion of that stage.

**TAHM4001****Tourism and Hospitality Facilities Management***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* TAHM3004*Excluded:* HOSP4015

This course examines the development, design and management of hospitality facilities products in response to market and environmental needs. Topics include: management of project teams, management of the facility development cycle, competitor analysis, business synthesis and analysis, history of hospitality facilities, hospitality architecture and interior design, design of hotels, resorts and restaurants, and environmental management in hospitality facilities.

**TAHM4002****Project Report in Tourism and Hospitality***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* TAHM3004

This course builds on the theoretical principles of marketing research in an original, investigative project in tourism and hospitality policy or management.

**TAHM4003****Strategic Management in Tourism and Hospitality***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* TAHM4001*Excluded:* HOSP4004

This course examines the practical application of tourism and hospitality policy and planning to the operation of major tourist and hospitality segments and key organisations within those segments. The course involves experiential learning with industry executives in workshops and seminars, debating current issues.

**TAHM4888****Applied Tourism and Hospitality Management 3***Staff Contact:* School Office

UOC6 HPW0 S2

*Prerequisite/s:* TAHM3888*Excluded:* HOSP3999

This course complements the theory and operational training gained in stage 3 with a period of at least 250 hours of industry employment in the summer vacation.

**Modern Languages****(Faculty of Arts and Social Sciences)****Chinese Studies**

Undergraduate courses in Chinese language and studies are offered in three streams: Stream A (Beginners with no knowledge of written or spoken Mandarin or any Chinese Dialects), Stream B (Beginners in Mandarin with limited knowledge of Chinese Dialects), and Stream C (HSC Chinese 2/3 units or equivalent).

In order to count Chinese as a major sequence, students must complete 42 units of credit in Chinese language and Chinese studies courses.

Intending Honours students are required to complete two additional courses (CHIN3300 and CHIN3301) during their second and third year of study.

**Note:** Students should note that a Pass Conceded (PC) in a language course does not allow progression into upper level language courses.

**Major Sequences****A Stream (Beginners with no knowledge of written or spoken Mandarin or any Chinese Dialects) – 42 units of credit**

<b>Year 1</b>	<b>UOC</b>
CHIN1006	6
CHIN1007	6

**Year 2**

CHIN2006	6
CHIN2007	6

**Year 3**

CHIN3006	6
CHIN3007	6
CHIN3018 or	
CHIN3019	6

**B Stream (Beginners in Mandarin with limited knowledge of Chinese Dialects) – 42 units of credit**

<b>Year 1</b>	<b>UOC</b>
CHIN1106	6
CHIN1107	6

**Year 2**

CHIN2106	6
CHIN2107	6

**Year 3**

CHIN3106	6
CHIN3107	6
CHIN3018 or	
CHIN3019 or	
CHIN2210 or	
CHIN2211	6

**C Stream (HSC Chinese or equivalent) – 42 units of credit**

<b>Year 1</b>	<b>UOC</b>
CHIN1206	6
CHIN1207	6

**Year 2 and Year 3**

Students must complete 5 out of the following options over two years, including at least one Chinese Studies option taught in English.

CHIN2210	6
CHIN2211	6
CHIN2220	6
CHIN2221	6
CHIN2301	6
CHIN2302	6
CHIN2310	6
CHIN2400	6
CHIN2500	6

CHIN2800 6  
CHIN2801 6

#### Pre-honours courses

**Year 2 and/or Year 3**  
CHIN3300 6  
CHIN3301 6

#### Level 1

All students enrolling in first year Chinese must first consult with the course coordinators regarding the entry level most appropriate for them. The Department's decision regarding placement of students is final.

#### CHIN1006

##### Introductory Chinese A1 (Complete Beginners)

*Staff Contact:* Dr Fang  
UOC6 HPW6 S1

This is an integrated Standard Modern Chinese language skills program for beginners without any knowledge of Chinese which combines listening, speaking, reading and writing. The emphasis is on the development of communicative language competence. The course includes an introduction to Chinese culture and civilisation.

#### CHIN1007

##### Introductory Chinese A2

*Staff Contact:* Dr Teri Silvio  
UOC6 HPW6 S2  
*Prerequisite/s:* CHIN1006

Further consolidation and development of language skills acquired in CHIN1006.

#### CHIN1106

##### Introductory Chinese B1 (Speakers of Other Dialects)

*Staff Contact:* Mr Philip Lee  
UOC6 HPW5 S1

*Note/s:* Excluded HSC Chinese or equivalent.

Designed for students who have a rudimentary knowledge of the Chinese language or are speakers of dialects other than Standard Modern Chinese. The course includes an introduction to Chinese culture and civilisation.

#### CHIN1107

##### Introductory Chinese B2 (Speakers of Other Dialects)

*Staff Contact:* Mr Philip Lee  
UOC6 HPW5 S2  
*Prerequisite/s:* CHIN1106

Further consolidation and development of language skills acquired in CHIN1106.

#### CHIN1206

##### Introductory Chinese C1

*Staff Contact:* Dr Fang  
UOC6 HPW5 S1

*Assumed Knowledge:* HSC Chinese or equivalent.

*Note/s:* Enrolment is subject to the result of a language proficiency test.

Designed for students with some proficiency in Standard Modern Chinese. It aims at advancing students' competence in Chinese and English so as to prepare them for professional translation and interpreting. Includes a functional writing component, a public-speaking component, a tutorial component as well as an introduction to Chinese culture and civilisation.

#### CHIN1207

##### Introductory Chinese C2

*Staff Contact:* Dr Fang  
UOC6 HPW5 S2  
*Prerequisite/s:* CHIN1206

Further consolidation and development of language skills acquired in CHIN1206.

#### Upper Level

##### CHIN2006

##### Intermediate Chinese Language A1

*Staff Contact:* Dr Fang  
UOC6 HPW5 S1  
*Prerequisite/s:* CHIN1000 or CHIN1007  
*Note/s:* Excluded HSC Chinese.

Designed for students who have acquired a basic level of spoken Chinese and a working knowledge of up to six hundred characters in CHIN1006 and CHIN1007. The language component of 4 hours per week combines thought provoking conversation topics with a communicative approach and aids to consolidate written skills. The cultural component of 1 hour per week complements the language components by providing three options from which students have to choose one during the session. These options are Chinese Literature in Translation, Calligraphy, and the non-language option Social and Cultural Change in Contemporary China. One non-language option in either Year 2 or Year 3 is obligatory.

##### CHIN2007

##### Intermediate Chinese Language A2

*Staff Contact:* Dr Fang  
UOC6 HPW5 S2  
*Prerequisite/s:* CHIN2006  
*Note/s:* Excluded HSC Chinese.

A continuation of CHIN2006. The language component of 4 hours per week is complemented by the cultural component of 1 hour per week. The cultural component of 1 hour per week complements the language components by providing three options from which students have to choose one. These options are Introduction to Classical Chinese, Calligraphy, and the non-language option China and the World. One non-language option in either Year 2 or Year 3 is obligatory.

##### CHIN2106

##### Intermediate Chinese Language B1

*Staff Contact:* Mr Philip Lee  
UOC6 HPW4.5 S1  
*Prerequisite/s:* CHIN1001 or CHIN1107  
*Excluded:* CHIN2001, CHIN2105, CHIN2110

This course includes comparative language study based on Chinese and Australian topics. Emphasis is given to both oral and writing skills. The language component of 3.5 hours per week is complemented by the cultural component of 1 hour per week for which students have to choose one of three options. These options are Chinese Literature in Translation, Calligraphy, and the non-language option Social and Cultural Change in Contemporary China. One non-language option in either Year 2 or Year 3 is obligatory.

##### CHIN2107

##### Intermediate Chinese Language B2

*Staff Contact:* Mr Philip Lee  
UOC6 HPW4.5 S2  
*Prerequisite/s:* CHIN2106  
*Excluded:* CHIN2001, CHIN2105, CHIN2110

A continuation of CHIN2106. The language component of 3.5 hours per week is complemented by a cultural component of 1 hour per week for which students have to choose one of three options. These options are Classical Chinese, Calligraphy, and the non-language option China and the World. One non-language option in either Year 2 or 3 is obligatory.

##### CHIN2210

##### Chinese English Translation

*Staff Contact:* Mr Zhong  
UOC6 HPW3 S1 S2  
*Prerequisite/s:* CHIN1100 or CHIN1207  
*Excluded:* CHIN2100

Uses authentic texts to help students acquire advanced skills of translating from Chinese into English and vice versa. Techniques for analysing and rendering texts of different styles and degrees of complexity will also be examined.

**CHIN2211****Interpreting Between Chinese and English***Staff Contact:* Mr Zhong

UOC6 HPW3 S1 S2

*Prerequisite/s:* CHIN1100 or CHIN1207;*Excluded:* CHIN3100.

Specialises in two-way interpreting in various contexts including business, law, social welfare, health and public relations. The emphasis is on enhancing linguistic competence and cultural awareness while at the same time conveying professional knowledge and skills.

**CHIN2220****Contemporary Chinese Literature***Staff Contact:* Dr Teri Silvio

UOC6 HPW3 S1

*Prerequisite/s:* CHIN1100 or CHIN1207*Excluded:* CHIN3020

Offers an overview of contemporary Chinese literature from 1949 to the present. It covers different genres such as short stories, prose and poetry as well as literary criticism.

**CHIN2221****Classical Chinese Literature***Staff Contact:* Dr Von Kowallis

UOC6 HPW3 S2

*Prerequisite/s:* CHIN1100 or CHIN1207

The ability to read classical Chinese or wényán is essential for a thorough understanding of Chinese language, history and culture because, after all, the main corpus of literature on these topics is written in classical Chinese. This course presents to students an overview of China's literary tradition, focusing, in particular, on literary techniques used in a variety of text types such as poetry, essays, fiction and drama.

**CHIN2301****Social and Cultural Change in Contemporary China***Staff Contact:* Dr Teri Silvio

UOC6 HPW3 S1

*Prerequisite/s:* 36 units of credit*Note/s:* The course will be taught in English.

Examines the changes in social structure brought about by post-Mao economic reforms, and how Chinese people are reflecting on these rapid transformations through contemporary popular culture. Topics include: the increasing disparity between urban and rural life, changing class structures, the single child family policy, the emergence of consumer culture, and the emergence of new social identities.

**CHIN2302****Chinese Cinema***Staff Contact:* Dr Von Kowallis

UOC6 HPW3 S1

*Prerequisite/s:* 36 units of credit

Since the mid-1980s, films from China have received critical acclaim in many circles and substantial scholarly response, both from within and outside Chinese Studies. This course analyses significant feature and documentary films from China, beginning with examples of the cinema of the 1930s and 1940s, and highlights from the cinema of the hard-line Communist period. Examines examples from the ideological thaw in the late 1970s, the New Wave films of the 1980s and several avant-garde films from the 1990s.

**CHIN2303****Chinese Gender Formations and Identities***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* 36 units of credit*Note/s:* The course will be taught in English.

Introduces students to some of the key issues in Chinese gender studies. Examines how Chinese concepts of masculinity and femininity have been created and transformed, both through social structures and institutions (eg family, state, economy) and through literature,

film, and popular culture. A major focus is on the interaction between gender and other identity categories such as class, ethnicity, and sexuality.

**CHIN2310****Along the Silk Road: Conquerors, Traders and Explorers***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S2

*Prerequisite/s:* 36 units of credit

Introduces students to the many cultural influences, which contributed to the formation of the ancient world along the 'Silk Road'. The 'Silk Road' has been the link between the great civilisations of Europe and Asia. Travelled by conquerors, missionaries, traders and explorers, the 'Silk Road' carried ideas, religion, arts, technologies, cuisines and diseases, as well as silk and trade goods of all descriptions.

**CHIN2400****China Imagined and Perceived***Staff Contact:* Dr Von Kowallis

UOC6 HPW3 S2

*Prerequisite/s:* 36 units of credit*Note/s:* The course will be taught in English.

Through texts of literature, philosophy, literary and cultural criticism and theory, supplemented by films of both Chinese and Western origin, this course examines how the Chinese depict themselves and how they are imagined/portrayed by other cultures.

**CHIN2500****Advanced Chinese Business Language***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S1

*Prerequisite/s:* CHIN1207

Introduces students to the language requirements for business and management in China through project work on Chinese language management case studies. We will discuss and analyse a number of case studies and students will do project work and prepare presentations based on these cases.

**CHIN2501****Chinese Business Enterprise***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* 48 units of credit in Arts & Social Sciences, Law, Science or Commerce & Economics*Excluded:* IBUS2105

An introduction to business and management in the People's Republic of China. The course covers China's macro-economic and micro-economic environment, including enterprise reform, enterprise finance and stock markets, accounting and taxation, foreign trade and internationalisation, and the management of foreign invested enterprises. The nature of Chinese business enterprises and management practices will be covered in detail, as well as Australian-Chinese business relations, including trade and investment links.

**CHIN2800****Cantonese Phonology***Staff Contact:* Mr Philip Lee

UOC6 HPW3 S1

*Prerequisite/s:* CHIN1207*Note/s:* Excludes Cantonese speakers.

This course introduces Cantonese phonology to Mandarin speakers who have completed the first-year courses.

**CHIN3006****Advanced Chinese A1***Staff Contact:* Dr Fang

UOC6 HPW3 S1

*Prerequisite/s:* CHIN2000 or CHIN2005 or CHIN2007*Excluded:* CHIN3000

This course aims to further develop students communicative competence in Chinese to a level at which they can discuss contemporary social, cultural and intellectual issues. A wide range of texts and authentic materials from Chinese media are studied.

**CHIN3007****Advanced Chinese A2***Staff Contact:* Dr Fang

UOC6 HPW3 S2

*Prerequisite/s:* CHIN3006*Excluded:* CHIN3000

Further consolidation and development of language skills acquired in CHIN3006.

**CHIN3018****Chinese Culture and Communication 1 (Advanced)***Staff Contact:* Dr Fang

UOC6 HPW3 S1

*Prerequisite/s:* 12 units of credit in CHIN20## or CHIN21## courses*Excluded:* CHIN3008, CHIN3009

This course complements the core courses CHIN3006/3007 and CHIN3106/3107 by providing four options from which students choose three during the session. Options are Calligraphy, Newspaper Chinese, HSK Exam Preparation Class, and Social and Cultural Change in Contemporary China. One non-language option in either Year 2 or 3 is obligatory.

**CHIN3019****Chinese Culture and Communication 2 (Advanced)***Staff Contact:* Dr Fang

UOC6 HPW3 S2

*Prerequisite/s:* 12 units of credit in CHIN20## or CHIN21## courses*Excluded:* CHIN3008, CHIN3009

This course complements the core courses CHIN3006/3007 and CHIN3106/3107 by providing four options from which students choose three during the session. Options are Calligraphy (repeat), Newspaper Chinese, Professional Chinese, and the non-language offering China and the World. One non-language option in either Year 2 or 3 is obligatory.

**CHIN3106****Advanced Chinese Language B1***Staff Contact:* Mr Zhong

UOC6 HPW3 S1

*Prerequisite/s:* CHIN2001 or CHIN2105 or CHIN2107*Excluded:* CHIN3001

Covers a wide range of texts and sources from Chinese media through the study of which students will familiarise themselves with contemporary Chinese language usage. Students will also gain practice in preparing written and oral presentations, including computer-based presentations, on the topics covered.

**CHIN3107****Advanced Chinese Language B2***Staff Contact:* Mr Zhong

UOC6 HPW3 S2

*Prerequisite/s:* CHIN3106*Excluded:* CHIN3001

Further consolidation and development of language skills acquired in CHIN3106.

**Honours prerequisites****CHIN3900****Advanced Chinese Studies***Staff Contact:* School Office

UOC6 HPW3

Examines the major issues and questions that have informed research on China by classical sinologists and contemporary China scholars. Topics include Chinese Literature, Cultural and Gender Studies, Chinese Linguistics, Provincial Studies and Socio-economical issues. Students will become acquainted with the major authors and their contributions to the field. This is one of two courses designed primarily for intending Honours students who want to prepare themselves for the research work involved in a BA (Honours) degree in Chinese or Asian Studies.

**CHIN3901****Research Methods in Chinese Studies***Staff Contact:* School Office

UOC6 HPW3

Familiarises students with the research tools and methods available for research in Chinese Studies, including Chinese Literature, Cultural and Gender Studies, Chinese Linguistics, Provincial Studies and Socio-economical issues. This is one of two courses designed primarily for intending Honours students who want to prepare themselves for the research work involved in a BA (Honours) degree in Chinese or Asian Studies.

**French**

Courses offered by the Department at undergraduate level are made up of studies in the following areas: Language and Linguistics, Literature and Thought, French Culture and Society and Francophone Studies.

*Language and Linguistics.* In language courses, the emphasis is on helping students to acquire a command of modern French, and French is the language of instruction. Course content integrates the various linguistic skills of understanding, speaking, reading and writing, through programs involving techniques such as group work, role play, and video. In some courses language learning is assisted by computer-based activities and the internet. Upper Level language options focus on language analysis with practical work, corrective phonetics, or linguistics. All core language courses also involve comparative cultural studies.

*French Literature and Thought.* Training is given from Year 1 onwards in the techniques of literary analysis and criticism through the close study of individual texts, and in various methodological approaches to literature. Periods studied range from the 18th century to the present day. These courses also examine the relationship between literature and social history or literary theory. Here again, French is the language of instruction.

*French Culture and Society.* Courses in this section treat the culture and society both of France and of the French speaking world. Although literary texts are sometimes studied, courses in this category mostly use non-literary and media material and concentrate on a particular socio-historical context. Here again, French is the language of instruction.

Students are invited to collect from the main office of the School of Modern Language Studies (Morven Brown Room 258) the French Handbook, containing course descriptions, book lists, sequence of courses and general information about the Department. Students should also consult the Department noticeboards for all information relating to first meetings, prior to the commencement of the academic year.

**Note:**

- (a) Students should note that a Pass Conceded (PC) in a language course does not allow progression to higher level language courses.
- (b) Teaching at all levels is normally done in French, and in most courses all assessment tasks are performed in French. However the Department sometimes offers courses which are taught and assessed in English; these are open to all students with Upper Level status in the Faculty of Arts and Social Sciences or equivalent. (See below at Upper Level, Options.)

**Major Sequence**

**1. Units:** At least 42 units of credit, including 12 Level 1 units of credit.

**2. Core Requirements:** For D stream students, the major must include FREN1030.

For C stream students, the major must include FREN2030.

For B stream students, the major must include FREN3011. In certain cases approval may be given to replace FREN3011 with FREN2030 (see note below at Upper Level, Core Courses).

For A stream students, the major must include FREN3004 plus 1 Upper Level option (see below at Upper Level, Options).

**3. Courses in English:** Students may count towards their French major a maximum of 6 units of credit obtained in courses taught in English offered either in the School of Modern Language Studies, or, as approved by the Head of Department, in other Schools or Programs (European Studies or Linguistics courses are particularly recommended).

## Assessment

Most classes are of seminar and tutorial type and most teaching is conducted in French. In core language courses, students are expected to attain a prescribed proficiency level in each of the major skills, and to satisfy all other assessment required throughout the year. In other courses, assessment is continuous and, depending on the course, is based on some combination of class tests, written or oral exposés, essays, or weekly assignments.

## The French Society

All students enrolled in French courses are automatically members of the French Society. The main aim of the French Society is to afford students the opportunity of expressing their interests in French language and culture. This is done through a wide range of activities, both cultural (video club, plays, singing group, student newsletter) and social (wine and cheese gatherings, dinners, outings). Possibilities for enjoying French language and culture are endless but depend on the initiative and motivation of students of the Department.

## Further Details

Students should note that detailed descriptions of the courses listed below, including information regarding set textbooks and recommended reading, together with timetables and much other general information, are contained in the Department of French Handbook, which is available free of charge from the School Office.

## Level 1

Entry to Year 1 is available to students of all proficiency levels in French, from complete beginners to French native speakers. To accommodate such differing backgrounds at various levels, four streams are offered:

**1. A stream** – FREN1001/FREN1002 French 1A Introductory French, taught during the normal academic year; or FREN1100 French 1A Introductory French (Intensive Mode), taught during the summer recess. Both these courses are designed for students with little or no knowledge of French.

**2. B stream** – FREN1011/FREN1012 French 1B Intermediate French, designed for students with some knowledge of French (eg HSC 2 unit French or HSC 2 unit Z French).

**3. C stream** – FREN1021/FREN1022 French 1C Language and Culture, designed for students with a good knowledge of French (eg HSC 2 unit French at percentile range 81–100 or HSC 3 unit French at percentile range 51–100).

**4. D stream** – FREN1030 French 1D Language (6 UOC) plus FREN1221/FREN1222 French Literature and Society (6 UOC), designed for Francophone students with a Baccalauréat or equivalent qualifications.

Students wishing to take French in Year 1 should enrol in the course which seems appropriate to their qualifications. This enrolment is to be regarded as provisional. Final streaming is determined by the Department after a language test. All students are required to sit the test.

In order to pass core language courses, students must attain the prescribed proficiency level in each major skill, as well as satisfying all other assessment requirements.

## Level 1

### FREN1001

#### French 1A Introductory French 1

*Staff Contact:* Dr Caroline Sheaffer-Jones  
UOC6 HPW6 S1

**Note/s:** Excludes students qualified to enter FREN1011, FREN1021, FREN1023 or FREN1030.

Designed for students who have little or no knowledge of French. The most recent methods are used to give students a sound basis in spoken and written French. The course also includes an introduction to contemporary French culture, and a graded reading program. All teaching is by tutorial groups. In addition to the 5 hours per week of scheduled classes, students must follow a program of work in the language laboratory (1 hpw).

### FREN1002

#### French 1A Introductory French 2

*Staff Contact:* Dr Caroline Sheaffer-Jones  
UOC6 HPW6 S2

**Prerequisite/s:** FREN1001

A continuation of FREN1001. The most recent methods are used to give students a sound basis in spoken and written French. The course also includes an introduction to contemporary French culture, and a graded reading program. All teaching is by tutorial groups. In addition to the 5 hours per week of scheduled classes, students must follow a program of work in the language laboratory (1 hpw).

### FREN1011

#### French 1B: Intermediate French 1

*Staff Contact:* Mrs Joelle Battestini-Newman  
UOC6 HPW5 S1

**Assumed Knowledge:** Some knowledge of French (eg HSC 2 unit French or HSC 2 unit Z French).

**Note/s:** Excludes students qualified to enter FREN1001, FREN1021, FREN1023 or FREN1030.

Designed for students who have acquired a reasonable knowledge of French but need to develop further their oral/aural and written skills. The course follows a communicative approach and focuses on both language and culture: four hours out of five are devoted to an intensive study of French language; the fifth hour is devoted to cultural studies.

### FREN1012

#### French 1B Intermediate French 2

*Staff Contact:* Mrs Joelle Battestini-Newman  
UOC6 HPW6 S2

**Prerequisite/s:** FREN1011

This course is a continuation of FREN1011. Designed for students who have acquired a reasonable knowledge of French but need to develop further their oral/aural and written skills. The course follows a communicative approach and focuses on both language and culture: four hours out of five are devoted to an intensive study of French language; the fifth hour is devoted to the study of selected literary texts.

### FREN1021

#### French 1C Language and Culture 1

*Staff Contact:* Dr Elizabeth Temple  
UOC6 HPW5 S1

**Assumed Knowledge:** A good knowledge of French (eg HSC 2 unit French at percentile range 81–100 or HSC 3 unit French 51–100).

**Note/s:** Excludes students qualified to enter FREN1001, FREN1011, FREN1023 or FREN1030.

Core language course designed for students who have acquired a sound knowledge of spoken and written French. Consolidates aural, oral and writing skills, together with further study of French culture through selected texts and other materials. Introduction to close reading and analysis of literary texts.

**FREN1022****French 1C Language & Culture 2***Staff Contact:* Dr Tabensky

UOC6 HPW5 S2

*Prerequisite/s:* FREN1021*Note/s:* Excludes qualified to enter FREN1012 or FREN1030.

A continuation of FREN1021. Core language course designed for students who have acquired a sound knowledge of spoken and written French. Consolidates aural, oral and writing skills, together with further study of French culture through selected texts and other materials. Introduction to close reading and analysis of literary texts.

**FREN1023****French 1C Language Part 1***Staff Contact:* Dr Elizabeth Temple

UOC3 HPW3 S1

*Assumed Knowledge:* A good knowledge of French (eg HSC 2 unit French at percentile range 81-100 or HSC 3 unit French 51-100).

*Note/s:* Excludes students qualified to enter FREN1001, FREN1011, FREN1021 or FREN1030.

This course is designed for students who have acquired a sound knowledge of spoken and written French and who wish to further their knowledge without completing a major in French. Consolidates aural, oral and writing skills, together with further study of French culture through selected texts and other materials.

**FREN1024****French 1C Language Part 2***Staff Contact:* Dr Elizabeth Temple

UOC3 HPW3 S2

*Prerequisite/s:* FREN1023*Note/s:* Excludes students qualified to enter FREN1002.

FREN1022 or FREN1030.

This course is designed for students who have acquired a sound knowledge of spoken and written French and who wish to further their knowledge without completing a major in French. A continuation of FREN1023, the course consolidates aural, oral and writing skills, together with further study of French culture through selected texts and other materials.

**FREN1030****French 1D Language***Staff Contact:* School Office

UOC6 HPW3 S2

*Corequisite/s:* FREN1222

*Note/s:* For Francophone students with a Baccalaureat or equivalent qualifications. Excludes students qualified to enter FREN1001, FREN1011 or FREN1021.

Language studies for suitably qualified Francophone students, with special emphasis on advanced practice in writing skills and in the refining and mastery of grammatical subtleties and idiomatic usage, and on advanced study and practice of written and oral French discourse in academic and vocational contexts.

**FREN1221****French 1D:Literature & Society A***Staff Contact:* Dr Caroline Sheaffer-Jones

UOC3 HPW2 S1

*Note/s:* For Francophone students with a Baccalaureat or equivalent qualifications. Excludes students qualified to enter FREN1001, FREN1011, FREN1021 or FREN1023.

Study of aspects of modern French culture and society through selected texts and other materials. Introduction to close reading and analysis of literary texts.

**FREN1222****French 1D Literature and Society B***Staff Contact:* Dr Caroline Sheaffer-Jones

UOC3 HPW2 S2

*Prerequisite/s:* FREN1221*Corequisite/s:* FREN1030

Study of aspects of modern French culture and society through selected texts and other materials. Introduction to close reading and analysis of literary texts.

**Note/s:** Excludes students qualified to enter FREN1002, FREN1012, FREN1022 and FREN1024.

**Upper Level****1. Core Courses**

**Note:** Students from A stream (FREN1000, FREN1001, FREN1100) and B stream (FREN1011, FREN1012) proceed in second year to FREN2003 and FREN2004, and FREN2013, FREN2014 respectively. However, students who achieve a high level of performance may be permitted by the Head of Department to proceed directly from FREN1002 to FREN2013 (French 2C), or from FREN1012 to FREN2020 (French 2C). Similarly, students who achieve a high level of performance in FREN2003 and FREN2004 (French 2A) may be permitted to take FREN3011 (French 3B) in the following year, and students who do likewise in FREN2013 and FREN2014 (French 2B) may be permitted to proceed directly to FREN2030. Details regarding the conditions upon which permission may be granted and the sequences of courses allowed are set out in the French Handbook (available from the School Office).

In all core language courses, students must attain the prescribed proficiency level in each major skill, as well as satisfying all other assessment requirements.

**FREN2003****French 2A Intermediate French 1***Staff Contact:* Dr Elizabeth Temple

UOC6 HPW4 S1

*Prerequisite/s:* FREN1000 or FREN1100 at 70% or better*Excluded:* FREN2000

Intensive study of French language, with particular emphasis on aural comprehension, oral expression and the acquisition of elementary writing skills. Initiation into the study of syntax and the various registers of French. Further study of French culture.

**FREN2004****French 2A Intermediate French 2***Staff Contact:* Dr Royer

UOC6 HPW4 S2

*Prerequisite/s:* FREN2003

Intensive study of French Language aimed at consolidating and extending the skills taught in FREN2003. Special emphasis on the study of syntax and an introduction to literary text analysis. There also is further study of French culture.

**FREN2013****French 2B Language and Culture A***Staff Contact:* Dr Tabensky

UOC6 HPW4 S1

*Prerequisite/s:* FREN1010 or FREN1012

Intensive study of French language: the course focuses on forms of spoken and written discourse, such as oral discussions and short essays, together with a systematic study of morphosyntactic structures. Study of contemporary French culture is conducted through analysis of authentic documents. One hour is devoted to an introduction to the reading and analysis of short French literary texts.

**FREN2014****French 2B Language and Culture B***Staff Contact:* Dr Maurice Blackman

UOC6 HPW4 S2

*Prerequisite/s:* FREN2013

Intensive study of French language: further exploration of spoken and written discourse is achieved by the analysis of authentic documents and by a variety of class exercises, such as oral presentations and debates. There is a systematic study of French syntax and an exploration of Francophone websites for the study of contemporary culture. One hour is devoted to the reading and analysis of short literary texts.

**FREN2020****French 2C - Language and Culture***Staff Contact:* Dr Peter Dayan

UOC6 HWP4 S1

*Prerequisite/s:* FREN1020, FREN1225 or FREN1022*Note/s:* Excludes students qualified to enter FREN2030.

Intensive study and practice of both oral and written French in order to enhance competence in all skills. Consolidation and extension of grammatical knowledge, together with further study of French culture.

**FREN2030****Advanced Core Language***Staff Contact:* Dr Royer

UOC6 HWP3 S2

*Prerequisite/s:* FREN1020 or FREN1022 at 70% and 65% in FREN1225 or FREN2020 or FREN3011*Note/s:* Excludes students who have successfully completed FREN1030, FREN2021 or FREN2022.

Language studies for suitably advanced students, with special emphasis on advanced practice in writing skills and in the refining and mastery of written and oral French discourse in academic and vocational contexts.

**FREN3003****French 3A Language and Culture A***Staff Contact:* Dr Tabensky

UOC6 HWP4 S1

*Prerequisite/s:* FREN2003, FREN2004*Excluded:* FREN2010

Intensive study of French language: consolidation of aural/oral skills through a variety of interactive tasks and initiation to the study of forms of spoken and written discourse, such as oral discussions and short essays. There is a systematic study of morphosyntactic structures. Contemporary French culture is approached through analysis of authentic documents. One hour is devoted to an introduction to the reading and analysis of short French literary texts.

**FREN3004****French 3A Language and Culture B***Staff Contact:* Dr Elizabeth Temple

UOC6 HWP4 S2

*Prerequisite/s:* FREN3003*Excluded:* FREN2010

Intensive study of French language: exploration of spoken and written discourse is achieved by the analysis of authentic documents and by a variety of class exercises, such as oral presentations and debates. There is a systematic study of French syntax and an exploration of Francophone websites for the study of contemporary culture. One hour is devoted to the reading and analysis of short literary texts.

**FREN3011****French 3B Language and Culture***Staff Contact:* Dr Peter Dayan

UOC6 HWP4 S1

*Prerequisite/s:* (FREN2013 and FREN2014) or FREN2010

Extensive study and practice of oral and written French in order to enhance competence in all skills. Consolidation and extension of grammatical knowledge, together with further study of French culture.

**2. Options**

Upper level options are available to C stream and D stream students in their second and third year of study and, in some cases, to French 2B students in Session 2. Upper level options are available to A stream and B stream students in their third year of study.

See Major Sequence (above) for conditions governing students wishing to major in French.

Assessment is continuous and, depending on the course, is based on some combination of class tests, written or oral exposés, or weekly assignments.

**FREN3110****Studies in Spoken French***Staff Contact:* School Office

UOC6 HWP3

*Corequisite/s:* (FREN1021,FREN1022) or FREN1030 or FREN3011

A study of spoken French. Examines the components of interaction, register and context, the features of spontaneous speech, non-verbal communication, prosody, and the development of argumentation. Students will practise interactive skills and expository discourse in French. Authentic video and audio documents will be used.

**FREN3215****Modernism and Post-Modernism In France***Staff Contact:* School Office

UOC6 HWP3

*Corequisite/s:* (FREN1021,FREN1022) or FREN1030 or FREN3011

A study of modernist and postmodernist ideas and artworks in twentieth century France. A selection of theoretical and literary texts will be studied, as well as some films and visual artworks.

**FREN3220****From Text to Stage and Screen***Staff Contact:* School Office

UOC6 HWP3

*Corequisite/s:* (FREN1021,FREN1022) or FREN1030 or FREN3011

Studies the processes of transformation involved in producing a dramatic text for the stage and adapting a narrative text for the screen. A dramatic text will be studied in depth and then prepared for production in a theatre workshop. A narrative text and its screen adaptation will be studied in depth, and students will also work on the adaptation of a short text in a video production workshop.

**FREN3510****Contemporary French Cinema and Society***Staff Contact:* School Office

UOC6 HWP3

*Corequisite/s:* (FREN1021, FREN1022) or FREN1030 or FREN3004 or FREN3011

A study of contemporary French cinema. The aims of the course are to develop the student's skills in analysing film, and to examine the ways in which French society is represented in fiction films. It will also introduce students to French film theory. Students should note that films will be screened outside class time.

**FREN3901****Reading Program 1 (Advanced)***Staff Contact:* School Office

UOC6 HWP3

*Note/s:* Typically done in the third year of C or D stream, this course is designed for students wishing to proceed to Honours in the Department of French.

Any approved Upper Level option from the following: FREN3120, FREN3210, FREN3310, FREN3410, FREN3110, FREN3121, FREN3215, FREN3220, FREN3510 to be taken second year, plus an intensive reading program.

**FREN3910****Honours Preparatory Seminar***Staff Contact:* Mrs Joelle Battestini-Newman

UOC6 HWP3 S2

*Prerequisite/s:* 36uc of French courses at Credit level*Note/s:* Typically done in the third year of C or D stream, this course is designed for students wishing to proceed to Honours in the Department of French.

Critical readings of French or Francophone texts which raise key issues in each of the three categories of Language, Literature and Culture. There is also an introduction to the nature and philosophies of research, research methods and techniques, and the principles of writing a dissertation and thesis.

## German Studies

The Department of German Studies offers a program of undergraduate study leading to the degree of Bachelor of Arts. The Department has a flexible entry-point policy which allows students to enrol in the language program that builds on their existing language skills. There are three streams. These cater to:

- beginners with no previous knowledge of German
- intermediate students who have studied German for the Higher School Certificate (or have equivalent knowledge)
- native speakers.

The primary aims of courses offered in the Department of German Studies are:

- to provide students with proficiency in spoken and written German through practical language work and linguistic study
- to encourage a critical understanding of the development of the German-speaking countries as 'modern' societies that are different from yet similar to our own.

Students majoring in German Studies are encouraged to focus their work by choosing complementary courses offered by other schools or programs within the Faculty. LING1000, The Structure of Language, LING1500, The Use of Language, and MODL2200, Theatrical Innovations: Exploring 20th Century European Drama are particularly recommended.

Courses in German History, Literature and Civilisation may also be taken to complement other major sequences, e.g. in European Studies, History, Political Science, Sociology, Theatre and Film Studies. With approval of the Heads of the respective schools, some of the German courses may be counted as credit towards a major sequence offered within these schools. For further information and details contact the Head of Department.

## Teaching and Assessment

As far as practical, German is the language of instruction in the Department. Most class sizes are small. There are no formal end of session examinations. Every effort is made to make student assessment part of the learning process. Assessment includes class tests to essays, take-home tests and tutorial presentations. Class participation forms part of the assessment.

## The German Society

The German Society is the Department's student club. It provides an opportunity for students and members of staff to meet for informal conversation, film nights, dinners, excursions, etc. Further details may be obtained from the School of Modern Languages Student Information Desk.

## Further Details

Detailed information on all programs, courses, textbooks, reading lists and other matters relating to the Department is contained in the Department of German Studies Handbook, available free of charge from the School of Modern Languages Student Information Desk.

## German Language, Literature and Civilisation

Language study and the study of literature and linguistics are integrated in the German Studies program. Seminars in German literature and civilisation support the development of language proficiency and communicative competence. Practical language work involving topics and issues of German socio-cultural history contributes to an increased awareness and understanding of the forces that have shaped the development of modern German speaking societies.

## Major Sequences

The sequences given below are minimum requirements, students may add further seminars to their programs.

**A Stream (Beginners)** - 42 units of credit required.

Year 1: one language course in each session (GERS1400/1); Year 2: one language and one German Studies course in each session (GERS2400/1); Year 3: two language courses, one German Studies course and one seminar in each session (GERS3410/1)

**B Stream (HSC or equivalent)** - 42 units of credit required.

Year 1: one language and one German Studies course in each session (GERS1600/1); Year 2: one language course, one German Studies course and one, one-hour seminar in each session (GERS2605/6); Year 3: two hours of language and two hours of seminars in each session (GERS3605/6)

**C Stream (Native Speakers)** - 42 units of credit required.

Year 1: one language course, one German Studies course and one two-hour seminar in each session (GERS1700/1); Year 2: one German Studies course in each session and seminars (GERS2700/1); Year 3: one German Studies course in each session (GERS3700/1) and one seminar per session (GERS3405/6)

### Notes:

1. Variations to the above sequences may be approved by the Head of Department.

2. Courses in other areas, may be counted towards a major sequence provided that: (a) a substantial proportion of text sources is read in German, (b) there is no substantial duplication with other courses offered by the Department, and (c) prior approval is obtained from the Head of the Department.

## Level 1

1. GERS1400 S1 Introductory German 1 is designed for students who have no previous knowledge of German.

GERS1401 S2 Introductory German 2 is the sequel to GERS1400. Subject to approval from the Head of Department, students with some knowledge of German, e.g. Year 10, or 2 Unit Z level, may enrol in this course.

2. GERS1600 S1 Intermediate German A1 is designed for students who have studied German at High School (HSC 2 or 3 Unit German) or have equivalent knowledge.

GERS1601 S2 Intermediate German A2 is the sequel to GERS1600.

3. Native speakers enrol in GERS1700 in S1 and GERS1701 in S2. Students wishing to take Year 1 German should enrol in the course which seems appropriate for their language skills. This enrolment is to be regarded as provisional only, and the Department reserves the right to determine the appropriate course for every student on the basis of the student's knowledge of German. First year language courses are session-length to allow for greater flexibility, but students would normally complete both parts.

Students from all streams may complete a major sequence in three years or a degree at Honours level in four.

## Level 1

### GERS1400

#### Introductory German 1

*Staff Contact:* Dr Boss

UOC6 HPW6 S1

**Note/s:** Excludes students qualified to enter GERS1600 or GERS1700.

An intensive practical language course which provides students who have no previous knowledge of German with basic communicative skills in spoken and written German. Assessment: Class tests and weekly assignments.

**GERS1401****Introductory German 2***Staff Contact:* Dr Boss

UOC6 HPW6 X1 S2

*Prerequisite/s:* GERS1400

**Note/s:** Excludes students qualified to enter GERS1600 or GERS1700. Students wishing to proceed to GERS2400 Intermediate German are strongly advised to undertake a vacation study program or to attend the German Summer School organised by the Goethe Institute.

Sequel to GERS1400. An intensive, six hour per week practical language course which provides students who have the equivalent of 84 hours of German instruction with basic communicative skills in spoken and written German. Assessment: Class tests and weekly assignments.

**GERS1600****Intermediate German A1***Staff Contact:* Dr Boss

UOC6 HPW5 S1

*Prerequisite/s:* HSC 2 or 3 unit German or equivalent*Assumed Knowledge:* HSC 2 or 3 unit German or equivalent.*Note/s:* Excludes students qualified to enter GERS1700.**GERS1601**

A five-hour a week course consisting of four hours a week language work at an intermediate level and a one hour a week introduction to German Studies. Assessment: Class tests, weekly assignments, oral test.

**Intermediate German A2***Staff Contact:* Dr Boss

UOC6 HPW5 S2

*Prerequisite/s:* GERS1600*Excluded:* GERS1122, GERS1142, GERS1322

Sequel to GERS1600. A five-hour a week course consisting of four hours a week language work at an intermediate level and a one hour a week introduction to German Studies.

**GERS1700****German for Native Speakers 1***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S1

*Prerequisite/s:* Native speaker status, as determined by the Department*Excluded:* GERS1121, GERS1141, GERS1341

A five hour a week course consisting of advanced practical language work for native speakers concentrating on aspects of stylistics, complex issues of grammar, techniques of translation, an introduction to German Studies, and a two hour a week seminar. Assessment: Class work and assignments.

**GERS1701****German for Native Speakers 2***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S2

*Prerequisite/s:* GERS1700;*Excluded:* GERS1122, GERS1142, GERS1342

A five hour a week course consisting of advanced practical language work for native speakers concentrating on aspects of stylistics, complex issues of grammar, techniques of translation, an introduction to German Studies, and a two hour a week seminar. Assessment: Class work and assignments.

**Upper Level****GERS2400****Intermediate German B1***Staff Contact:* Dr Boss

UOC6 HPW5 S1

*Prerequisite/s:* GERS1000 or GERS1022 or GERS1401*Excluded:* GERS2021

A course involving four hours of language work at an intermediate level and a one hour a week course of studies of cultural aspects of

German-speaking countries Assessment: Class tests, weekly assignments, oral test.

**GERS2401****Intermediate German B2***Staff Contact:* Dr Boss

UOC6 HPW5 S2

*Prerequisite/s:* GERS2400 or GERS2021*Excluded:* GERS2022

Sequel to GERS2400. A course involving four hours of language work at an intermediate level and a one hour a week program of studies of cultural aspects of German-speaking countries.

**GERS2605****Advanced German A1***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S1

*Prerequisite/s:* GERS1122 or GERS1601 or GERS2022*Excluded:* GERS2001, GERS2142, GERS2600, GERS2601, GERS2603

A five-hour a week course consisting of three hours advanced language work and a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

**GERS2606****Advanced German A2***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S2

*Prerequisite/s:* GERS1122 or GERS2022 or GERS2605*Excluded:* GERS2001, GERS2142, GERS2600, GERS2601, GERS2603

A five hour a week course consisting of three hours advanced language work and a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

**GERS2700****German Studies for Native Speakers Level 2/1***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S1

*Prerequisite/s:* GERS1322 or GERS1701*Excluded:* GERS2141, GERS2142

A five hour a week course consisting of a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues, and on two seminars of one and a half hours each from the annual seminar program in German Studies. With permission from the Head of School, students may substitute one or two seminars by choosing other courses dealing with Germany or German speaking countries or language-related courses offered in other Schools of the Faculty.

**GERS2701****German Studies for Native Speakers Level 2/2***Staff Contact:* Associate Professor Fischer

UOC6 HPW5 S2

*Prerequisite/s:* GERS1322 or GERS1701 or GERS2700*Excluded:* GERS2141, GERS2142

A five-hour a week course consisting of a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues, and on two seminars of one and a half hours each from the annual seminar program in German Studies. With permission from the Head of School, students may substitute one or two seminars by choosing other courses dealing with Germany or German-speaking countries or language-related courses offered in other Schools of the Faculty.

**GERS3410****Advanced German B1***Staff Contact:* Associate Professor Olaf Reinhardt

**UOC6 HPW4 S1***Prerequisite/s:* GERS2400 or GERS2042*Excluded:* GERS2141, GERS2001, GERS3400, GERS3401, GERS3403

A four hour a week course consisting of two hours advanced language work and a two hour language based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

**GERS3411****Advanced German B2***Staff Contact:* Associate Professor Olaf Reinhardt**UOC6 HPW4 S2***Prerequisite/s:* GERS2401 or GERS3410 or GERS2042*Excluded:* GERS2142, GERS2001, GERS3400, GERS3401, GERS3403

A four hour a week course consisting of two hours advanced language work and a two hour language based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

**GERS3605****Advanced German A3***Staff Contact:* Associate Professor Olaf Reinhardt**UOC6 HPW4 S1***Prerequisite/s:* GERS2001 or GERS2601*Excluded:* GERS3600

A four hour a week course consisting of two hours advanced language work, including aspects of stylistics and philology, and a two hour language-based seminar on exemplary topics in modern literature, social history and contemporary culture/civilisation.

**GERS3606****Advanced German A4***Staff Contact:* Associate Professor Olaf Reinhardt**UOC6 HPW4 S2***Prerequisite/s:* GERS3605 and GERS2001*Excluded:* GERS3601

A four hour a week course consisting of two hours advanced language work, including aspects of stylistics and philology, and a two hour language-based seminar on exemplary topics in modern literature, social history and contemporary culture/civilisation.

**GERS3700****German Studies for Native Speakers Level 3/1***Staff Contact:* Associate Professor Fischer**UOC6 HPW3.5 S1***Prerequisite/s:* GERS2701*Excluded:* GERS3141, GERS3142

A three and a half hours a week course consisting of a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues, and one seminar of one and a half hours from the annual seminar program in German Studies. With permission from the Head of School, students may substitute the latter seminar by choosing another course dealing with Germany or German speaking countries or a language-related course offered in other Schools of the Faculty.

**GERS3701****German Studies for Native Speakers Level 3/2***Staff Contact:* Associate Professor Fischer**UOC6 HPW3.5 S2***Prerequisite/s:* GERS2701 or GERS3700

A three and a half hours a week course consisting of a two hour language-based seminar on exemplary aspects of literary and cultural studies of German-speaking countries with emphasis on modern or contemporary issues, and one seminar of one and a half hours from the annual seminar program in German Studies. With permission from the Head of School, students may substitute the latter seminar by choosing another course dealing with Germany

or German-speaking countries or a language-related course offered in other Schools of the Faculty.

**GERS3900****German Option 1***Staff Contact:* School Office**UOC6 HPW3**

A three hour a week advanced seminar on selected topics on the literature, culture, history, language and society of the German-speaking countries. Particular emphasis will be placed on research methodology and critical writing.

**GERS3901****German Option 2***Staff Contact:* School Office**UOC6 HPW3**

A three hour a week advanced seminar on selected topics on the literature, culture, history, language and society of the German-speaking countries. Particular emphasis will be placed on research methodology and critical writing.

**Seminar Courses****GERS3405****German Studies Seminar 1***Staff Contact:* Associate Professor Olaf Reinhardt**UOC3 HPW1.5 S1***Prerequisite/s:* GERS2401 or GERS2606 or GERS2701*Excluded:* GERS2610

A language-based seminar on exemplary aspects of German linguistics or of literary-cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

**GERS3406****German Studies Seminar 2***Staff Contact:* Associate Professor Olaf Reinhardt**UOC3 HPW1.5 S2***Prerequisite/s:* GERS2401 or GERS2606 or GERS2701*Excluded:* GERS2610

A language-based seminar on exemplary aspects of German linguistics or of literary-cultural studies of German-speaking countries with emphasis on modern or contemporary issues.

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**Greek (Modern)**

The basic aims of the courses offered are to help students to acquire a sound reading knowledge of Greek, a command of basic conversational and written Greek, and an understanding, through the study of Greek literature and history, of the way in which Greek society has developed.

**Teaching and Assessment**

All teaching in Modern Greek Studies is carried out in small groups except for the Greek Literature and Greek History sections.

Assessment is continuous and ranges from informal class tests to literature and history essays and class oral and written presentations. Oral participation in all classes is also taken into account when determining the final mark.

**Note/s:** Students should note that a Pass Conceded (PC) in a language course does not allow progression to higher level language courses.

**Language of Instruction**

Whenever possible, language courses are conducted in Greek. Literature lectures are mostly given in Greek with English explanations of difficult terms and points. The history lectures, however, are mainly given in English.

**Note/s:** Students who wish to take Modern Greek should enrol in the course that seems most appropriate to them. However, the course Coordinator reserves the right to alter the enrolment, according to the student's knowledge of the language.

## Major Sequences

### A Stream (Beginners) – 42 units of credit

#### Year 1 UOC

GREK1001	6
GREK1002	6

#### Year 2 UOC

GREK2010	6
GREK2020	6

#### Year 3

GREK2021	6
GREK2022	6
GREK2005	3
GREK2006	3

### B Stream (Some Greek) – 42 units of credit

#### Year 1

GREK1101	6
GREK1102	6

#### Year 2

GREK2003	6
GREK2004	6
GREK2005	3
GREK2006	3

#### Year 3

GREK3001	3
GREK3002	3
GREK2201 or 6	
GREK2202	

### C Stream (HSC Greek) – 42 units of credit

#### Year 1

GREK1201	6
GREK1202	6

#### Year 2

GREK2201	6
GREK2202	6
GREK2203	3
GREK2204	3

#### Year 3

GREK3201	6
GREK3202	6

## Level 1

### GREK1001

#### Introductory Modern Greek A

*Staff Contact:* School Office

UOC6 HPW6 S1

**Note/s:** Excluded HSC Modern Greek or equivalent.

Divided into two sections: Language (HPW5) and History and Culture (HPW1). The aim is to enable students by the end of the year to be able to communicate in a Greek-speaking environment, to discuss everyday topics, to write a simple composition and read a short story using a dictionary. The History and Culture component will familiarise the students with basic aspects of the Greek culture and society. Assessment: Classwork, tests, assignments and an essay.

### GREK1002

#### Introductory Modern Greek A

*Staff Contact:* School Office

UOC6 HPW6 S2

**Prerequisite/s:** GREK1001

Divided into two sections: Language (HPW5) and History and Culture (HPW1). The aim is to enable students by the end of the year to be able to communicate in a Greek-speaking environment, to discuss everyday topics, to write a simple composition and read a short story using a dictionary. The History and Culture component will familiarise the students with basic aspects of the Greek culture and society.

### GREK1101

#### Introductory Modern Greek B

*Staff Contact:* School Office

UOC6 HPW5 S1

**Excluded:** GREK1100.

Divided into two sections: Language (HPW2); Modern Greek Writing (HPW2) and History and Culture (HPW1). The aim is to enable students to speak and write Greek accurately, to develop a structural understanding of Greek to the point where it can become a practical asset. The emphasis is on four basic skills: comprehension, speaking, reading and writing. The History and Culture component will familiarise the students with basic aspects of the Greek culture and society. Assessment: Class work, assignments and an essay.

### GREK1102

#### Introductory Modern Greek B

*Staff Contact:* School Office

UOC6 HPW5 S2

**Prerequisite/s:** GREK1101

Divided into two sections: Language (HPW2); Modern Greek Writing (HPW2) and History and Culture (HPW1). The aim is to enable students to speak and write Greek accurately, to develop a structural understanding of Greek to the point where it can become a practical asset. The emphasis is on four basic skills: comprehension, speaking, reading and writing. The History and GREK2020.

### Intermediate Modern Greek A

*Staff Contact:* Dr Amrazi

UOC6 HPW5 S2

**Prerequisite/s:** GREK2010

Divided into two sections: Language (HPW3); Reading and Literature (HPW2). Aims to help students systemise and develop their knowledge of Modern Greek and bring it up to a standard where it can begin to be useful for professional activities. The reading and literature component will develop students' proficiency in reading, build vocabulary and introduce students to some aspects of modern Greek culture through the study of some simple Greek short stories. Assessment: Class work, assignments and essays.

### GREK2021

#### Intermediate Modern Greek B

*Staff Contact:* Dr Amrazi

UOC6 HPW6 S1

**Prerequisite/s:** GREK2000 or GREK2020

**Excluded:** GREK1200, GREK1201, GREK2001, GREK2101, GREK2201

Taught in two components: language and oral/aural skills. The language component will further familiarise students with grammatical and syntactical structures and enable them to put them into practice. The oral/aural component will develop students listening, speaking and understanding skills in Greek, extending the skills taught in GREK2020. Assessment: Class work, assignments and essays.

### GREK2022

#### Intermediate Modern Greek C

*Staff Contact:* Dr Amrazi

UOC6 HPW4 S2

**Prerequisite/s:** GREK2001 or GREK2021 or GREK2101

**Excluded:** GREK1200, GREK1202, GREK2002, GREK2102, GREK2202

Taught in two components: language and oral/aural skills. The language component will further familiarise students with grammatical and syntactical structures and enable them to put them into practice. The oral/aural component will develop students' listening, speaking and understanding skills in Greek, extending the skills taught in GREK2021. Assessment: Class work, assignments and essays.

#### **GREK2201**

##### **The Modern Greek Experience**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* (GREK1200 or GREK1202 or GREK2002) and GREK2022 and GREK2004

The course provides a window into various aspects of the modern Greek experience. Students should emerge with a more complex and less stereotypically based understanding of that society. Assessment: Class tests and assignments.

#### **GREK2202**

##### **Greek Traditional Culture**

*Staff Contact:* Dr Amvrazi

**UOC6 HPW3 S2**

*Prerequisite/s:* (GREK1200 or GREK1202) and (GREK2002 or GREK2022) and GREK2004

Students will study a variety of folk songs, myths, legends and popular tales. The aim is to create an awareness and understanding of the forces that have shaped the development of modern Greek society. Assessment: Class tests and assignments.

#### **GREK2203**

##### **Core Language 1**

*Staff Contact:* Dr Amvrazi

**UOC3 HPW2 S1**

*Prerequisite/s:* (GREK1200 or GREK1202) and (GREK2002 or GREK2022) and GREK2006

Intensive study of the Greek language: The focus of this course is on broadening the scope of students' language by improving discursive competence, in spoken as well as in written Greek. Assessment: Assignments and class presentations oral and written.

#### **GREK2204**

##### **Core Language 2**

*Staff Contact:* Dr Amvrazi

**UOC3 HPW2 S2**

*Prerequisite/s:* GREK2203

Advanced study and practise of written and oral Greek discourse in academic and vocational contexts. Assessment: Assignments and class presentations written and oral.

#### **GREK3001**

##### **Advanced Modern Greek C**

*Staff Contact:* Dr Amvrazi

**UOC3 HPW1.5 S1**

*Prerequisite/s:* GREK2004 and GREK2006 or GREK2104 and GREK2106

*Excluded:* GREK3101

This is a language based course in which students write compositions, make summaries, and correct their own and co-students' errors. The oral/aural part of the course enriches students' vocabulary and provides the opportunity to exercise ear and tongue. Assessment: Class tests and assignments.

#### **GREK3002**

##### **Advanced Modern Greek D**

*Staff Contact:* Dr Amvrazi

**UOC3 HPW1.5 S2**

*Prerequisite/s:* GREK3001

*Excluded:* GREK3102

This is a language based course in which students write compositions, make summaries, and correct their own and co-students' errors. The oral/aural part of the course enriches students' vocabulary and provides the opportunity to exercise ear and tongue. Assessment: Class tests and assignments.

#### **GREK3201**

##### **Modern Greek for Special Purposes**

*Staff Contact:* Dr Amvrazi

**UOC6 HPW3 S1**

*Prerequisite/s:* (GREK2201 and GREK2202) or GREK 1200 at distinction level or (GREK2001 and GREK2002 and GREK2021 and GREK222 at distinction level)

Modern Greek for Special Purposes extends and consolidates translation and interpreting skills with special emphasis on practical application of these skills to professional settings.

#### **GREK3202**

##### **Greek Women Writers**

*Staff Contact:* Dr Amvrazi

**UOC6 HPW3 S2**

*Prerequisite/s:* (GREK2201 and GREK2202) or GREK 1200 at distinction level or (GREK2001 and GREK2002 and GREK2021 and GREK222 at distinction level)

Examines a number of literary texts written by women within the framework of feminist literary criticism.

#### **GREK3205**

##### **Pandora's Box: Gender Issues in Greek Mythology and Tragedy**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* 36 units of credit

Mythical heroes and heroines in Greek tragedy are treated as human archetypes which are demythologised and brought down to earth. The tragedies generate universal truths and illuminate aspects of the human condition. This course examines gender issues in five tragedies and gives students the opportunity to observe the consistency with which basic attitudes of men and women have endured through the centuries in western society.

#### **GREK3900**

##### **Culture, Ethnicity & Identity in Greek Australian Literature**

*Staff Contact:* School Office

**UOC6 HPW3**

Provides a study of Greek society and culture in Australia, together with a study of prose, poetry and drama texts written in Australia. Special emphasis is placed on the way socio-cultural and historical phenomena are represented in the works by Greek Australian literary writers.

#### **GREK3901**

##### **The History and Development of the Greek Language**

*Staff Contact:* School Office

**UOC6 HPW3**

This course involves the study of the historical development of the modern Greek language and the socio-cultural significance and implications of 'diglossia' in the 19th and 20th century Greece. Students will be required to study selected literary texts in both Katharevousa (purist Greek) and Demotic (spoken Greek).

## **Indonesian Studies**

Courses in Indonesian language are offered both for students with no prior knowledge of the language and for those with HSC Indonesian. There are also some courses available for native speakers.

In order to count Indonesian as a major sequence towards the Bachelor of Arts degree, students must complete 36 units of credit in Indonesian language courses plus 6 units of credit in any of the optional studies courses. Those interested in doing Honours must complete the pre-Honours courses and Honours prerequisites.

Language students are strongly recommended to study LING1500 or LING2500, which are specifically designed to complement language study.

**Note/s:** Students should note that a Pass Conceded (PC) in a language course does not allow progression to Higher Level language courses.

## The Indonesian Australia Forum

Formerly called The Indonesian Study Society, the main aims of the Forum are to promote understanding and awareness of Indonesia, its peoples, cultures, government and commerce, and to encourage interaction among those with an active interest in Indonesia. Activities include dinners, seminars to discuss current issues in Indonesia and share experiences.

## Major Sequences

### A Stream (Beginners) – 42 units of credit

Year 1	UOC
INDO1001	6
INDO1002	6

#### Year 2

INDO2001	6
INDO2002	6

#### Year 3

INDO3001	6
INDO3002	6

+ 6 units of credit from Indonesian options (INDO2025, INDO3015, INDO3025, INDO3035)

### B Stream (Intermediate, ex-HSC) – 42 units of credit

#### Year 1

INDO1101	6
INDO1102	6

#### Year 2

INDO2101	6
INDO2102	6

#### Year 3

INDO3101	6
INDO3102	6

+ 6 units of credit from Indonesian options (INDO2025, INDO3015, INDO3025, INDO3035)

### Honours Prerequisites

INDO3500	6
One of Indonesian options	6

## Level 1

### INDO1001

#### Introductory Indonesian A1

*Staff Contact:* Associate Professor David Reeve  
UOC6 HPW6 X1 S1

**Note/s:** Excluded 2 or 3 Unit HSC Indonesian or equivalent or native speakers of Indonesian and Malay.

An integrated program for beginners, which combines listening, speaking, reading and writing. Speaking and listening skills are emphasised through communicative activities in class. Students will learn some 1500 vocabulary items, and will be able to communicate in practical situations across a wide range of topics.

### INDO1002

#### Introductory Indonesian A2

*Staff Contact:* Associate Professor David Reeve  
UOC6 HPW6 X1 S2

**Prerequisite/s:** INDO1001

**Note/s:** Excluded 2 or 3 Unit HSC Indonesian or equivalent or native speakers of Indonesian or Malay.

Further consolidation and development of language skills acquired in INDO1001.

### INDO1101

#### Intermediate Indonesian B1

*Staff Contact:* Mr Edward Aspinall  
UOC6 HPW5 S1

**Excluded:** HSC Indonesian LBS or equivalent.

**Assumed Knowledge:** 2 or 3 Unit HSC Indonesian or equivalent.

Extensive development of skills already acquired in listening, speaking, reading and writing. The course places special emphasis on communicative activities in class. Students will be expected to develop their preferred skills in areas of their own personal interest and future careers.

### INDO1102

#### Intermediate Indonesian B2

*Staff Contact:* Dr Machali  
UOC6 HPW5 S2

**Prerequisite/s:** INDO1101

Further consolidation and development of language skills acquired in INDO1101.

## Upper Level

### INDO2001

#### Intermediate Indonesian A1

*Staff Contact:* Mr Edward Aspinall  
UOC6 HPW5 S1

**Prerequisite/s:** INDO1002

**Excluded:** HSC Indonesian LBS.

Extensive development of skills already acquired in listening, speaking, reading and writing. The course places special emphasis on communicative activities in class. Students will be expected to develop their preferred skills in areas of their own personal interest and future careers.

### INDO2002

#### Intermediate Indonesian A2

*Staff Contact:* Dr Machali  
UOC6 HPW5 S2

**Prerequisite/s:** INDO2001

**Excluded:** HSC Indonesian LBS.

Further development and consolidation of communicative skills and broad knowledge of contemporary Indonesian society.

### INDO2101

#### Advanced Indonesian B1

*Staff Contact:* Mr Edward Aspinall  
UOC6 HPW4 S1

**Prerequisite/s:** INDO1102

**Excluded:** INDO3001

Advanced learning in the Indonesian language, with special emphasis on professional communication skills, and the analytical discussion of aspects of Australian and Indonesian societies eg cultures of the main islands of the archipelago, technology, trade and Australian-Indonesian relations.

### INDO2102

#### Advanced Indonesian B2

*Staff Contact:* Dr Machali  
UOC6 HPW4 S2

**Prerequisite/s:** INDO2101

**Excluded:** INDO3002

Extends and consolidates advanced learning in the Indonesian language, with emphasis on professional skills and analytical discussion. High level speaking and listening skills are combined with advanced reading and writing.

**INDO3001****Advanced Indonesian A1***Staff Contact:* Mr Edward Aspinall

UOC6 HPW4 S1

*Prerequisite/s:* INDO1100 or INDO1102 or INDO2002*Excluded:* HSC Indonesian LBS.

Advanced learning in the Indonesian language, with special emphasis on professional communication skills, and the analytical discussion of aspects of Australian and Indonesian societies eg cultures of the main islands of the archipelago, technology, trade and Australian-Indonesian relations.

**INDO3002****Advanced Indonesian A2***Staff Contact:* Dr Machai

UOC6 HPW4 S2

*Prerequisite/s:* INDO3001*Excluded:* HSC Indonesian LBS.

Extends and consolidates advanced learning in the Indonesian language, with emphasis on professional skills and analytical discussion. High level speaking and listening skills are combined with advanced reading and writing.

**INDO3025****Interpreting and Translation Studies***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* INDO1102 or INDO2002 at credit level*Note/s:* Open to native speakers.

This course is designed for students who are competent in both Indonesian and English. It builds on students' general proficiency to develop linguistic and conceptual skills specific to interpreting and translating activities and contexts. Students develop an understanding of analytical, linguistic, and cross-cultural factors affecting interpreting and translating from Indonesian into English and vice versa.

**INDO3035****Indonesian Popular Culture***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* INDO2101 and INDO2102*Note/s:* Open to native speakers.

This course builds on students' general proficiency in Indonesian language to examine various aspects of contemporary Indonesian culture. Topics include: popular drama and literature, youth culture, popular music, media, fashion, film and the impact of globalisation. Authentic Indonesian language video, audio and textual materials are used.

**INDO3101****Advanced Indonesian C***Staff Contact:* Associate Professor David Reeve

UOC6 HPW4 S1

*Prerequisite/s:* INDO3101*Note/s:* Open to native speakers.

Advanced learning in communication skills needed to function in a range of professional, formal and social settings. These include public debate and formal discussion on topics such as current affairs, literary criticism and Indonesian writings on Australia. Students may specialise if they wish.

**INDO3102****Advanced Indonesian D***Staff Contact:* Associate Professor David Reeve

UOC6 HPW4 S2

*Prerequisite/s:* INDO1102 or INDO2002*Note/s:* Open to native speakers.

An opportunity to pursue students' areas of interest, with an emphasis on the specialised skills required.

**Japanese and Korean Studies**

In addition to its core language program, the Department of Japanese and Korean Studies in the Faculty of Arts and Social Sciences offers a range of Japanese and Korean language and non-language area studies elective courses to students, including courses in Japanese and Korean cultural studies, business and management and technical language.

For students with HSC or other Japanese and Korean language studies, a multipoint entry system operates and, subject to an individual placement test, students will be allocated to the most suitable course level.

**Note/s:** For students admitted in their first year of studies to JAPN2000 or KORE2000 or higher on the grounds of ability and/or previous study, such courses will be counted as Level 1 courses in terms of degree regulations. No student will be permitted to enrol in courses carrying more than 12 upper level units of credit in any School/area of studies under this provision.

**Major Sequence in Japanese Studies**

A major sequence in Japanese Studies comprises 42 units of credit, including 36 units of credit from consecutive core Japanese language courses in List A:

**List A**

JAPN1000	Japanese Communication 1A
JAPN1001	Japanese Communication 1B
JAPN2000	Japanese Communication 2A
JAPN2001	Japanese Communication 2B
JAPN3000	Japanese Communication 3A
JAPN3001	Japanese Communication 3B
JAPN4000	Japanese Communication 4A
JAPN4001	Japanese Communication 4B
JAPN4100	Japanese Communication 5A
JAPN4101	Japanese Communication 5B
JAPN4200	Japanese Communication 6A
JAPN4201	Japanese Communication 6B
JAPN4300	Advanced Reading in Japanese A
JAPN4301	Advanced Reading in Japanese B

plus at least 6 units of credit from the following elective units offered in List B:

**List B**

IBUS2103	Japanese Business
JAPN2300	Professional Japanese Communication
JAPN2500	Japanese Society, Culture and Economy
JAPN2600	Hospitality Japanese
JAPN3500	Business Japanese
JAPN4300	Advanced Reading in Japanese A
JAPN4301	Advanced Reading in Japanese B
JAPN4400	Special Topics in Advanced Japanese
JAPN4401	Readings in Japanese Studies

Students who complete their major sequence with JAPN4101 or higher will be recognised as having completed the Japanese Studies Advanced Program.

**JAPN1000****Japanese Communication 1A***Staff Contact:* Ms Iida

UOC6 HPW5 S1

Introduction to modern Japanese interactive skills, ie. 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:* Mr William Armour Mr William Armour

UOC6 HPW5 X1 S2

*Prerequisite/s:* JAPN1000

Further development of interactive skills in basic Japanese, regarding everyday non-technical topics. Introduction of approximately 150 new kanji.

**JAPN2000****Japanese Communication 2A***Staff Contact:* Ms Okamoto Ms Okamoto

UOC6 HPW5 X1 S1

*Prerequisite/s:* JAPN1001

Further development of beginners' 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:* School Office

UOC6 HPW5 X1 S2

*Prerequisite/s:* JAPN2000

Consolidation of oral-aural skills up to intermediate level. Development of reading and writing skills, with another 150 kanji introduced.

**JAPN2300****Professional Japanese Communication***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* JAPN1001;*Excluded:* JAPN3001, JAPN4000.

Students develop communicative competence in spoken and written professional Japanese at early intermediate level, relevant to a variety of business and commercial situations. The course emphasises professional language use including both linguistic and para-linguistic politeness.

**JAPN2500****Japanese Society, Culture and Economy***Staff Contact:* School Office

UOC6 HPW3 S1

An introduction to 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:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* JAPN2000*Excluded:* JAPN4000, JAPN4100

This course 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.

**JAPN3000****Japanese Communication 3A***Staff Contact:* Dr Chihiro Thomson

UOC6 HPW5 S1

*Prerequisite/s:* JAPN2001

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 Chihiro Thomson

UOC6 HPW5 S2

*Prerequisite/s:* JAPN3000

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 Okamoto

UOC6 HPW3 S2

*Prerequisite/s:* JAPN3000*Excluded:* JAPN4100, JAPN4200

Concentrates on interactive skills for business situations, including reading and writing. Introduction 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.

**JAPN3900****Introduction to Japanese Studies (Advanced)***Staff Contact:* School Office

UOC6 HPW3

Introduces a wide range of areas in Japanese Studies, such as society, history, politics, economy, law, culture, and language. Explores topics such as ageing society, gender roles, the education system, Japan's current economic restructuring, with an emphasis on critical examination of research in these fields.

**JAPN3901****Special Topics In Japanese (Advanced)***Staff Contact:* School Office

UOC6 HPW3 S1

Provides students with a framework for analysing 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.

**JAPN3902****Readings in Japanese Studies (Pre-Honours)***Staff Contact:* School Office

UOC6 HPW3 S2

Students read Japanese and English writings in selected fields of Japanese Studies. Students intending to enter Honours program read extensively in the area of their research fields. They develop ability to read academic writings proficiently and critically, acquire comprehensive understanding of the fields and produce an annotated bibliography of their reading.

**JAPN4000****Japanese Communication 4A***Staff Contact:* Ms Masumi-So

UOC6 HPW5 S1

*Prerequisite/s:* JAPN3001

Concentrates on 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 Masumi-So

UOC6 HPW5 S2

*Prerequisite/s:* JAPN4000

Prepares students in 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:* Mr Teruya

**UOC6 HPW5 S1**

*Prerequisite/s:* JAPN4001

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:* Mr Teruya

**UOC6 HPW5 S2**

*Prerequisite/s:* JAPN4100

Honing of reading and writing skills attained in JAPN4100. Continued instruction in more advanced conversational and grammatical structures and useful vocabulary for the purpose of business / professional and related areas of communication. A further 250 Kanji are introduced.

#### **JAPN4200**

#### **Japanese Communication 6A**

*Staff Contact:* Mr Teruya

**UOC6 HPW5 S1**

*Prerequisite/s:* JAPN4101

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:* Mr Teruya

**UOC6 HPW5 S2**

*Prerequisite/s:* JAPN4200

Refining of linguistic and communicative skills acquired in JAPN4200. Another 250 Kanji are introduced, ie. the remaining Jooyoo Kanji.

#### **JAPN4300**

#### **Advanced Reading in Japanese A**

*Staff Contact:* Mr Teruya

**UOC6 HPW5 S1**

*Prerequisite/s:* JAPN4201

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 emphasised.

#### **JAPN4301**

#### **Advanced Reading in Japanese B**

*Staff Contact:* Mr Teruya

**UOC6 HPW5 S2**

*Prerequisite/s:* JAPN4300

Learners 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.

### **Major Sequence in Korean Studies**

A major sequence in Korean Studies comprises 42 units of credit, including 36 units of credit from Korean language courses plus IBUS2104 Korean Business.

KORE1000	Korean Communication 1A
KORE1001	Korean Communication 1B
KORE1100	Korean for Background Speakers 1A
KORE1101	Korean for Background Speakers 1B
KORE2000	Korean Communication 2A
KORE2001	Korean Communication 2B
KORE2100	Korean for Background Speakers 2A
KORE2101	Korean for Background Speakers 2B
KORE3000	Korean Communication 3A
KORE3001	Korean Communication 3B
KORE3100	Korean for Background Speakers 3A
KORE3101	Korean for Background Speakers 3B
IBUS2104	Korean Business

#### **KORE1000**

#### **Korean Communication 1A**

*Staff Contact:* Department of Japanese and Korean Studies

**UOC6 HPW5 S1**

Designed to provide 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.

#### **KORE1000**

#### **Korean Communication 1A**

*Staff Contact:* Mr Shin

**UOC6 HPW5 S1**

Designed to provide 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 Communication 1B**

*Staff Contact:* Mr Shin

**UOC6 HPW5 S2**

*Prerequisite/s:* KORE1000

Further development of 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.

#### **KORE1100**

#### **Introductory Korean for Background Speakers A**

*Staff Contact:* Mr Shin

**UOC6 HPW5 S1**

*Assumed Knowledge:* Some background knowledge of the Korean language.

*Note/s:* Contact the Department for the internal eligibility guideline.

Designed to meet the needs of Korean background speakers wishing to develop their language proficiency. Aims to further develop and extend students existing linguistic knowledge and communicative skills, with a greater emphasis on written language. Also aims to enhance understanding and use of written and spoken Korean in different styles and contexts. A wide range of texts and authentic materials from the Korean media and relating to business transactions are used. Selected Hanja (Sino-Korean characters) are introduced to develop reading and comprehension skills for modern Korean mixed script.

#### **KORE1101**

#### **Introductory Korean for Background Speakers B**

*Staff Contact:* Mr Shin

**UOC6 HPW5 S2**

Further consolidation and development of language skills acquired in KORE1100. A wider range of texts and authentic materials are used. Approximately 150 new Hanja are introduced.

**KORE2000****Korean Communication 2A***Staff Contact:* Mr Shin

UOC6 HPW5 S1

*Prerequisite/s:* KORE1001

Further development of communicative skills on the groundwork covered in introductory-level Korean. Allows students to build upon their spoken and written language skills, enabling them to interact in a wider range of communicative situations.

**KORE2001****Korean Communication 2B***Staff Contact:* Mr Shin

UOC6 HPW5 S2

*Prerequisite/s:* KORE2000

Consolidates and further expands knowledge and skills developed in the previous courses 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, is introduced to further enhance the students skills to read and comprehend modern Korean mixed script.

**KORE2500****Korean Civilisation and Culture***Staff Contact:* School Office

UOC6 HWP3

An introduction to Korean society, culture, politics and economy examined from historical perspectives. Topics include changes in social stratification, family life, role of women, education, religion, arts and popular culture, economy, technological development, role of governments, politics and diplomacy and inter-Korean relations.

**KORE2600****Modern Korean Society***Staff Contact:* School Office

UOC6 HWP3

*Prerequisite/s:* 36 units of credit

Examines Korea's development from the end of the Chosun dynasty to a contemporary democratic society. Topics include Japanese occupation, Korean War, economic plans and 'miracle of Han River', social structure, social changes, role of education, employment, main political parties and government institutions, Korea as a powerhouse in Asia and recent developments in inter-Korean relations.

**KORE3000****Korean Communication 3A***Staff Contact:* Mr Shin

UOC6 HPW5 S1

*Prerequisite/s:* KORE2001

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 Hanja are also introduced.

**KORE3001****Korean Communication 3B***Staff Contact:* Mr Shin

UOC6 HPW5 S2

*Prerequisite/s:* KORE3000

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 situation. Includes systematic practice of communicative skills in the classroom and some field work at the real-life situations in the Sydney Korean business community. Another 150 Hanja are introduced.

**KORE3400****Korean Communication 4A***Staff Contact:* School Office**UOC6 HPW5**

Caters for both Korean background speakers and non-background speakers. It focuses on further development of communicative skills based on the groundwork covered in the background introductory courses, KORE1101 or non-background KORE3001 level. Concentrates on general reading and writing skills, aspects of language styles, complex grammar, translating techniques, interpretation of texts and cultural aspects in Korean-speaking contexts. A wide range of texts and other authentic materials is used. Approximately 100 new Hanja are introduced.

**KORE3401****Korean Communication 4B***Staff Contact:* School Office

UOC6 HPW5

Continuation of the work done in KORE3400. Further development of written language skills. Concentrates on general reading and writing skills, aspects of language styles, complex grammar, translating techniques, interpretation of texts and cultural aspects in Korean-speaking contexts. A wide range of texts and other authentic materials are used. Approximately 100 new Hanja are introduced.

**KORE3500****Korean Communication 5A***Staff Contact:* School Office

UOC6 HWP5

Further consolidates and expands students' written language skills at an advanced level. Concentrates on advanced reading and professional writing skills, aspects of language styles, complex grammar, para-professional level of translation, interpretation of texts and cultural aspects in Korean-speaking contexts. Includes a 1 hour seminar each week on cross-cultural communication. A wide range of texts and other authentic materials is used. Approximately 100 new Hanja are introduced.

**KORE3501****Korean Communication 5B***Staff Contact:* School Office

UOC6 HPW5

Continues on from KORE3500. Further consolidates and expands students' written language skills at an advanced level. Concentrates on advanced reading and professional writing skills, aspects of language styles, complex grammar, para-professional level of translation, interpretation of texts and cultural aspects in Korean-speaking contexts. Includes a 1 hr seminar each week on cross-cultural communication. A wide range of texts and authentic materials are used. Approximately 100 new Hanja are introduced.

**KORE3600****Korean Communication 6A***Staff Contact:* School Office

UOC6 HWP5

An introduction to professional translation at a NAATI level. Aimed at providing native speaker level students with foundations of professional translation techniques. Deals with thematic areas most common in Australia and international (Korean) contexts such as welfare, social security, medical and legal. Addresses crucial translation and linguistic problems relevant to translation: problems of vocabulary, equivalents, syntax, grammar and speech register. Includes the acquisition of translator's practical skills and looks at professional ethics.

**KORE3601****Korean Communication 6B***Staff Contact:* School Office

UOC6 HPW5

Continuation of KORE3600. Aimed at providing native speaker level students with foundations of professional translation techniques at a NAATI Translator level. Deals with thematic areas most common in Australia and international (Korean) contexts such as welfare, social security, medical and legal. Addresses crucial translation and linguistic problems relevant to translation: problems of vocabulary, equivalents, syntax, grammar and speech register. Includes the acquisition of translator's practical skills and looks at professional ethics.

**KORE3900****Introduction to Korean Studies (Advanced)***Staff Contact:* School Office

UOC6 HPW3

Introduces a wide range of topic areas in Korean Studies, such as history, politics, economics, business, society, culture, language and literature, with a particular focus on the rapid changes in the twentieth century and the strength and continuity of Korean culture. Also focuses on critical examination of research in these areas.

**Russian Studies**

Russian Studies offers a range of courses designed to develop an informed understanding of Russia and the former Soviet Union through the study of Russian language, literature, civilisation and history.

Russian language courses cater both for complete beginners and also for advanced speakers of Russian.

Although language study is required for a major sequence in Russian Studies, several of the Upper Level courses require no knowledge of the Russian language and can be taken by students from other schools interested in learning about Russian literature, society and history.

**Major Sequences****Major Sequence A**

For students entering the Department with no prior knowledge of Russian (*non-native speakers*). 42 units of credit comprising 24 units of credit from compulsory courses:

	UOC
<b>Year 1</b>	
RUSS1111	6
RUSS1112	6

**Year 2**

RUSS2111	6
RUSS2112	6

and 18 units of credit selected from the following courses:

RUSS3111	6
RUSS3112	6
RUSS2100	6
RUSS2101	6
RUSS2102	6

**Major Sequence B**

For *native speakers or equivalent*. 42 units of credit from the following courses, usually taken over three years:

<b>Year 1</b>	
RUSS1113	3
RUSS1114	3
RUSS1115	6

**Years 2 and 3**

RUSS2101	6
RUSS2102	6
RUSS2200*	6
RUSS3101	3
RUSS3102	3
RUSS3103	3
RUSS3104	3

\* Not available in the year 2000.

**Level 1****RUSS1111****Introductory Russian 1***Staff Contact:* Mrs Stern

UOC6 HPW6 S1

**Note/s:** Excluded native speakers of Russian and students qualified to enter RUSS1113 or RUSS1114.

Intended for complete beginners, this course provides a basic introductory knowledge of spoken and written Russian. Assessment: weekly assignments, tests.

**RUSS1112****Introductory Russian 2***Staff Contact:* Mrs Stern

UOC6 HPW6 S2

**Prerequisite/s:** RUSS1111

**Note/s:** Excluded Native speakers and those students qualified to enter RUSS1113 or RUSS1114.

A continuation of RUSS1111. Assessment: weekly assignments, tests, examination.

**RUSS1113****Russian Language (Native Speakers) 1***Staff Contact:* Mrs Stern

UOC3 HPW3 S1

**Excluded:** RUSS1100, RUSS1001

A first-year language course of 3 hours per week for advanced speakers of Russian (native speakers may be offered an alternative program of 2 hours per week), comprising Russian grammar, translation and conversation. Assessment: weekly assignments, tests.

**RUSS1114****Russian Language (Native Speakers) 2***Staff Contact:* Mrs Stern

UOC3 HPW3 S2

**Prerequisite/s:** RUSS1113

**Excluded:** RUSS1100, RUSS1001

A continuation of RUSS1113. Assessment: weekly assignments, tests.

**RUSS1115****Russian Literature 1***Staff Contact:* Mr Barry Lewis

UOC6 HPW3 S1

**Corequisite/s:** RUSS1113

**Excluded:** RUSS1001, RUSS2100

19th-century Russian literature and society as listed under RUSS2100. Assessment: 3 essay-type assignments.

**Upper Level****RUSS2100****Nineteenth Century Russian Literature and Society***Staff Contact:* Mr Barry Lewis

UOC6 HPW3 S1

**Prerequisite/s:** 36 units of credit in Arts and Social Science courses

**Excluded:** RUSS1001, RUSS2001, RUSS1115

**Note/s:** No knowledge of the Russian language is required

A survey of Russian literature and society in the 19th century. Representative works from 6 major writers (Pushkin, Gogol, Lermontov, Turgenev, Tolstoy, Dostoevsky) are studied in English translation both as literature and as a reflection of the society which produced them. Assessment: 3 essay-type assignments.

**RUSS2102****The Great Terror***Staff Contact:* Mr Ulman

UOC6 HPW3 S1

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses*Excluded:* RUSS2302*Note/s:* No knowledge of the Russian language required.

An analysis of Stalinism, the purges and show-trials of the 1930s. The growth of Soviet organs of oppression, forced collectivisation, the Gulag system. Assessment: 2-3 essay-type assignments.

**RUSS2103****The Russian Revolution***Staff Contact:* Mr Barry Lewis

UOC6 HPW3 S1

The Russian Revolution of 1917 was one of the major turning points of the last century and its reverberations continue to be felt in the 21st century. Analyses the principal causes of the Revolution - the economic and social specifics of 19th century Russian society, the decline of Tsarism and the crucial influence of Marxist/Leninist ideology. The Bolshevik seizure of power and the actions of its principal players, Lenin and Trotsky, are discussed in detail, as well as the aftermath of the Revolution - the catastrophic civil war of 1918-1920, the rise of the Stalinist dictatorship and the enduring impact of the Revolution on East-West relations and world History.

**RUSS2111****Intermediate Russian 1***Staff Contact:* Mrs Stern

UOC6 HPW4 S1

*Prerequisite/s:* RUSS1112 or RUSS1000*Excluded:* RUSS2000, RUSS2001

A continuation of Level 1 Russian language for beginners (with consolidation and extension of written and oral proficiency in Russian). Assessment: weekly assignments, tests.

**RUSS2112****Intermediate Russian 2***Staff Contact:* Mrs Stern

UOC6 HPW4 S2

A continuation of RUSS2111. Assessment: weekly assignments, tests.

**RUSS2200****Soviet Cinema***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

Provides an analysis of the history and development of film throughout Russian/Soviet history from the very early stages, including the essential turning points: Eisenstein, the Stalinist period, the thaw, selected masterpieces of the 60s and 70s; recent times. Note that the three hours per week does not include viewing time. Assessment: 2 essays.

**RUSS3101****Russian Option 1***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3102****Russian Option 2***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or**RUSS3101***Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3103****Russian Option 3***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3104****Russian Option 4***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3105****Russian Option 5***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3106****Russian Option 6***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3107****Russian Option 7***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3108****Russian Option 8***Staff Contact:* Mr Ulman

UOC3 HPW1.5 S1 S2

*Prerequisite/s:* One of the following: RUSS2112 or RUSS1114 or RUSS1115 or RUSS2000 or RUSS2001 or RUSS1001 or RUSS1101*Note/s:* Refer to Department for available options.

Selected authors of Russian literature.

**RUSS3111****Advanced Russian 1***Staff Contact:* Mrs Stern

UOC6 HPW4 S1

*Prerequisite/s:* RUSS2112 or RUSS2001 or RUSS2000;*Excluded:* RUSS3000, RUSS3001

Advanced grammar, translation into Russian, essay-writing and advanced oral work. Assessment: weekly assignments, tests.

**RUSS3112****Advanced Russian 2***Staff Contact:* Mrs. Stern

UOC6 HPW4 S2

A continuation of RUSS3111. Assessment: weekly assignments, tests.

**RUSS3900****Intermediate Russian 1 (Advanced)***Staff Contact:* School Office

UOC6 HPW4

The intensive reading program in Russian will represent an extension to the core course and will suit individual students' areas of interest. Set texts (literary, periodicals, etc.) will be accompanied by assignments. Regular extra meetings will be arranged.

**RUSS3901****Intermediate Russian 2 (Advanced)***Staff Contact:* School Office

UOC6 HPW4

The intensive reading program in Russian will represent an extension to the core course and will suit individual students' areas of interest. Set texts (literary, periodicals, etc.) will be accompanied by assignments. Regular extra meetings will be arranged.

**Note on RUSS3101-3108**

For each of the above courses: one option from the list of Russian Upper Level and Honours Options (see below).

Assessment: 1-2 essay-type assignments or equivalent.

## Spanish and Latin American Studies

Courses in Spanish and Latin American Studies (within the School of Modern Language Studies) are available in language, literature, film and history. Major sequences may be followed in language and literature and/or history. In the case of language, entry to one of two streams depends on the level of knowledge a student has of the Spanish language. Intensive oral and written language work is an essential element for the elementary and intermediate streams and classes for both are conducted wherever possible in Spanish. A major in Spanish and Latin American history may be completed with no knowledge of Spanish but a reading knowledge of the language is a prerequisite for entry to the Honours year.

### The Hispania Society

All students in the Department of Spanish and Latin American Studies (SLAS) are automatically members of the Hispania Society and membership is free. The Society is organised and run by the students of SLAS. All years are represented on the executive committee, which is elected at the Annual General Meeting at the beginning of each academic year.

Notices about Hispania's activities are posted on noticeboards around the Arts and Social Sciences building. Typical events are wine and cheese parties, dinners at Spanish restaurants and visits to Spanish language films.

### Major Sequences

#### Students with no prior knowledge

The most common sequence is:

##### **Year 1**

SPAN1001 6

SPAN1002 6

##### **Years 2 and 3**

SPAN2003 6

SPAN2004 6

SPAN3003 6

SPAN3004 6

+ 6 Upper Level units of credit from literature, film and/or history options to total 42 units of credit. However, students may study fewer language courses, making up the 42 units of credit with other Upper Level courses for which they have the prerequisites.

**Note:** Students should note that a pass conceded in a language courses does not allow progression to language courses at a more advanced Level.

#### Students with prior knowledge

##### **Year 1**

**UOC**

SPAN1021 6

SPAN1022 6

##### **Years 2 and 3 UOC**

SPAN2023 6

SPAN2024 6

+ 18 Upper Level units of credit from literature, film, language and/or history options to total 42 units of credit. Fluent speakers and writers of Spanish may have the language component waived in the First Year. Such students will in subsequent years have to make up the required number of units of credit from the Upper Level options offered by the Department.

#### Honours Entry

Students complete the normal major sequence as well as:

Twelve additional Upper Level units of credit in literature, film, language and/or history (including SPAN2401 and SPAN2424) completed at Credit Level or better to total 54 units of credit.

#### Non-Language and Literature

##### **Year 1**

Other approved 12 units of credit in Level 1 courses from History, Economic History, Political Science, Sociology or Spanish and Latin American Studies.

##### **Years 2 and 3 UOC**

SPAN2401

and

SPAN2424 12

+ 18 Upper Level units of credit from history, film and/or literature options (entry to literature options dependent on level of fluency of Spanish) to total 42 units of credit.

#### Level 1

##### **SPAN1001**

##### **Introductory Spanish 1A**

*Staff Contact:* Ms. Palaversich

UOC6 HPW6 S1

*Excluded:* SPAN1000, SPAN1020, SPAN1021, SPAN1100

For students who have little or no knowledge of Spanish. Intended to give students a sound basis of spoken and written Spanish and to introduce them to the history and culture of Spain and Latin America. Five hours language and one hour civilisation lecture. All language teaching is in tutorial groups. All students enrolled in SPAN1001 must attend a first meeting for information and organisation of tutorial groups. See Department noticeboards for time and place.

##### **SPAN1002**

##### **Introductory Spanish 1B**

*Staff Contact:* Ms. Cabot

UOC6 HPW6 S2

*Prerequisite/s:* SPAN1001*Excluded:* SPAN1000, SPAN1020, SPAN1021, SPAN1100

Intended to give students a sound basis of spoken and written Spanish and to introduce them to the history and culture of Spain and Latin America. Five hours language and one hour civilisation lecture. All language teaching is in tutorial groups.

**SPAN1021****Introductory Spanish 1C***Staff Contact:* Ms Palaversich

UOC6 HPW5 S1

*Excluded:* SPAN1000, SPAN1001, SPAN1020, SPAN1100**Note/s:** For students with previous knowledge of Spanish. An assessment of each student's existing knowledge of Spanish will be made in week 1.

Begins an intensive review of Spanish grammar and stimulates the development of writing skills. It also contains an introduction to the history, literature and culture of Spain and Latin America. Three hours language, two hours literature and one hour civilisation lecture. All language and literature teaching is in tutorial groups.

**SPAN1022****Introductory Spanish 1D***Staff Contact:* Ms Palaversich

UOC6 HPW5 S2

*Prerequisite/s:* SPAN1021*Excluded:* SPAN1000, SPAN1002, SPAN1020, SPAN1100

For students who completed SPAN1021. Completes an intensive review of Spanish grammar and continues the development of writing skills. It also contains an introduction to the history, literature and culture of Spain and Latin America. Three hours language, two hours literature and one hour civilisation lecture. All teaching is in tutorial groups.

**SPAN1100****Introductory Spanish Language (Intensive Mode)***Staff Contact:* Ms Cabot

UOC12 HPW25 X1

For students who have little or no knowledge of Spanish. Taught in the intensive mode over six weeks during the summer, and is intended to give students a sound basis in communication skills in Spanish. All teaching is in tutorial groups.

**Upper Level****1. Language****SPAN2003****Intermediate Spanish A***Staff Contact:* Mr Stephen Gregory

UOC6 HPW5 S1

*Prerequisite/s:* SPAN1000 or SPAN1100 or SPAN1002*Excluded:* SPAN2001

Two hours audio/visual comprehension and two hours of grammar/reading/written expression, plus one hour of cultural studies.

**SPAN2004****Intermediate Spanish B***Staff Contact:* Mr Stephen Gregory

UOC6 HPW5 S2

*Prerequisite/s:* SPAN2001 or SPAN2003*Excluded:* SPAN2002

Two hours audio/visual comprehension and two hours of grammar/reading/written expression, plus one hour of cultural studies.

**SPAN2023****Intermediate Spanish C***Staff Contact:* Associate Professor John Brotherton

UOC6 HPW4 S1

*Prerequisite/s:* SPAN1020 at credit level or SPAN1022*Excluded:* SPAN2021

One hour grammar, one hour aural comprehension, one hour discussion, one hour video.

**SPAN2024****Intermediate Spanish D***Staff Contact:* Ms Cabot

UOC6 HPW4 S2

*Prerequisite/s:* SPAN2023*Excluded:* SPAN2022

One hour grammar, one hour aural comprehension, one hour discussion, one hour video.

**SPAN2050****Interspan: Internet for Spanish Language Learning***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* SPAN2003 or SPAN1020 or SPAN1022**Note/s:** The language of instruction is Spanish.

Designed to introduce students to Internet resources for Spanish foreign language learning. Provides practical ways of using the Internet (electronic e-mail, MOO and the World Wide Web) for developing skills in Spanish.

**SPAN3003****Advanced Spanish A***Staff Contact:* Associate Professor John Brotherton

UOC6 HPW4 S1

*Prerequisite/s:* SPAN2002 or SPAN2004 at credit level*Excluded:* SPAN3001

Two hours grammar, one hour aural comprehension, one hour audiovisual.

**SPAN3004****Advanced Spanish B***Staff Contact:* Ms Cabot

UOC6 HPW4 S2

*Prerequisite/s:* SPAN3001 or SPAN3003*Excluded:* SPAN3002

Two hours grammar, one hour aural comprehension, one hour audiovisual.

**SPAN3031****An Introduction to Translation***Staff Contact:* Associate Professor John Brotherton

UOC6 HPW3 S1

*Prerequisite/s:* SPAN1020 or SPAN1010 or SPAN1022

A practical study of translation methodology in a series of contexts - welfare, legal, commercial and literary, but with an emphasis towards preparation for NAATI examinations.

**SPAN3040****Spanish Linguistics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* SPAN1020 or SPAN2004 or SPAN1021**Note/s:** The language of instruction is Spanish.

Aims to provide students with a knowledge of the norms and structure of the Spanish language and its use. The course focuses on the areas of Spanish phonology, morphology, grammar, pragmatics and semantics. It will be very helpful for students wishing to pursue the language to translator level.

**SPAN3900****Special Topic in Hispanic Studies (Advanced)***Staff Contact:* School Office

UOC6 HPW3

This course is tailor-made to individual student requirements in consultation with staff members in the Department. Students will undertake an extensive reading of primary and secondary sources on selected areas in Spanish and Latin American Studies. They will be required to produce bibliographies and a number of essays or papers displaying a developed understanding of the materials involved in their chosen topics.

**2. Literature and Film****SPAN3332****Classic Texts in Spanish Literature***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* SPAN1010 or SPAN1020 or SPAN3002 or*SPAN3004 or SPAN1022*

A study of major literary works in Spanish which had a significant influence on later writers and which are basic to an understanding of the Spanish literary tradition.

#### **SPAN3339**

##### **Magical Realism in Latin America**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

Begins with a brief account of the various attempts to define Magical Realism and of the ensuing acrimonious critical debate in Latin America. However, the main part of the course will be a reading of some of the key texts of the trend, from its beginnings in Brazil in the 1920s up to the so-called 'Magical Feminism' of the 1980s.

#### **SPAN3350**

##### **Performing Passion & Pain: The Case of Frida Kahlo**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

Frida Kahlo has become an icon of contemporary art and feminism. Examines her life, art, letters and diary to account for her status in Mexican and Latin American circles as well as in a broad international context. Emphasises the self-consciously theatrical ways in which Kahlo's work projects particular versions of the following general themes: ethnicity and 'Mexicanness'; gender and identity; public and private selves; the body fragmented and in pain; radical leftwing politics; passion and masochism.

#### **SPAN3602**

##### **Hispanic Fiction Into Film**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* SPAN1010 or SPAN1020 or SPAN2003

**Notes:** The language of instruction is Spanish.

Twentieth century novels, one from Spain and two from Latin America, are examined, comparing a film version with the original text. Modes of discourse are contrasted, evaluating devices and resources available to each medium, considering differences and similarities, as well as authenticity, validity and artistic merit.

#### **SPAN3603**

##### **Aesthetics and Politics in Latin American Cinema**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

**Notes:** The language of instruction is English.

Outstanding feature films from Argentina, Cuba and Mexico are examined, considering both aesthetic and political elements, with special reference to the notions of art, social criticism and propaganda.

### **3. History**

Courses in Spanish and Latin American history are taught in English. A student may enrol in any of them without pre- or corequisites except where noted. For a major sequence a student must complete successfully SPAN2401 *Colonising the Americas: The Spanish and Portuguese Empires*, and SPAN2424 *Trajectories of Tyranny and Lineages of Liberty in the Americas*, plus 45 units of credit to be taken from the Upper Level optional history courses and/or the Upper Level literature courses in addition to 12 units of credit from appropriate Year 1 courses.

The following Year 1 courses are recognised as being particularly appropriate for a major sequence: either HIST1011 and/or HIST1012 or SPAN1001/SPAN1002 or SPAN1021/SPAN1022 or SPAN1100.

To become an Honours candidate in Spanish and Latin American history a student must complete 12 additional Upper Level units of credit from among the optional history courses at Credit Level or better. In addition, students must have attained a reading knowledge in Spanish.

### **Upper Level**

#### **SPAN2401**

##### **Colonising the Americas: The Spanish and Portuguese Empires**

*Staff Contact:* Dr Mark Berger

**UOC6 HPW3 S1**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

Provides an introduction to the history of the Spanish empire in the Americas from the sixteenth century to the early nineteenth century. The major trends, events and processes of the colonial era are examined, up to and including the wars of independence in the early nineteenth century. The colonial history of Brazil is also covered. Apart from a comparison of Portuguese and Spanish America, an attempt will be made to compare the rise and decline of the Spanish and Portuguese empires with the vicissitudes of English colonialism in the Americas.

#### **SPAN2418**

##### **Amazonia**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses

**Excluded:** GENS4529, GENT0403

The geography of the region examined with the object of delineating its natural ecosystems and the impact on these of contemporary development programs.

#### **SPAN2421**

##### **Special Topic in Latin American History 1**

*Staff Contact:* Mr Peter Ross

**UOC6 HPW3 X1 S1**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

In unusual circumstances a special topic in Latin American history may be chosen by the student, in close consultation with the lecturer, to pursue a particular area of interest. Weekly tutorials and written work.

#### **SPAN2422**

##### **Special Topic in Latin American History 2**

*Staff Contact:* Mr Peter Ross

**UOC6 HPW3 X1 S2**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

In unusual circumstances a special topic in Latin American history may be chosen by the student, in close consultation with the lecturer, to pursue a particular area of interest. Weekly tutorials and written work.

#### **SPAN2424**

##### **Dictatorship and Democracy in the Americas**

*Staff Contact:* Dr Mark Berger

**UOC6 HPW3 S2**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses.

Examines post-Cold War Latin America from the perspective of the region's tumultuous nineteenth and twentieth century history. The historical trajectories of a number of nation-states in Latin America will be surveyed with a focus on themes such as dictatorship and democracy, as well as nationalism, revolution and neo-liberalism.

#### **SPAN2428**

##### **Creating the Third World: History and Global Development**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses

**Excluded:** HIST2040, HIST2060, COMD2010

This course (which is the first part of a two-part sequence, either part of which can be taken discretely) explores the history of the expansion of Europe and its implications for global inequality between 1500 and 1900.

**SPAN2429**

**Creating the Third World: History and Global Development II**

*Staff Contact:* Dr Mark Berger

UOC6 HPW3 S2

*Prerequisite/s:* 36 units of credit in Arts and Social Science courses

*Excluded:* HIST2061, COMD2020

This course (which is the second part of a two-part sequence, either part of which can be taken discretely) explores the history of global inequality in the twentieth century. Some of the themes considered include: colonialism and its legacies; the history of the idea of development; the state in economic development; the World Bank and the IMF; and the question of globalisation.

**SPAN2431**

**Latin America, the United States and Changing Global**

**Orders**

*Staff Contact:* School Office

UOC6 HPW3

Examines the role of the United States in Latin America in the context of the history of changing global orders. The main themes of the course include theories of imperialism, U.S.-Soviet rivalry and globalisation as they relate to inter-American relations.

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## **Program Outlines**

### **Postgraduate Study**

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

Suitably qualified candidates may enrol to study for the degree of Doctor of Philosophy. In addition, programs are available leading to the award of the degrees of Master of Commerce (Honours), Master of Commerce, Graduate Diploma and Graduate Certificate in Commerce. Courses are offered in Accounting, Economics, Business Statistics, E-Business Management, Economic History, Finance, Industrial Employment Relations, International Business, Knowledge Management, Organisational and Management Studies, Human Resource Management, Information Systems and Management, Marketing, Hospitality Management, Business Law, Taxation, and Strategic Value Management. 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 program 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 course equivalent Project Report for the degree.

Suitably qualified candidates wishing to pursue a shorter program of postgraduate study may undertake a Graduate Diploma in Commerce. This program comprises six graduate courses 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.

Students can also elect to do a Graduate Certificate in Commerce of four approved postgraduate courses offered by the Faculty of Commerce and Economics.

The Faculty now offers three additional award programs as a consequence of recent UNSW restructuring: Master of Archive Administration (by Research); Master of Information Studies (by Research) and the Master of Information Management (by Formal Coursework).

The Faculty also offers customised and open learning mode MCom and GradDip programs to cohorts of local and international students.

## Postgraduate programs available in 2001

The program numbers and corresponding titles are listed as a guide for enrolment purposes. Students must nominate a plan 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 course to alteration.

### Doctor of Philosophy (PHD)

Plan	Discipline
ACCTR1521	Accounting
ACTLBR1545	Actuarial Studies
ECONAR1540	Economics
FINSCR1561	Banking and Finance
IBUSAR1603	International Business
INFSAIR1525	Information Systems
IROBGR1601	Industrial Relations and Organisational Behaviour
LEGTFR1535	Business Law and Taxation
IMGTHR1990	Information and Library Management
MARKAR1550	Marketing

### Master of Commerce (Honours)

Plan	Discipline
ACCTAR2570	Accounting
ACTLCR2582	Actuarial Studies
ECONAR2571	Economics
ECONCR2572	Econometrics
ECOHBR2573	Economic History
FINSCR2574	Banking and Finance
INFSER2575	Information Systems and Management
IROBAR2576	Employment Relations
IROBER2577	Organisational Behaviour
IROBFR2578	Human Resource Management
LEGTER2579	Business Law and Taxation
MARKAR2580	Marketing

### Qualifying Program

Plan	Discipline
ACCTAQ6714	Accounting
ECONAQ6715	Economics
FINSAQ67176716	Banking and Finance
LEGTEQ6717	Business Law and Taxation
INFSAQ6718	Information Systems
MARKAQ6728	Marketing
IBUSAQ6729	International Business
IROBJQ6730	Human Resource Studies and Organisational Behaviour
IROBAQ6731	Industrial Relations

### Graduate Certificate

#### Program Plan

7355	ACCTAS7355	Accounting
7355	ACTLCS7355	Actuarial Studies
7355	ECONGST355	Business Economics and Statistics
7355	FINSAS7355	Finance
7355	HOSPBST355	Hospitality Management
7355	IBUSAS7355	International Business
7355	INFSEST355	Information Systems and Management
7355	IROBIS7355	Employment Relations
7355	IROBHS7355	Organisation and Management Studies
7355	IROBCS7355	Human Resource Management
7355	LEGTAS7355	Business Law
7355	LEGTCST355	Taxation
7355	MARKAST355	Marketing

### Graduate Diploma

#### Program Plan

5390	ACCTASS5390	Professional Accounting (customised)
5391	ACCTASS5391	Accounting
5391	ACCTFS5391	Public Sector Financial Administration
5391	ACCTH5391	Strategic Value Management
5391	ACTLCSS5391	Actuarial Studies
5391	INFSESS5391	Information Management
5391	ECONGSS5391	Business Economics and Statistics
5391	FINSA55391	Finance
5391	IROBIS5391	Employment Relations
5391	IROBHS5391	Organisation and Management Studies
5391	IROBCS5391	Human Resource Management
5391	INFSES55391	Information Systems and Management
5391	INFGSGS5391	Knowledge Management
5391	MARKAS5391	Marketing
5391	HOSPASS5391	Hospitality Management Studies
5391	INFSFS5391	E-Business Management
5391	LEGTA55391	Business Law
5391	LEGTCSS5391	Taxation
5391	IBUSA55391	International Business

### Master of Commerce

#### Program Plan

8403	ACCTES8403	International Professional Accounting (Guangzhou)
8405	ACCT ES8405	International Professional Accounting(Beijing)
8404	ACCTAS8404	Accounting
8404	ACCTDS8404	Professional Accounting
8404	ACCTHS8404	Strategic Value Management
8404	ACCTFS8404	Public Sector Financial Administration
8404	ACTLCS8404	Actuarial Studies

8404	ECONGS8404	Business Economics and Statistics
8404	FINSDS8404	Banking
8404	FINSAS8404	Finance
8404	FINSE8404	Funds Management
8404	FINFS8404	International Finance
8404	FINSGS8404	Risk Management and Insurance
8404	HOSPCS8404	Hospitality Management
8404	HOSPBS8404	Hospitality Management Studies
8404	IBUSAS8404	International Business
8404	INFIFS8404	E-Business Management
8404	INFSHS8404	Health Informatics
8404	INFSES8404	Information Systems and Management
8404	INFGS8404	Knowledge Management
8404	IROBCS8404	Human Resource Management
8404	IROBIS8404	Employment Relations
8404	IROBHS8404	Organisation and Management Studies
8404	LEGTGS8404	Taxation
8404	LEGTAS8404	Business Law
8404	LEGTC88404	Taxation
8404	IMGTFS8404	Information Management
8404	MARKAS8404	Marketing

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**Master of Information Management****Program Plan**

8923 IMGTFS8923 Information Management

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**Master of Technology Management****Program**

8007

## **Program Objectives and Requirements for the Degree of Doctor of Philosophy (PhD)**

### **Objectives**

The PhD is designed to equip students with advanced research training in their chosen discipline and to promote research which makes an original and significant contribution to the discipline.

### **Length of the Program**

The period of enrolment for full-time students, is normally six sessions (three years) and eight sessions (four years) for part-time students. Full-time students must present their thesis for examination no later than ten sessions (five years) from the date of enrolment. For part-time students the period is twelve sessions (six years).

### **Formal Coursework**

PhD students may be required to undertake some formal coursework, designed to support the development of their research work.

## **Program 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 program requirements are set out below. In each case certain courses are designated core courses. Full-time students will normally include the core courses among the courses 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.

## **Accounting – Program Code 2570** **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- |          |  |
|----------|--|
| 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 courses 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.

## **Actuarial Studies – Program Code 2582** **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- |          |                                      |
|----------|--------------------------------------|
| ACTL5003 | Research Topics in Actuarial Studies |
| ACTL5100 | Actuarial Theory and Practice A      |
| ACTL5200 | Actuarial Theory and Practice B      |
2. In addition to completing the courses listed in 1, students shall enrol in ACTL5000 or ACTL5001 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

## **Banking and Finance – Program Code 2574**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- |          |   |
|----------|---|
| 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 courses 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.

## **Business Law and Taxation – Program Code 2579**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- |          |                                    |
|----------|------------------------------------|
| LEGT5998 | Research Seminar in Commercial Law |
|          | and one of:                        |
| LEGT5522 | Special Topic in Business Law      |
| LEGT5523 | Special Topic in Taxation          |

And any two of the School's postgraduate courses approved by the Head of School.

2. In addition to completing the courses listed in 1, students shall enrol in LEGT6001 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

## **Economic History – Program Code 2573**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- |           |   |
|-----------|---|
| ECHOH5353 | Approaches to Economic and Social History |
| ECHOH5354 | Special Course in Economic History 2      |
| ECHOH5359 | Research Seminar                          |
| ECHOH5367 | Special Course in Economic History 1      |

2. In addition to completing the courses listed in 1, students shall enrol in ECHOH5360 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

## **Econometrics – Program Code 2572**

### **Master of Commerce (Honours)**

1. All students shall study four courses from the following:

- |          |   |
|----------|---|
| ECON5201 | Comparative Forecasting Techniques        |
| ECON5251 | Applied Econometrics                      |
| ECON5252 | Advanced Econometric Theory               |
| ECON5253 | Modelling High Frequency Time Series Data |
| ECON5254 | Econometric Theory                        |
| ECON5255 | Econometric Model Building                |

2. In addition to completing the courses 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.

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## **Economics – Program Code 2571**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- ECON5154 Microeconomic Analysis 1  
ECON5174 Macroeconomic Analysis 1

2. In addition, students must choose two of the following courses:

- ECON5101 Seminar in Advanced Economic Analysis  
ECON5110 Developing Economies and World Trade  
ECON5153 International Monetary Economics  
ECON5155 Microeconomic Analysis 2  
ECON5156 International Trade  
ECON5158 Economics of Labour Markets  
ECON5159 Industrial Organisation  
ECON5176 Business Cycles and Growth  
ECON5184 Macroeconomic Analysis 2  
ECON5207 Elements of Econometrics

**Note:** Other graduate courses in the School of Economics may be substituted for those listed in 2, with the permission of the Head of School.

3. In addition to completing the courses 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.

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## **Human Resource Management –**

### **Program Code 2578**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- 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 courses listed in 1, students shall enrol in IROB5953 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

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## **Industrial Employment Relations Program Code 2576**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- IROB5731 Special Topic in Australian Industrial Relations  
IROB5732 Special Topic in International and Comparative Industrial Relations  
IROB5733 Advanced Seminar in Australian Relations  
IROB5734 Advanced Seminar in International and Comparative Industrial Relations

2. In addition to completing the courses 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.

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## **Organisational Behaviour – Program Code 2577**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- IROB5903 Organisational Innovation and Change  
IROB5905 Organisational Diagnostics  
IROB5918 Organisational Restructuring  
IROB5932 Advanced Seminar in Organisational Behaviour

2. In addition to completing the courses 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.

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## **Information Systems and Management –**

### **Program Code 2575**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- INFSS5986 Research Topics in Information Systems 1

- INFSS5987 Research Topics in Information Systems 2

and two courses to be approved by the Head of the School of Information Systems, Technology and Management, from advanced graduate courses offered by the School of Information Systems, Technology and Management.

2. In addition to completing the courses listed in 1, students shall enrol in INFSS5994 (F/T) or INFSS6001 (P/T) (Information Systems) or IMGT5994 (F/T) or IMGT6001 (P/T) (Information Management) and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

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## **Marketing – Program Code 2580**

### **Master of Commerce (Honours)**

1. All students shall study the following core courses:

- MARK8995 Business Research Methods in Marketing

- MARK8996 Research Seminar in Marketing

- MARK8997 Advanced Quantitative Methods in Marketing

- MARK8998 Contemporary Research Methods in Marketing

2. In addition to completing the courses 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.

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## **Master of Information Studies**

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### **Program Code 2980**

### **Master of Information Studies (by Research)**

1. All students shall study the following courses:

- INFSS5986 Research Topics in Information Systems 1

- INFSS5987 Research Topics in Information Systems 2

2. In addition to completing the courses listed in 1, students shall enrol in IMGT5994(F/T) or IMGT6001(P/T) and submit a thesis on an approved topic.

The conditions governing the award of the degree of Master of Information Studies by research are set out under Conditions for the Award of Degrees later in this handbook.

## Master of Commerce

### Program Objectives and Requirements for the Degree of Master of Commerce (by Coursework)

#### 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 a minimum of *twelve* courses for the award of the degree, unless exempted from a course or courses.

2. *Four* of these courses shall be drawn from a common core of graduate courses 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:

FINS5511 Corporate Finance  
 IBUS5681 Business Communication  
 IMGT5120 Organisation of Knowledge  
 INF55988 Business Information Systems  
 IROB5700 Management, Work and Organisation  
 LEGT5511 Legal Foundations of Business  
 MARK5900 Elements of Marketing

3. *Four* of the courses shall consist of an integrated sequence of studies from a disciplinary stream defined by the Standing Committee of Faculty. Where a student takes an integrated sequence of studies from two disciplinary streams this shall be recognised on the academic transcript as a double concentration.

4. *Four* other courses may be taken as elective studies from postgraduate courses 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 courses on the basis of prior studies. Exemptions will not normally be granted for courses completed more than 7 years before the date of admission of the applicant, except with the approval of the Head of School.

6. Students shall commence their disciplinary studies at a prescribed point with guidance; and they may be proscribed from taking courses which duplicate prior studies.

7. Students with *at least six* courses 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 courses in a disciplinary stream shall have their *advanced* specialisation noted on their transcript.

8. Approved disciplinary streams are listed hereafter. In addition, the Standing Committee of Faculty may approve postgraduate courses offered by other Faculties within the University.

9. The Standing 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 Master of Commerce Programs

Courses for item 3 of the course requirements must be chosen from the disciplinary streams listed below. The remaining courses may be chosen from disciplinary streams or other courses offered or approved by the Faculty.

#### Program Code 8404

##### Plan

ACCTAS8404	Accounting
ACCTDS8404	Professional Accounting
ACCTHS8404	Strategic Value Management
ACCTFS8404	Public Sector Financial Administration
ACTLCS8404	Actuarial Studies
ECONGS8404	Business Economics and Statistics
FINSA8404	Finance
FINSDS8404	Banking
FINSES8404	Funds Management
FINFS8404	International Finance
FINSGS8404	Risk and Insurance
HOSPBS8404	Hospitality Management Studies
IBUSAS8404	International Business
INFSS8404	E-Business Management
INFSHS8404	Health Informatics
INFSES8404	Information Management
INFSGS8404	Knowledge Management
IROBCS8404	Human Resource Management
IROBIS8404	Employment Relations
LEGTAS8404	Business Law
LEGTC88404	Taxation
LEGTDS8404	Advanced Taxation
MARKAS8404	Marketing
IROBHS8404	Organisation and Management Studies

#### Customised Programs

#### Program Code 8403

ACCTES8403 International Professional Accounting – Guangzhou\*

\*Offered at Guangzhou University, Guangzhou, Peoples Republic of China

#### Program Code 8405

ACCT ES8405 International Professional Accounting – Beijing\*

\*Offered at Beijing University, Beijing, Peoples Republic of China

### Program 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 courses for the Graduate Diploma.
2. Two of these courses shall be drawn from a common core of graduate courses designed to provide a perspective on commerce as a social phenomenon except where permission is granted for the substitution of other courses on the basis of prior studies.

The common core courses are:

ACCT5901	Accounting: A User Perspective
ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5511	Corporate Finance
IBUS5681	Business Communication
IMGT5120	Organisation of Knowledge
INF55988	Business Information Systems
IROB5700	Management, Work and Organisation
LEGT5511	Legal Foundations of Business
MARK5900	Elements of Marketing

3. Two of the courses shall be taken from a disciplinary stream defined by the Standing Committee of Faculty, in addition to any disciplinary courses taken as common core.

4. Two other courses may be taken as elective studies from postgraduate courses 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 courses 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 courses which duplicate prior studies.

7. Students with six courses in a disciplinary stream (following from permission to substitute for common core courses) 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 courses in a disciplinary stream shall have their advanced specialisation noted on their transcript.

8. Approved disciplinary streams are listed hereafter. In addition, the Standing Committee of Faculty may approve postgraduate courses 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.

## Special Programs

### Program Code 5390

ACCTAS5390 Professional Accounting – Customised\*

### Program Code 5391

INFSE55391	Information Management
ECONJS5391	Environmental Economics
MARKCS5391	Professional Marketing (Customised)
ACCTFS5391	Public Sector Financial Administration
LEGTDS5391	Taxation (Customised)

\*Details available from the School of Accounting

## Program Objectives and Requirements for the Graduate Certificate

### Objectives

1. To provide a perspective on commerce as a social phenomenon.
2. To provide opportunities for the design of study programs that meet vocational needs or individual interests.
3. To recognise accomplishments in commerce related studies.

### Requirements

1. A student must complete four courses for the Graduate Certificate.
2. The four courses may be drawn from graduate courses offered by the Faculty of Commerce and Economics.
3. Students are required to satisfy course prerequisites in their program of studies; and they may be proscribed from taking courses which would duplicate prior studies. Guidance will be provided in these matters to individual students.
4. No exemptions are permitted in the Graduate Certificate in Commerce.
5. Special programs are available within, and customised programs can be designed to suit, the Graduate Certificate course structure.

## Approved Graduate Diploma Programs

### Program Code 5391

Plan	Disciplinary Stream
ACCTASS5391	Accounting
ACCTH5391	Strategic Value Management
ACCTFS5391	Public Sector Financial Administration
ACTLCS5391	Actuarial Studies
ECONGS5391	Business Economics and Statistics
FINSAS5391	Finance
HOSPAS5391	Hospitality Management Studies
IBUSAS5391	International Business Finance
INPSFS5391	E-Business Management
INFSE55391	Information Systems and Management
INFGS55391	Knowledge Management
IROBCS5391	Human Resource Management
IROBIS5391	Employment Relations
IROBHSS5391	Organisation and Management Studies
LEGTASS5391	Business Law
LEGTCS5391	Taxation
MARKASS5391	Marketing

## Courses in each Disciplinary Stream for Master of Commerce (by Coursework) and Graduate Diploma Programs

### Note on asterisked courses following:

Students who also commence their disciplinary studies at an advanced level and who take at least six starred courses in the discipline shall have their advanced specialisation noted on their transcript.

### Accounting

#### Plan ACCTAS8404

ACCT5901	Accounting: A User Perspective
*ACCT5902	Financial Reporting : Contemporary Issues and Significant Developments
*ACCT5903	Regulation in Accounting
*ACCT5905	International Accounting and Multinational Enterprises
ACCT5908	Auditing and Assurance Services

- \*ACCT5909 Current Developments in Auditing Research
- \*ACCT5910 Financial Statement Analysis
- \*ACCT5917 Strategic Management: Systems and Processes
- \*ACCT5918 Advanced Assurance and Auditing
- \*ACCT5919 Business Risk Management
- \*ACCT5920 Managing Intangible Resources
- \*ACCT5921 Business Performance Management
- \*ACCT5922 E-Business Strategy and Processes
- ACCT5930 Financial Accounting
- ACCT5931 Strategic Financial and Resource Management
- \*ACCT5932 Public Sector Accounting and Financial Reporting
- \*ACCT5934 Issues in Public Sector Financial Administration
- \*ACCT5949 Managing Agile Organisations
- \*ACCT5951 Current Developments in Accounting Research – Financial
- \*ACCT5952 Current Developments in Accounting Research – Managerial
- \*ACCT5955 Value-Based Management In a Global Economy
- \*ACCT5967 Special Topic in Accounting
- ACCT5970 Accounting Concepts and Financial Reporting
- \*ACCT5988 Innovative Organisations
- ACCT5996 Business Processes: Analysis and Improvement
- \*ACCT5997 Seminar in Research Methodology
- \*ACCT5998 Project Seminar
- \*ACCT5999 Project Report
- \*FINS5526 International Corporate Governance: Accounting and Finance Perspectives
- \*INFS5905 Information Systems Auditing

#### **Recognition of PY and CPA Program**

The successful completion of:

- (a) the Professional Year Program (PY) of the Institute of Chartered Accountants in Australia, or
- (b) the CPA Australia Program, is deemed the equivalent of two UNSW advanced accounting courses in the Master of Commerce (course 8404) provided that four accounting courses at an advanced level from the accounting disciplinary stream (program 1037) are taken for an advanced accounting specialisation in the Master of Commerce.

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#### **Actuarial Studies**

##### **Plan ACTLCS8404**

- \*ACTL5100 Actuarial Theory and Practice A
- \*ACTL5200 Actuarial Theory and Practice B
- \*ACTL5004 Project Report – Actuarial Studies
- \*ACTL5101 Probability and Statistics for Actuaries
- \*ACTL5102 Financial Mathematics for Actuaries
- \*ACTL5103 Stochastic Modelling for Actuaries
- \*ACTL5104 Actuarial Statistics
- \*ACTL5105 Life Insurance and Superannuation Models
- \*ACTL5106 Insurance Risk Models
- \*ACTL5109 Financial Economics for Insurance
- Superannuation
- ECON5144 Superannuation and Retirement
- FINS5514 Capital Budgeting and Financial Decisions
- FINS5535 Derivatives and Risk Management Techniques
- FINS5536 Fixed Income Securities and Interest Rate Derivatives
- FINS5554 Life and Health Insurance
- MATH5965 Mathematics of Security Markets 1
- MATH5816 Mathematics of Security Markets 2
- MATH5835 Stochastic Processes

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#### **Business Economics and Statistics**

##### **Plan ECONGS8404**

- ECON5103 Business Economics
- ECON5203 Statistics for Business
- \*ECON5104 International Economics
- \*ECON5108 Public Finance
- \*ECON5115 Natural Resource Economics
- \*ECON5116 Environmental Economics
- \*ECON5120 Topics in Business Economics I
- \*ECON5121 Topics in Business Economics II
- \*ECON5122 Competing in the Knowledge Economy
- \*ECON5123 Economics of E-Business
- \*ECON5153 International Monetary Economics
- \*ECON5164 Economic Reasoning
- \*ECON5197 Project Report (Economics)
- \*ECON5201 Comparative Forecasting Techniques
- \*ECON5204 Mathematics for Business
- \*ECON5207 Elements of Econometrics
- \*ECON5233 Operations Research
- \*ECON5248 Business Forecasting
- \*ECON5284 Mathematical Economics
- \*ECON5299 Project Report (Business Statistics)
- \*ECON5351 International Economic Relations Since the 19th Century

With permission of the Head of School, students may be allowed to substitute other post-graduate courses offered by the School for those listed here. Students should contact the School Office for further information.

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#### **Business Law**

##### **Plan LEGTAS8404**

- LEGT5511 Legal Foundations of Business
- \*LEGT5522 Special Topic in Business Law
- \*LEGT5531 Competition and Consumer Law
- LEGT5541 Company Law
- \*LEGT5542 Corporate Governance
- LEGT5551 Revenue Law
- \*LEGT5561 Legal Aspects of Finance
- \*LEGT5562 Business Law in a Global Economy
- \*LEGT5563 Technology, Information and the Law
- \*LEGT5564 Regulation of Government Agencies
- \*LEGT5571 Franchising
- \*LEGT5575 Corporate Fraud and Crime
- \*LEGT5581 Taxation Policy, Principles and Planning
- LEGT5582 Taxation of Business Entities
- \*LEGT5583 International Business Taxation
- \*LEGT5586 Corporate Tax, Law and Strategy
- LEGT5588 Goods and Services Tax
- LEGT5589 Capital Gains Tax
- \*LEGT5999 Project Report

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#### **Finance**

##### **Plan FINSAS8404**

- FINS5510 Personal Financial Planning and Management
- FINS5512 Financial Markets and Institutions
- FINS5513 Security Valuation and Portfolio Selection
- FINS5514 Capital Budgeting and Financial Decisions
- \*FINS5515 Issues in Corporate Finance
- \*FINS5516 International Corporate Finance
- \*FINS5517 Applied Portfolio Management and Modelling
- \*FINS5522 Asian Financial Market Analysis
- \*FINS5523 Entrepreneurial and Small Business Finance
- \*FINS5526 International Corporate Governance: Accounting & Finance Perspectives

*FINS5530	Financial Institution Management
*FINS5531	Risk and Insurance
*FINS5533	Real Estate Finance and Investment
*FINS5534	Strategic Management of Credit Risk and Loan Policy
*FINS5535	Derivatives and Risk Management Techniques
*FINS5536	Fixed Income Securities and Interest Rate Derivatives
*FINS5541	Advanced Investments and Funds Management
*FINS5542	Applied Funds Management
*FINS5550	International Banking Management
*FINS5551	International Insurance Management
*FINS5552	Hazard Risk Financial Management
*FINS5553	Insurance Company Operations and Management
*FINS5554	Life & Health Insurance
FINS5566	Electronic Financial Trading
FINS5567	Banking and Financial Innovation
*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
*ACCT5910	Financial Statement Analysis

Course/s offered by the School of Banking and Finance which count towards the Professional Accounting program but not towards Finance Specialisations:

FINS5511	Corporate Finance
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## Hospitality Management Studies

### Plan HOSPBS8404

MARK5900	Elements of Marketing
HOSP5901	Elements of Tourism and Hospitality
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 Issues in Hospitality & Tourism

## Human Resource Management

### Plan IROBCS8404

IROB5700	Management, Work and Organisation
IROB5701	Employment and Industrial Relations
*IROB5705	The Management of Training
*IROB5711	Employment and Industrial Law
*IROB5712	Negotiation, Bargaining and Advocacy
IROB5900	Social and Organisational Analysis
*IROB5903	Organisational Innovation and Change
*IROB5908	Strategic Human Resource Management
*IROB5920	Men and Women in Organisations
*IROB5945	The Development of Management Thought
*IROB5946	Managing Occupational Health and Safety
*IROB5947	Remuneration and Performance Management
*IROB5948	Human Resources Recruitment, Selection and Development
*IROB5949	International Human Resource Management
*ECON5120	Topics in Business Economics 1++
*IROB5941	Special Topic in Human Resource Studies
*IROB5952	Project Report (Human Resource Management)

++ Approved modules only. Student must seek advice from the Head of School of Industrial Relations and Organizational Behaviour.

## Employment Relations

### Plan IROBIS8404

IROB5700	Management, Work and Organisation
IROB5701	Employment and Industrial Relations
*IROB5705	The Management of Training
*IROB5711	Employment and Industrial Law
*IROB5712	Negotiation, Bargaining and Advocacy
*IROB5715	Wages and Incomes Policy
IROB5900	Social and Organisational Analysis
*IROB5920	Men and Women in Organisations
*IROB5946	Managing Occupational Health and Safety
*ECON5120	Topics in Business Economics 1++
*IROB5731	Special Topic in Australian Industrial Relations
*IROB5750	Project Report (Industrial Relations)
IROB5491	Special Topic in Human Resource Management
IROB5952	Project Report (Human Resource Management)

++ Approved modules only. Student must seek advice from the Head of School of Industrial Relations and Organizational Behaviour.

## Information Systems and Management

### Plan INFSES8404

*INFS5848	Information Systems Project Management
*INFS5905	Information Systems Auditing
*INFS5926	Advanced Data Management
*INFS5927	Knowledge Management Systems and Technology
*INFS5928	Software Engineering Management
*INFS5953	Information Systems Management
*INFS5957	Information and Decision Technology
*INFS5972	Global Business Data Networks
*INFS5974	Advanced Database Implementation
*INFS5975	Advanced Software Implementation
*INFS5982	Advanced Data Communications
*INFS5983	Business Data Communications
*INFS5984	Information Systems Security
INFS5985	Managing Electronic Commerce
*INFS5988	Business Information Systems
*INFS5989	Information Systems Design
*INFS5991	Decision Support Systems
INFS5992	Data Management
*INFS5993	Special Topic in Information Systems
*INFS5999	Project Report
IMGT5110	Information Retrieval Systems
IMGT5120	Organisation of Knowledge
IMGT5220	Electronic Recordkeeping Fundamentals
IMGT5410	Knowledge and Society
IMGT5420	Information Sources: Access, Assessment and Acquisition
IMGT5430	Health Information, Retrieval Systems and Management
IMGT5440	Legal Information: Sources, Retrieval and Issues
IMGT5445	Business and Government Information: Sources, and Services
IMGT5460	Asian Information Resources and Technology
*IMGT5550	Advanced Information Retrieval Systems
*IMGT5555	Knowledge Generation: Communication, Structure and Process
*IMGT5560	Professional Information Management

## International Business

### Plan IBUSAS8404

*IBUS5601	Global Business and the Multinational Enterprise
*IBUS5602	Cross-Cultural Management
*IBUS5603	Global Business Strategy and Management
*IBUS5604	Asia-Pacific Business and Management
IBUS5605	Japanese Business and Management

IBUS5606	Chinese Business and Management
IBUS5607	International Entrepreneurship and New Venture Management
ACCT5905	International Accounting and Multinational Enterprises
ACCT5919	Business Risk Management
ACCT5955	Value Based Management in a Global Economy
ECON5104	International Economics
ECON5110	Developing Economies and World Trade
ECON5112	Economic Development and Transition
ECON5118	International Trade Policy
ECON5153	International Monetary Economics
FINS5516	International Corporate Finance
FINS5522	Asian Financial Market Analysis
FINS5526	International Corporate Governance: Accounting and Finance Perspectives
FINS5550	International Banking Management
FINS5551	International Insurance
HOSP5901	Elements of Tourism and Hospitality
IMGT5460	Asian Information Resources and Technology
INFS5972	Global Business Data Networks
INFSS5985	Managing Electronic Commerce
IROB5912	International Dimensions of Negotiation Behaviour
IROB5949	International Human Resource Management
JAPN5100	Business Japanese A+
JAPN5101	Business Japanese B
JAPN5102	Professional Japanese A
JAPN5103	Professional Japanese B
LEGT5562	Business Law in a Global Economy
LEGT5583	International Business Taxation
MARK5940	International Marketing
MARK5945	Marketing in Asia
CHIN5006	Business Chinese A+
CHIN5007	Business Chinese B
CHIN5008	Chinese - Language Management Case Studies
CHIN5009	Chinese for Commercial Use
IBUS5691	Special Topic in International Business
IBUS5699	Project Report International Business
IBUS5681	Business Communication++

\*\* To qualify for the award of a specialisation, students must include all four courses in their program of study.

+ For students with no Japanese or Chinese. Students with HSC or equivalent competence will be enrolled at a suitable level, course to the results of a placement test.

++ This course does not qualify for the award of a specialisation in International Business.

## Organisation and Management Studies

### Plan IROBHS8404

IROB5700	Management, Work and Organisation
IROB5900	Social and Organisational Analysis
IROB5901	Organisational Behaviour
*IROB5903	Organisational Innovation and Change
*IROB5912	International Dimensions of Negotiation Behaviour
*IROB5914	Employee Communication
*IROB5915	Human Potentialities
*IROB5920	Men and Women in Organisations
*ACCT5917	Strategic Management: Systems and Processes
*ACCT5920	Managing Intangible Resources
*ACCT5921	Business Performance Management
*ACCT5949	Managing Agile Organisations
*IROB5931	Special Topic in Organisational Behaviour
*IROB5950	Project Report (Organisational Behaviour)

## Marketing

### Plan MARKAS8404

MARK5900	Elements of Marketing
MARK5930	Consumer Analysis
MARK5932	Applied Marketing Research
MARK5940	International Marketing
MARK5941	Services Marketing
MARK5942	Contemporary Knowledge-Based Marketing
MARK5945	Marketing in Asia
MARK5946	Marketing Communication
MARK5947	Interactive Electronic Marketing
*MARK5950	Marketing Strategy
*MARK5951	Marketing Decision Analysis
*MARK5952	New Product/Service Development
*MARK5955	Advances in Consumer Analysis
*MARK5956	Marketing Management
*MARK5957	Business-to-Business Marketing
*MARK5958	Entrepreneurship in the Global Marketplace
*MARK5960	Project in Marketing Implementation

## Strategic Value Management Stream

### Plan ACCTHS8404

*ACCT5917	Strategic Management: Systems and Processes
*ACCT5919	Business Risk Management
*ACCT5920	Managing Intangible Resources
*ACCT5921	Business Performance Management
*ACCT5922	E-Business Strategy and Processes
ACCT5931	Strategic Financial and Resource Management
*ACCT5949	Managing Agile Organisations
*ACCT5955	Value-Based Management in a Global Economy
*ACCT5984	Innovative Organisations
ACCT5996	Business Processes: Analysis and Improvement
IBUS5601	Global Business and the Multinational Enterprise

The PY and CPA programs of the Institute of Chartered Accountants in Australia and CPA Australia are deemed the equivalent of completion of ACCT5931 and ACCT5996 in the Strategic Value Management Program in the Master of Commerce (Plan ACCTHS8404), provided those students undertake at least four advanced courses in the Strategic Value Management stream. Thus students with the appropriate background will only need to complete six courses for the award of their Master of Commerce (Strategic Value Management) degree.

## Taxation

### Plan LEGTCS8404

LEGT5511	Legal Foundations of Business
*LEGT5523	Special Topic in Taxation
LEGT5531	Competition and Consumer Law
LEGT5541	Company Law
LEGT5542	Corporate Governance
LEGT5551	Revenue Law
LEGT5561	Legal Aspects of Finance
*LEGT5562	Business Law in a Global Economy
LEGT5563	Technology, Information and the Law
LEGT5564	Regulation of Government Agencies
LEGT5571	Franchising
LEGT5575	Corporate Fraud and Crime
*LEGT5581	Taxation Policy, Principles and Planning
*LEGT5582	Taxation of Business Entities
*LEGT5583	International Business Taxation
*LEGT5586	Corporate Law, Tax and Strategy
*LEGT5588	Goods and Services Tax
*LEGT5589	Capital Gains Tax
*LEGT5999	Project Report

## Special Programs

### Master of Commerce

#### Professional Accounting\*

##### Plan ACCTDS8404

ACCT5908	Auditing and Assurance Services
ACCT5930	Financial Accounting
ACCT5931	Strategic Financial and Resource Management
ACCT5970	Accounting Concepts and Financial Reporting
ACCT5996	Business Processes: Analysis and Improvement
ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5511	Corporate Finance
FINS5988	Business Information Systems
LEGT5511	Legal Foundations of Business
LEGT5541	Company Law
LEGT5551	Revenue Law

\*This is a fixed program of 12 prescribed courses. Students with major undergraduate studies in Accounting from an Australian University may not normally enrol in Plan ACCTAS5390.

#### Banking\*

##### Plan FINSDS8404

FINS5512	Financial Markets and Institutions
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5530	Financial Institution Management
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5550	International Banking Management
ACCT5910	Financial Statement Analysis
One further course chosen from the following list:	
FINS5517	Applied Portfolio Management and Modelling
FINS5522	Asian Financial Market Analysis
FINS5523	Entrepreneurial and Small Business Finance
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5535	Derivatives and Risk Management Techniques
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5567	Banking and Financial Innovation
LEGT5561	Legal Aspects of Finance
IROB5901	Organisational Behaviour
MARK5900	Elements of Marketing

\*This is a fixed program of eleven prescribed courses and one elective from the list above.

#### E-Business Management

##### Plan INFSEFS8404

Students are required to complete the core courses ACCT5901, ECON5103, ECON5203 and FINS5988, and 8 courses from lists A, B and C, including at least 6 courses chosen from list A:

##### List A

ACCT5922	E-Business: Strategy and Processes
ECON5123	Economics of E-Business
FINS5566	Electronic Financial Trading
INF5585	Management of E-Business Technology
IROB5904	Organisational Transformation at the speed of E
LEGT5421	E-Business and the Law
MARK5947	Interactive Electronic Marketing

##### List B

ACCT5919	Business Risk Management
ACCT5988	Innovative Organisations
ACCT5949	Managing Agile Organisations

MARK5900	Elements of Marketing
FINS5567	Banking and Financial Innovation
IBUS5602	Cross-Cultural Management
INF55992	Data Management
LEGT5411	Legal Strategies for Knowledge Protection
LEGT5531	Competition and Consumer Law

##### List C

ECON5122	Competing in the Knowledge Economy
FINS5535	Derivatives and Risk Management Tech
niques	
IBUS5601	Global Business and the Multi-national Enterprise
IBUS5603	Global Business Strategy and Management
INF55848	Information Systems Project Management
INF55982	Advanced Data Communications
INF55983	Business Data Communication
INF55984	Information Systems Security
IROB5903	Organisational Innovation and Change
IROB5908	Strategic Human Resource Management
IROB5918	Organisational Restructuring
LEGT5575	Corporate Fraud and Crime
MARK5942	Contemporary Knowledge-Based Marketing
MARK5952	New Product/Service Development

#### Funds Management

##### Plan FINSES8404

In addition to the four common Master of Commerce core courses, students must complete:

FINS5512	Financial Markets and Institutions
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5517	Applied Portfolio Management and Modelling
FINS5535	Derivatives and Risk Management Techniques
FINS5541	Advanced Investment and Funds Management
FINS5542	Applied Funds Management

Plus one further course chosen from the following list:

FINS5515	Issues in Corporate Finance
FINS5516	International Corporate Finance
FINS5522	Asian Capital Market Analysis
FINS5523	Entrepreneurial and Small Business Finance
FINS5526	International Corporate Governance: Accounting & Finance Perspectives
FINS5530	Financial Institution Management
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5550	International Banking Management
FINS5551	International Insurance Management
FINS5552	Hazard Risk Financial Management
FINS5553	Insurance Company Operations and Management
FINS5554	Life & Health Insurance
ECON5120	Topics in Business Economics 1++

Any other graduate course approved by the Head of the School of Banking and Finance.

++ Approved modules only. Student must seek advice from the Head of School of Banking and Finance.

#### Health Informatics

##### Plan INFSHS8404

In addition to the four common Master of Commerce core courses, students must complete:

INF55992	Data Management
IMGT5430	Health Information: Retrieval , Systems and Management
HEAL9041	Health Care Systems
Plus five units from:	
ACCT5934	Issues in Public Sector Financial Administration
ACCT5996	Business Processes: Analysis and Improvement
INF55848	Information Systems Project Management

INFS5989	Information Systems Design
INFS5983	Business Data Communications
IMGT5110	Information Retrieval Systems
IMGT5550	Advanced Information Retrieval Systems
IMGT5120	Organisation of Knowledge
IMGT5555	Informetrics: Methods and Applications
IROB5700	Management, Work and Organisation
IROB5946	Managing Occupational Health and Safety
HEAL9351	Health Economics 1
HEAL9301	Health Services Planning 1
HEAL9381	Policy Studies
HEAL9391	Health services Strategic Management and Planning
HEAL9421	Public Health and Epidemiology
HEAL9442	Health Resources Planning and Development
HEAL9711	Management of Organisation
HEAL9744	Casemix Accounting and Funding

### Information Management

#### Plan IMGTF8404

ACCT5901	Accounting: A User Perspective
ECON5103	Business Economics
ECON5203	Statistics for Business
INFS5988	Business Information Systems
IROB5700	Management, Work and Organisation
IMGT5110	Information Retrieval Systems
IMGT5120	Organisation of Knowledge
IMGT5410	Knowledge and Society
IMGT5420	Information Sources: Access, Assessment and Acquisition

### 3 Electives

\*This is a fixed program of nine prescribed courses and three electives approved by the Head of the School of Information Systems, Technology and Management.

### International Finance

#### Plan FINSFS8404

In addition to the four common Master of Commerce core courses, students must complete:

FINS5512	Financial Markets and Institutions
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5516	International Corporate Finance
FINS5522	Asian Financial Market Analysis
FINS5550	International Banking Management
FINS5551	International Insurance Management

Plus one further course chosen from the following list:

FINS5515	Issues in Corporate Finance
FINS5517	Applied Portfolio Management and Modeling
FINS5523	Entrepreneurial and Small Business Finance
FINS5526	International Corporate Governance: Accounting & Finance Perspectives
FINS5530	Financial Institution Management
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5535	Derivatives and Risk Management Techniques
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5541	Advanced Investment and Funds Management
FINS5542	Applied Funds Management
FINS5552	Hazard Risk Financial Management
FINS5553	Insurance Company Operations and Management
FINS5554	Life & Health Insurance

Any other graduate course approved by the Head of the School of Banking and Finance

### Knowledge Management

#### Plan INFSGS8404

Students are required to complete the core courses ACCT5901, ECON5103, ECON5203 and INFS5988, and 8 courses from lists A, B and C, including at least 6 courses chosen from list A:

#### List A

ACCT 5920	Managing Intangible Resources
ECON5122	Competing in the Knowledge Economy
IBUS 5602	Cross-Cultural Management
IMGT5120	Organisation of Knowledge
INFS 5927	Knowledge Management Sys and Tech
IROB5902	Organisational Learning
LEGT5411	Legal Strategies for Knowledge Protection
MARK5942	Contemporary Knowledge-based Marketing

#### List B

ACCT5988	Innovative Organisations
ACCT5949	Managing Agile Organisations
ACCT5919	Business Risk Management
IBUS 5681	Business Communication
INFS 5957	Information and Decision Technologies
IMGT5445	Bus. and Govt Info.: Sources and Services
LEGT5562	Business Law in a Global Economy
LEGT5571	Franchising
LEGT5421	E-Business and the Law
LEGT5531	Competition and Consumer Law
MARK5900	Elements of Marketing

#### List C

ECON5123	Economics of E-Business
MARK5952	New Product/Service Development
MARK5947	Interactive Electronic Marketing
INFS 5991	Decision Support Systems
IROB5705	The Management of Training
	Public Sector Financial Administration

### Public Sector Financial Administration

#### Plan ACCTFS8404

Students are required to complete

- (a) ACCT5901 Accounting: A User Perspective (or ACCT5930 Financial Accounting) together with three core courses from List A or be exempted from all or part of this requirement;
- (b) Four courses from List B;
- (c) Two courses from List C;
- (d) Two courses from List D.

Subject to the following:

- (a) Substitutes for courses may be approved by the Program Co-ordinator;
- (b) Enrolment in the courses ACCT5931 Strategic Financial and Resource Management and ACCT5996 Business Processes: Analysis and Improvement is not recommended for students with a prior undergraduate degree in accounting.

#### List A – Core Units

ACCT5901	Accounting: A User Perspective (or ACCT5930 Financial Accounting) and one of the following:
ECON5103	Business Economics
ECON5203	Statistics for Business
LEGT5511	Legal Foundations of Business
INFS5988	Business Information Systems

#### List B – Disciplinary Units

ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5934	Issues in Public Sector Financial Administration
ACCT5921	Business Performance Management
ACCT5996	Business Processes: Analysis and Improvement (1)
ACCT5919	Business Risk Management

**List C – Elective Units 1**

ACCT5931	Strategic Financial and Resource Management
ECON5108	Public Finance
INFS5988	Business Information Systems
FINS5514	Capital Budgeting and Financial Decisions

**List D – Elective Units 2**

ACCT5999	Project (3)
ECONS163	Microeconomic Policy
ECON5108	Public Finance
FINS5514	Capital Budgeting and Financial Decisions
IROB5700	Management, Work and Organisation
IROB5908	Strategic Human Resource Management
IBUS5602	International Business and Cross-Cultural Management
SLSP5001	Policy Analysis
SLSP5041	Public Policy Process
SLSP5004	Management and Policy in Organisations

**Notes:** (1) Not recommended for candidates with an undergraduate degree in accounting.

(2) Or such other graduate subjects as may be approved by the Program Co-ordinator.

(3) ACCT5999 is equivalent to two courses.

**Risk Management and Insurance****Plan FINSGS8404**

In addition to the four common Master of Commerce core courses, students must complete:

*The following eight courses must be completed:*

ACCT5919	Business Risk Management
FINS5512	Financial Markets & Institutions
FINS5513	Security Valuation & Portfolio Selection
FINS5531	Risk & Insurance
FINS5551	International Insurance Management
FINS5552	Hazard Risk Financial Management
FINS5553	Insurance Company Operations and Management
FINS5554	Life & Health Insurance

For those students who have been exempted from FINS5512, FINS5513 and ACCT5919 due to their prior knowledge of these courses, any three of the following courses should be chosen:

ECONS144	Superannuation & Retirement
FINS5517	Applied Portfolio Management & Modelling
FINS5530	Financial Institution Management
FINS5535	Derivatives & Risk Management Techniques
FINS5536	Fixed Income Securities & Interest Rate Derivatives
FINS5541	Advanced Investment & Funds Management
FINS5542	Applied Funds Management

**Advanced Taxation (customised)****Plan LEGTDJ8404**

Candidates are required to complete

- (a) 4 Core Studies courses or be exempted from all or part of this requirement on the basis of prior studies. Core Studies should include ECON5103 Business Economics, ACCT5901 Accounting: A User Perspective, and INFS5988 Business Information Systems.
- (b) 8 courses from list A and B below, with at least 6 courses from List A. LEGT5999 Project Report carries 12 units of credit and counts as two courses.

**Course Lists****List A**

LEGT5581	Taxation Policy, Principles and Planning
LEGT5582	Taxation of Business Entities
LEGT5583	International Business Taxation
LEGT5602	Tax Administration and Compliance
LEGT5586	Corporate Law, Tax and Strategy
LEGT5589	Capital Gains Tax

**List B**

LEGT5588	Goods and Services Tax
LEGT5601	Contemporary Issues in Taxation
LEGT5523	Special Topic in Taxation
LEGT5999	Project Report

Any other Postgraduate Courses taught in the Faculty of Commerce and Economics.

**Master of Information Management****Plan IMGTFS8923**

INFS5988	Business Information Systems
IROB5700	Management, Work and Organisation
IMGT5110	Information Retrieval Systems
IMGT5120	Organisation of Knowledge
IMGT5410	Knowledge and Society
IMGT5420	Information Sources: Access, Assessment and Acquisition
IMGT5560	Information Management: Professional Attachment

5 Electives

\*This is a fixed program of seven prescribed courses and five electives approved by the Associate Head of the School of Information Systems, Technology and Management.

**Master of Technology Management****Program Code 8007**

The Master of Technology Management degree is a multidisciplinary program comprised of courses offered by four Faculties – Science and Technology, Life Science, Engineering and Commerce and Economics.

Candidates are required to complete 48 Units of Credit, including a core course "Technology, Management and Innovation", and 7 courses thereafter to complete the 8 course Program. These courses may be chosen from any postgraduate courses offered by the four faculties, subject to the candidate meeting all the relevant prerequisites. A maximum of 4 courses can be taken from any one Faculty involved in the program.

Please refer to the relevant Faculty Handbooks for course descriptions

**Graduate Diploma in Commerce****Environmental Economics****Plan ECONJS5391**

Students are required to take the following 6 courses.

**Course**

ECON5103	Business Economics*
Either	
ECON5203	Statistics for Business
or	
ECON5248	Business Forecasting
ECON5115	Natural Resource Economics
ECON5116	Environmental Economics
ECON5121	Topics in Business Economics II
	Module: Project Analysis
	Module: Economics of Climate Change
ECON5207	Elements of Econometrics

\* Students who receive an exemption from Business Economics must choose a course from the list of MCom options offered by the School, subject to the approval of the Head of School.

**Information Management****Plan INFSE55391**

INFS5988	Business Information Systems
IROB5700	Management, Work and Organisation
IMGT5110	Information Retrieval Systems

IMGT5120	Organisation of Knowledge
IMGT5410	Knowledge and Society
IMGT5420	Information Sources, Access, Assessment and Acquisition

### Professional Accounting (Customised) Plan ACCTAS5390

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 courses 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 and Assurance Services
ACCT5930	Financial Accounting
ACCT5970	Accounting Concepts and Financial Reporting
ACCT5996	Business Processes: Analysis and Improvement

Plus two units from:

ACCT5931	Strategic Financial and Resource Management
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

Any other graduate course approved by the Head of School of Accounting

### Professional Marketing (Customised\*) Plan MARKCS5391

Students are required to complete all of the following 6 courses:

MARK5981	Market Orientation and Market Thinking
MARK5982	Understanding Buyer Behaviour
MARK5983	Decision Support Tools for Marketing
MARK5984	Brand Management and Brand Communications
MARK5985	Customer Relationship Management
MARK5986	Strategic Innovation and Marketing Management

\*Details available from the School of Marketing

### Public Sector Financial Administration Plan ACCTTFS5391

Students are required to complete ACCT5901 Accounting: A User Perspective (or ACCT5930 Financial Accounting), together with one course from List A, two courses from List B, and two courses from List C.

#### List A – Core Units

ACCT5901	Accounting: A User Perspective (or ACCT5930 Financial Accounting)
MARK5991	Introduction to the Media Sales Environment
MARK5992	Media Audience Research
MARK5993	Principles of Media Planning, Buying and Selling
MARK5994	Media Customer Relationship Development

\*Details available from the School of Marketing

#### List B - Electives Disciplinary Units

ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5934	Issues in Public Sector Financial Administration

#### List C – Electives (2)

ACCT5919	Business Risk Management
ACCT5921	Business Performance Management
ACCT5996	Business Processes: Analysis and Improvement (3)
ECON5108	Public Finance
ECON5163	Microeconomic Policy
FINS5514	Capital Budgeting and Financial

Decisions	
IROB5700	Management, Work and Organisation
IROB5908	Strategic Human Resource Management
IBUS5602	International Business and Cross- Cultural Management
SLSP5001	Policy Analysis
SLSP5041	Public Policy Process
SLSP5004	Management and Policy in Organisations

**Notes:** (1) Unless substitutes approved.

(2) Or such other graduate courses as may be approved by the Program Co-ordinator.

(3) Not recommended for candidates with an undergraduate degree in accounting.

### Taxation (Customised)

#### Plan LEGTDS5391

Candidates are required to complete:

(a) 2 courses from the following common core courses:

ACCT5901	Accounting: A User Perspective
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

(b) 4 courses from the list below.

LEGT5581	Taxation Policy, Principles and Planning
LEGT5582	Taxation of Business Entities
LEGT5583	International Business Taxation
LEGT5602	Tax Administration and Compliance
LEGT5586	Corporate Law, Tax and Strategy
LEGT5589	Capital Gains Tax

### Graduate Certificate in Commerce

#### Special Programs

#### Media Sales (Customised\*)

#### Plan MARKDS7355

Students are required to complete the following 4 courses:

MARK5991	Introduction to the Media Sales Environment
MARK5992	Media Audience Research
MARK5993	Principles of Media Planning, Buying and Selling
MARK5994	Media Customer Relationship Development

\*Details available from the School of Marketing

#### Professional Marketing (Customised \*)

#### Plan MARKCS7355

Students are required to complete 4 courses from the following list:

MARK5981	Market Orientation and Market Thinking
MARK5982	Understanding Buyer Behaviour
MARK5983	Decision Support Tools for Marketing
MARK5984	Brand Management and Brand Communications
MARK5985	Customer Relationship Management
MARK5986	Strategic Innovation and Marketing Management

\*Details available from the School of Marketing

### **Special Program (Open Learning/Distance Delivery)**

This program is only available to corporate groups by prior arrangement with the Faculty. This program is offered on a customised basis.

Students should complete four of the following courses, offered in Open Learning mode through Distance Delivery:

ACCT5912	Accounting: A User Perspective
ECON5103	Business Economics
ECON5203	Statistics for Business
FINSS5511	Corporate Finance
INFSS5988	Business Information Systems
IROB5700	Management, Work and Organisation
LEGT5511	Legal Foundations of Business
MARK5900	Elements of Marketing



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# Course Descriptions

## Postgraduate Study

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

### Postgraduate Course Prerequisites

A candidate may not enrol in any course without having satisfied any prerequisite requirement. The details of prerequisite requirements are set out in the course descriptions below.

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## Accounting (School of Accounting)

### ACCT5901

#### Accounting: A User Perspective

*Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

*Excluded:* ACCT5930

**Note/s:** Instead of ACCT5901, students may enrol in ACCT5930, which is a more technical introductory accounting course.

Students who wish to complete the special program in Professional Accounting or who wish to study more advanced financial accounting courses, such as ACCT5970, should start with ACCT5930 rather than ACCT5901.

This course 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

#### Financial Reporting: Contemporary Issues & Significant Developments

*Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* Approved Bachelors degree with a major in Accounting or ACCT5970 or equivalent

This course focuses on topics in advanced financial accounting and reporting including issues arising from complex structures and instruments; accounting problems in particular industries; cutting edge accounting issues and the deliberations of local and overseas accounting rule-making bodies; the conceptual frameworks used in setting accounting standards; and proposals for the strengthening of external financial reporting.

### ACCT5905

#### International Accounting and Multinational Enterprises

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* Approved Bachelor's degree with a major in Accounting, or equivalent, or ACCT5901

Introduction to the international dimensions of accounting. Financial reporting and managerial accounting for effective operation in the

global business environment. Cultural, political, financial, legal and other variables shaping accounting development. International accounting diversity. Multinational management and investors perspectives on information disclosure and the harmonisation of reporting practices. International accounting standards. Foreign exchange risk and foreign currency accounting. International financial reporting issues and trends including multinational consolidation and segmentation. International financial statement analysis. Accounting information systems for multinational enterprises. Strategic planning and control of global operations. International performance evaluation.

### ACCT5908

#### Auditing and Assurance Services

*Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* 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

Enrolment Requires School approval

UOC6 HPW3 S2

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

UOC6 HPW3 S2

*Prerequisite/s:* ACCT5901*Corequisite/s:* FINS5513 or FINS551

This course 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.

**ACCT5917****Strategic Management: Systems and Processes***Staff Contact:* School Office

UOC6 HPW3 X1 S1

*Prerequisite/s:* NIL

This course 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 Assurance and Auditing***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT5908 or equivalent

Topics covered in this course 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 reports.

**ACCT5919****Business Risk Management***Staff Contact:* School Office

UOC6 HPW3 S2

In a rapidly changing global world, with decreasing product life cycles and increasing customer and societal expectations, there are significant and increased risks associated with ongoing value creation by organisations. In this world, value is put at risk - by competition, or failures of corporate leadership, strategies, processes, and capabilities. Developing effective ways of managing such Business Risks is proving to be a central agenda item for organisations seeking continuing success. This course addresses this emergent field conceptually, technically and speculatively. Case studies and research reports are used throughout.

**ACCT5920****Managing Intangible Resources***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* NIL

The ever widening gap between the market value of firms and the capitalisation of their assets in the balance sheet highlights the value that investors are prepared to attribute to the "intangible resources" of many organisations (such as financial service, software development and e-commerce companies). The value generating potential of such organisations is attributed to resources, and competencies in managing those resources, that the traditional accounting system is both unable and unwilling to represent in explicit financial terms. This course aims to identify these "intangible resources" and to examine their role in achieving superior financial

performance. Illustrative topics would include: customer relationships; supplier relationships; knowledge management; diversity; and community and government relationships. In addition, this course will also explore advances in financial reporting which attempt to capture and represent these "intangible resources" of an organisation, for example, triple line reporting, the Scandia Navigator system and other recent attempts at social accounting. This course is based on the premise that long term sustainable value creation is achieved only from collaborative organisational practices in which the contributions of all stakeholders are recognised and rewarded.

**ACCT5921****Business Performance Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Corequisite/s:* ACCT5996 or corequisite or equivalent introductory management accounting course

This course examines the management of business performance in organisations through the use of performance measurement and reward systems. Topics include: theoretical frameworks for analysing performance measurement and reward system design; performance measurement in decentralized organizations; systems for measuring continuous improvement; the concept of a "balanced scorecard"; technical issues in developing performance measures such as EVA, SVA and reports such as the balanced scorecard and intangible asset monitor ; designing and implementing/ performance-based reward systems; ethical issues in measuring and rewarding performance. Concepts and issues are examined with an extensive use of cases.

**ACCT5922****E-Business: Strategy & Processes***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* NIL

Organisations engaging in electronic forms of business are seeking to create and sustain value by radically altering conventional business models whilst focusing and reconfiguring their internal processes. Emergent electronic business models such as information brokerage, electronic auction, virtual community, third party market place (or portal) and value chain integrator, are challenging the conventional ways by which business is conducted and work is performed. It is argued that, for such organisations, the strategic management of time, cost, flexibility, quality, and integration is critical to sustain value generation. This course has two aims. First, it seeks to highlight and evaluate the new business strategies and models adopted by E-businesses. Second, it explores how organisational resources may be mobilised to achieve these new value propositions and to facilitate value generation within a dynamic electronic business environment.

**ACCT5930****Financial Accounting***Staff Contact:* School Office

UOC6 HPW3 S1

*Excluded:* ACCT5901

**Note/s:** Students may not enrol in ACCT5901 and ACCT5930 as both are introductory accounting courses. While ACCT5901 has a strong focus on the user of financial reports, ACCT5930 is more concerned with the technical aspects of financial report preparation.

This course 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 Financial and Resource Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACCT5901 or ACCT5930 or equivalent*Note/s:* Not available to students who have completed ACCT3583 or ACCT3593 in the last three years.

This course will introduce emergent thinking about the interfaces between financial and business performance, with a focus on adding value to the business rather than emphasising financial control. The link between strategy, resourcing and change is highlighted, in focusing on the effective use of an organisation's financial and other resources in creating value for customers and shareholders. The course aims to introduce strategic financial management as an integrated way of thinking about the key drivers of value in organisations.

**ACCT5932****Public Sector Accounting and Financial Reporting***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* 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.

**ACCT5934****Issues in Public Sector Financial Administration***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT5901 or ACCT5930 or equivalent

Alternative administrative models. Separating 'funders' and 'providers', and measuring financial and operational performance in general government agencies. 'Ring-fencing' regulatory functions. Resource allocation processes: 'performance', 'zero-based', 'program output' and 'flexible' budgeting. Forms of accrual budgeting. Identifying and costing outputs. Information management, systems design process re-engineering to reduce administrative costs. Project evaluation in the public sector, and assumptions about the public sector cost of capital. Application of discounted cash flow analysis and economic cost-benefit analysis in project evaluation. Service competition and benchmarking service delivery. Analysis of contracting out and privatisation proposals.

**ACCT5949****Managing Agile Organisations***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* NIL

This course seeks to develop managerial skills in accountants and financial managers operating in a fast changing corporate landscape. It explores what constitutes management work and the competences required of managers today. Topics include: the new industrial age, changing corporate firms (agile, intelligent enterprises), managing discourse, politics, time, space, ambiguity and change. Numerous case studies are used to examine issues.

**ACCT5951****Current Developments in Accounting Research - Financial***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1

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

Enrolment Requires School approval

UOC6 HPW3 S1

The aim of this course 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****Value-Based Management in a Global Economy***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ACCT5996 or equivalent introductory management accounting course.

This course examines the design and use of contemporary management technologies that have been developed to support value creation in organizations. Topics include: design and implementation of strategic cost management systems, advanced cost analysis; advanced cost estimation techniques; assessing and evaluating customer and segment profitability; revenue analysis; capacity management; target costing and life-cycle costing. Cases are used extensively in the course and particular focus is placed on the role of the technologies in multi-national organizations.

**ACCT5967****Special Topic in Accounting***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* ACCT5997 or equivalent

To assist MCom Hons 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

UOC6 HPW3 S2

*Prerequisite/s:* ACCT5930 or equivalent*Note/s:* Not available to students with a Bachelor's degree from an Australian university with a major in accounting.

This course 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.

**ACCT5988****Innovative Organisations***Staff Contact:* School Office

UOC6 HPW3 S1

The course introduces emergent types of organisation structure and process which are designed to foster innovation, organisational learning and inter-organisational networks and alliances. It will highlight the cultural, capability and behavioural issues involved in working and managing within these innovative organisational forms.

**ACCT5994****Thesis (full-time)***Staff Contact:* School Office

UOC48 S1 S2 or S3

**ACCT5996****Business Processes: Analysis and Improvement***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ACCT5901 or ACCT5930 or equivalent*Note/s:* Not available to students who have completed

ACCT2522 or ACCT2532 in the last three years.

This course examines the design and operation of business support systems whose role is to provide financial and non-financial information about resource consumption and value generation, and facilitate the improvement of business processes and organisational performance. The focus is on how organisational processes are evaluated, managed and changed to sustain future profitable operations. The course provides a number of tools that develop an understanding of how processes, as presently configured, consume resources and may be improved in order to generate valued attributes of products and services, including time, quality, invariability, flexibility and cost.

**ACCT5997****Seminar In Research Methodology***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S1

This course 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***Staff Contact:* School Office

Enrolment requires School approval

UOC6 S1 S2

**ACCT5999****Project Report***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 S1 S2

**Servicing Course**

A servicing course is one taught within programs offered by other faculties. For further information regarding the following course see the Faculty of Engineering Handbook.

**ACCT9062****Accounting for Engineers***Staff Contact:* School Office

UOC4 HPW1.5 S1 S2

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.

**Actuarial Studies****(School of Actuarial Studies)****ACTL5003****ResearchTopics in Actuarial Studies***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course is an advanced course in actuarial science covering selected topics in the areas of actuarial modelling in insurance risk,

life insurance, superannuation and financial economics. The course will involve the study and discussion of current research papers and advanced texts of interest to research students. As part of the course, students will learn to develop a research topic, apply the methodology of scientific research and gain exposure to the presentation of research in actuarial journals.

**ACTL5004****Project Report - Actuarial Studies***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW0

Students complete a project under the direction of a supervisor.

**ACTL5100****Actuarial Theory & Practice A***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3

This course develops the theory and practice underlying the actuarial management of risk-based and other products offered by financial institutions. The course draws examples from actuarial practice and discusses implications for life insurance, general insurance, superannuation, asset-liability management and other areas where actuaries are involved in product design, pricing, reserving, investment and surplus management. The course emphasises recent developments in actuarial theory. This course, along with ACTL5200, corresponds to the Part II courses of the professional examinations of The Institute of Actuaries of Australia.

**ACTL5101****Probability and Statistics for Actuaries***Staff Contact:* School Office

UOC6 HPW3

*Prerequisite/s:* ECON5203

This course covers probability and statistics topics relevant to actuarial studies with applications in insurance and related areas. Topics covered include probability generating functions, moment generating functions, moment generating functions, marginal and conditional distributions, independence and convolution, conditional expectation and compound distributions, sampling distributions, estimation methods, hypothesis tests, regression and analysis of variance.

**ACTL5102****Financial Mathematics***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course develops the financial and actuarial mathematics required for the analysis of financial and insurance transactions. Topics covered include: mathematics of compound interest, valuation of cash flows of insurance contracts; analysis and valuation of annuities, bonds, loans and other securities; yield curves and immunisation; introduction to stochastic interest rate models and actuarial applications.

**ACTL5103****Stochastic Modelling for Actuaries***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course provides an introduction to the stochastic models used by actuaries to model both liabilities and assets and illustrates their applications in actuarial work. Topics covered include the terminology of stochastic processes; main features of Markov chain and application to experience rating; Markov process models and application to survival, sickness and marriage models; simple time series models including random walk and auto-regressive models and their application to investment variables; properties of Brownian motion and applications to investment variables; methods for simulation of a stochastic process. Students will be required to implement models using spreadsheets and programs in a numerical computer package such as Matlab.

**ACTL5104****Actuarial Statistics***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course covers the estimation and application of survival models in actuarial modelling. Topics include: actuarial notation and applications of survival models; state Markov models; binomial and Poisson models for mortality; maximum likelihood estimation; construction of multiple decrement tables; models with transition intensities depending on age and duration; the census approximation and formulae; statistical comparison of crude rates with standard actuarial tables; graduation of estimates and tests of fidelity and smoothness; analysis of mortality/morbidity and the main forms of selection; models for projection of populations. The analysis of data using a numerical computer package such as Matlab will form part of the course assessment.

**ACTL5105****Life Insurance & Superannuation***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course covers the actuarial mathematics and models for use in the analysis and actuarial management of life insurance and superannuation contracts. Topics covered include: the main forms of life insurance and annuity contracts; disability and long term care contracts and superannuation fund benefits; actuarial notation and the life table; moments of the value of the benefit payments; Thiele's differential equation for policy values; stochastic modelling of claims and benefit payments; gross premiums, net premiums, policy values and reserves; allowing for expenses and inflation; use of discounted emerging costs and profit tests; asset shares in life insurance; termination and alteration values; cost of guarantees; joint life functions; actuarial valuation of disability insurance contracts.

**ACTL5106****Insurance Risk Models***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course covers the actuarial mathematics, statistics and models used in non-life insurance actuarial practice. Topics covered include: basic concepts of decision theory and Bayesian statistics; loss distributions and reinsurance; risk models including compound Poisson; estimation of aggregate claims distribution; probability of ruin; premium rating and credibility; experience rating systems; and claims reserving for loss run-off data.

**ACTL5109****Financial Economics for Insurance and Superannuation***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

The aim of this course is to introduce the mathematical and economic models of financial economics used by actuaries and to overview their application to asset-liability management. The topics are illustrated with applications to the valuation, actuarial and risk management of insurance and superannuation contracts especially those with embedded options and financial guarantees.

**ACTL5200****Actuarial Theory & Practice B***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course, along with ACTL5100 Actuarial Theory and Practice A, develops the theory and practice underlying the actuarial management of risk-based and other products offered by financial institutions. The course draws examples from actuarial practice and discusses implications for life insurance, general insurance, superannuation, asset-liability management and other areas where actuaries are involved in product design, pricing, reserving, investment and surplus management. The course emphasises recent developments in actuarial theory. This course, along with

ACTL 5100, corresponds to the Part II courses of the professional examinations of The Institute of Actuaries of Australia.

**Business Law and Taxation****(School of Business Law and Taxation)****LEGT5511****Legal Foundations of Business***Staff Contact:* School Office

UOC6 HPW3 S1 S2

Law is an increasingly significant factor in business. In any business decision fundamental legal questions may arise about the potential liabilities of the parties, the rights that the parties have and how the business or transaction should be organised. This course introduces the Australian legal system; outlines alternative forms of business organisation; discusses the legal framework of business regulation; and examines areas of law particularly relevant to business including the law of contract and torts, the law relating to specialised commercial transactions, the regulation of restrictive trade practices and sales promotion, and intellectual property.

**LEGT5522****Special Topic in Business Law***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S1 S2

A specially assigned project, program or set of readings relating to research in business law.

**LEGT5523****Special Topic in Taxation***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

A specially assigned project or set of readings relating to research in taxation.

**LEGT5531****Competition and Consumer Law***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* LEGT5511

Trade practices and fair trading laws have assumed fundamental importance in the Australian marketplace. This course examines the regulation of restrictive trade practices under the Trade Practices Act 1974 (Commonwealth) and the Competition Code with particular reference to collusive activity, distribution methods, pricing arrangements, abuse of market power, mergers and access to essential facilities. This course also examines major fair trading initiatives under the Trade Practices Act, and State and Territory Fair Trading legislation with particular reference to misleading or deceptive conduct, unconscionable conduct, advertising and marketing strategies and product liability. Aspects of the protection of intellectual property are also examined.

**LEGT5541****Company Law***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5511

The law relating to business organisations, including partnerships, joint ventures, trading trusts, and companies incorporated under the Corporations Law. The primary focus is on company law and, in particular, the significance of the corporate entity; groups of companies; the division of corporate control amongst directors, management and shareholders and their respective roles; the duties of directors; share and debt capital; fund raising; enforcement of shareholders' rights; insolvency and liquidation.

**LEGT5542****Corporate Governance***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5541

The corporate structure dominates both Australian and global commerce. The corporation as we understand it is essentially 19th century legal fiction. The focus has now moved from traditional company and securities law to the legitimacy and effectiveness of corporate governance. This course examines the operation of the modern corporation from the perspective of corporate governance issues. Topics include the changing character of the corporation, the respective roles of shareholders, management and directors, the position of institutional shareholders, performance and conformance aspects of the board's function and international standards of corporate governance. The course will incorporate case studies based on contemporary examples and practices.

**LEGT5551****Revenue Law***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* LEGT5511

A series of major changes beginning in the mid 1980s have transformed the Australian tax system. The complexity and comprehensiveness of the Australian tax system mean that tax considerations are now of major importance in most business decisions. After outlining tax policy, tax mix and tax reform considerations, this course concentrates on income taxation in Australia. Topics include: concepts of income; allowable deductions; tax accounting; taxation of partnerships; trusts and corporations; anti-avoidance provisions; tax administration; capital gains tax; and fringe benefits tax.

**LEGT5561****Legal Aspects of Finance***Staff Contact:* School Office

UOC6 HPW3 S1

The size and complexity of modern capital markets requires a comprehensive understanding of essential legal concepts involved. Topics include 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 and take-overs, mergers and reconstructions; the law of company charges; aspects of the taxation of commercial financing.

**LEGT5562****Business Law in a Global Economy***Staff Contact:* School Office

UOC6 HPW3 S1 S2

Developments in technology, telecommunications and deregulation which have taken place in the latter part of this century have led to the creation of a global economy. This course addresses the legal environment of this economy and aspects of its operation. Topics include GATT and the World Trade Organisation; the laws and practices relating to international sales and financing agreements; arrangements for conducting international business, including franchising, licensing, joint ventures and technology transfer; the resolution of international disputes and the protection of intellectual property rights.

**LEGT5563****Technology, Information and the Law***Staff Contact:* School Office

UOC6 HPW3 S2

The rapidly evolving developments in computers and information technology pose particular challenges for society and the law. This course examines those areas of law which have a major regulatory impact on the hardware, software, and networked communications which make up information technology. Topics include the intellectual property regime (in particular copyright, patents and confidential information); technology crimes; tortious and contractual issues in relation to the supply of goods and services; data protection and privacy; regulation of the Internet; and other current issues.

**LEGT5571****Franchising***Staff Contact:* School Office

UOC6 HPW3 S1

Franchising is becoming the dominant force in the distribution of goods and services. This subject examines the nature, development and significance of franchising in the Australian and international economies and addresses relevant legal and commercial issues. The legal nature and commercial implications of other distribution strategies - technology transfers, trademark licensing, character and personality merchandising - are also examined.

**LEGT5575****Corporate Fraud and Crime***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5511

Corporate fraud costs Australian business tens of billions of dollars every year. This course examines aspects of fraud and corporate crime in their legal and commercial contexts. Topics include analysis of the various laws relating to theft, fraud, conspiracy and other 'white collar' crimes; the detection and investigation of fraud; and associated issues including the powers of employers and law enforcement agencies, surveillance and privacy issues and strategies for minimising legal exposure to fraud.

**LEGT5581****Taxation Policy, Principles and Planning***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5551

Taxation is a necessary component of any modern economy. In Australia the dominant form of taxation is income taxation. Any country imposing an income tax will face several fundamental policy options. Responsible businesses in any country with an income tax will endeavour to legitimately minimise their tax liability. In this course Australian income tax law is examined in the context of the policy principles influencing Parliament and of planning opportunities that currently exist in Australia.

**LEGT5582****Taxation of Business Entities***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5551

Australia currently taxes the different types of business entities in ways that are consistent with their legal form. It follows that some economically equivalent business structures are treated quite differently from each other for tax purposes. Issues relating to the choice of a particular type of business entity and its operation produce tax planning opportunities and tax policy challenges. This course examines tax issues relevant to the creation, operation and termination of partnerships, trusts and companies. It places particular emphasis on a detailed examination of the dividend imputation system and on issues arising when dividend income moves through a partnership, a trust or an interposed company. It also examines tax issues relevant to other selected business entities such as joint ventures, cooperatives, and superannuation funds.

**LEGT5583****International Business and Taxation***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* LEGT5551

In the world economy, barriers to international investments are rapidly falling. Of the remaining barriers some of the most significant are differences in tax systems, and the inadequate coordination of different tax systems. This course discusses the principles relevant to international taxation and uses the Australian international tax rules to highlight possible international tax policy choices and problems. Prospects for the improved coordination of international tax rules through harmonisation and through bi-lateral and multi-lateral treaty networks are examined. Special emphasis is given to practical tax issues associated with international direct investments.

**LEGT5586****Corporate Law, Tax and Strategy***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5551, LEGT5541

What are the legal and tax implications of the different financing alternatives available to corporations? Are all the different methods of profit distribution from a company equally tax effective? What are the different strategies available to a takeover bidder and when should they be used? How should a corporate reorganisation be structured? This course will examine these and similar questions, relating to the interaction between legal and tax questions in corporate governance, through a series of case studies and simulations.

**LEGT5588****Goods and Services Tax***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5551*Note/s:* Offered by distance education.

This course examines all aspects of GST Law. Emphasis is placed on the practical operation of GST. Topics discussed include - registration, taxable supplies, input tax credits, adjustments, accounting for and documenting GST, treatment of GST free supplies, treatment of input taxed supplies, reverse charges, and anti-avoidance provisions.

**LEGT5589****Capital Gains Tax***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* LEGT5551*Note/s:* Offered by distance education.

Capital Gains Tax in Australia potentially applies to an exceptionally wide range of transactions. The disposal of assets, the creation of rights, the granting of leases and options, and the forfeiture and surrender of rights all involve Capital Gains Tax issues. This course examines the basic structural features of Capital Gains Tax in Australia. Issues concerning the scope of Capital Gains Tax and the boundaries between Capital Gains Tax and ordinary income are then examined through a series of business related case studies. The Australian approach to taxing capital gains is compared with the approach taken by some of our major trading partners and reform options are discussed.

**LEGT5601****Contemporary Issues in Taxation***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* LEGT5551

Taxation is a dynamic and rapidly changing discipline. Recent developments in relation to the appropriate tax base, and the structure, objectives and incentives in the system, raise significant social, policy, commercial and legal issues. This course examines selected contemporary issues in taxation in the context of their practical relevance to the tax professional.

**LEGT5602****Tax Administration and Compliance***Staff Contact:* School Office

UOC0 HPW3 S1

*Prerequisite/s:* LEGT5551

The development and enforcement of administrative policies strategies is of increasing significance to revenue authorities. Compliance with administrative requirements and a knowledge of relevant appeal procedures and of the law relating to investigative powers form an essential part of the knowledge base of the tax professional. This course examines the power and procedures of the Australian Taxation Office, the taxpayer's compliance obligations and the procedures for administrative and judicial review.

**LEGT5411****Legal Strategies for Knowledge Protection***Staff Contact:* School Office

UOC6 HPW3 S2

While it is imperative to promote knowledge flows within a business, it is just as imperative to quarantine that knowledge from the outside world. A business' profitability and long-term viability depend on the cultivation and exploitation of distinct and protected knowledge stores. Such knowledge can be protected by the use of available bodies of law, including those commonly labelled intellectual property and theft laws. This course examines the various legal frameworks that have been developed to protect information and knowledge and analyses the extent to which these laws can either promote or inhibit the flows of knowledge within a business or organisation. The course highlights why businesses promoting knowledge flows need to be aware of how their ability to do so is underpinned by a supportive legal framework and, just as importantly, how deficiencies in those laws require sophisticated and vigilant strategies to protect a business' knowledge stores.

**LEGT5421****E-Business and the Law***Staff Contact:* School Office

UOC6 HPW3 S2

Electronic commerce relies on the new wave of technologies associated with the internet. It raises significant legal and regulatory issues. This course reviews the existing legal and regulatory regimes applying to E-business and critically examines the need, and proposals, for reform. Topics covered will focus on three primary areas of legal regulation, transactional regulation including contract law and consumer protection; digital and internet related regulatory issues including privacy, internet content and intellectual property protection; and industry sector specific regulation such as banking, securities, gaming and software technology.

**LEGT5999****M.Com. (Hons) Project Report***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW3 S1 S2

**Economics (School of Economics)****ECON5103****Business Economics***Staff Contact:* School Office

UOC6 HPW3 S1 S2

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 course is to improve the economic literacy of students.

**ECON5108****Public Finance***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON5103

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.

**ECON5109****Business Economics***Staff Contact:* School Office

UOC6 HPW3 S2

*Excluded:* ECON5103

An introduction to economic analysis and policy with particular reference to managing technological change. 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 course is to improve the economic literacy of students.

**ECON5110****Developing Economies and World Trade***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON5100

The course focuses on: trade and developing countries; trade and growth; new trade theory and LDCs; foreign trade regimes; liberalisation and trade negotiations; and the role of WTO; 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.

**ECON5115****Natural Resource Economics***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON5103

An introduction to the exploitation of natural resource systems within an economic framework, particularly forestry, fisheries, water, oil and other minerals. Policies required to ensure improved management without exploitation of these renewable and non-renewable resources under different property rights regimes.

**ECON5116****Environmental Economics***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON5103

This course 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.

**ECON5120****Topics in Business Economics 1***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisite/s:* ECON5103

This course consists of two seven-week modules chosen from a prescribed list. The modules are self-contained and examine important economic issues. Possible module topics include economics of the corporation, economic development, international trade policy, superannuation and retirement, microeconomic policy, and macroeconomic policy.

**ECON5121****Topics in Business Economics 2***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisite/s:* ECON5103

This course consists of two seven-week modules chosen from a prescribed list. The modules are self-contained and examine important economic issues. Possible module topics include economics of the corporation, economic development, international trade policy, superannuation and retirement, microeconomic policy, and macroeconomic policy.

**ECON5122****Competing in the Knowledge Economy***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON5103

The growth of the "knowledge economy" is rapidly changing the business environment and the aggregate economy. Topics covered in this course include: the economics of innovation, technological change, intellectual property rights, clusters of innovations, the diffusion of innovations, market structure, R&D, biotechnology, asymmetric information and market failure.

**ECON5123****Economics of E-Business***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON5103

Electronic commerce is radically altering economic activities and the social environment. It affects large sectors of the economy such as communications, finance, retail trade, education, health and government. It affects the way that businesses interact. This course examines the impact of e-commerce, and the way that business should behave strategically in this new environment. The topics covered include, (with case studies), the planning of product lines of information goods, the development of value-maximising pricing strategies, the management of intellectual property rights, the strategic implications of lock-in and switching costs, and strategic choice in relation to government policy and regulation. Implications for international trade patterns and taxation policy are also explored.

**ECON5154****Microeconomic Analysis 1***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON5154

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.

**ECON5156****International Trade***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON5154

The theory and practice of international trade. The course will emphasise both traditional neo-classical trade theory as well as the more modern strategic trade theory. The principles and predictions of these theories will be used to consider the recent developments in Australian trading relations and international trading relations in general.

**ECON5158****Economics of Labour Markets***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* ECON5154

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.

**ECON5159****Industrial Organisation***Staff Contact:* School Office

UOC6 HPW3 S2

Topics covered will be from amongst the following. Theory of the firm, production costs, monopoly, dominant and fringe firms, cartels, oligopoly and monopolistic competition, differentiated products,

regulation, advertising, horizontal and vertical integration, strategic behaviour by firms, and R & D. Both theoretical and empirical results will be covered in the course.

#### **ON5164**

##### **Economic Reasoning**

*Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S2

How do economists reason? How do they know when their theories are useful? This course answers these questions. Within this context it examines the development of economics and the structure of macro and micro theory. After completing this subject, you will be able to apply economics logically to practical problems.

#### **ECON5174**

##### **Macroeconomic Analysis 1**

*Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S1

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 stabilisation theory.

#### **ECON5176**

##### **Business Cycles and Growth**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* ECON5174

This course combines modern economic theory and quantitative techniques to examine theories of business cycles and economic growth. Measurement of business cycles, theories of real and nominal sources of business cycle fluctuations, endogenous growth theories, and cross-country growth analysis will be considered.

#### **ECON5197**

##### **Project Report**

*Staff Contact:* School Office

Enrolment requires School approval

UOC12 HPW3 S1 S2

#### **ECON5198**

##### **Economics Research Seminar**

*Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1

## **Econometrics (School of Economics)**

#### **ECON5201**

##### **Comparative Forecasting Techniques**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* 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

UOC6 HPW3 S1 S2

The aim of this course 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 course will emphasise practical aspects of model building.

#### **ECON5204**

##### **Mathematics for Business**

*Staff Contact:* School Office

UOC6 HPW3 S1

The aim of this course 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 course will emphasise practical aspects of mathematics in business applications.

#### **ECON5207**

##### **Elements of Econometrics**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON5203

The simple and multivariate regression models with economic applications emphasising 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.

#### **ECON5233**

##### **Operations Research**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON5204, 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:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON5203

This course 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:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* ECON5207

This course 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**

##### **Advanced Econometric Theory**

*Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* ECON5251

This course focuses on some theoretical aspects of economic time series and cross-sectional data analysis. Topics for the time series part include: stationary and non-stationary processes; unit root tests; VAR and cointegrated VAR models; cointegration tests; estimation and testing in the presence of unit roots. Topics for the cross-section data part include: fixed effect models; random effect models, unbalanced panels; dynamic models and estimation in the presence of autocorrelation; heteroscedasticity and unit roots.

**ECON5254****Econometric Theory***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s:* 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:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON5207

Quantitative economic models are widely used nowadays as a tool (in business and government) for forecasting and policy management, and (in academia) for testing economic theory. In this course we look at several types of quantitative economic models, and focus, in particular, on the use of causal econometric models in forecasting. The approach to building such models in business and government is contrasted with that used in academia. Students replicate the process of econometric model building in both cross-section and time-series data contexts, building skills in the use of software to statistical database management and econometric analysis.

**ECON5284****Mathematical Methods in Economics***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* ECON5204

This course 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:* School Office

UOC6 HWP0 S1

**ECON5298****Econometrics Research Seminar***Staff Contact:* School Office

UOC6 HWP3 S1 S2

Students enrolled in ECON5298 are required to present a seminar on their research topic.

**ECON5299****Project Report***Staff Contact:* School Office

Enrolment requires School approval

UOC12 HWP6 S1 S2

**Economic History**  
**(School of Economics)****ECOH5359****Research Seminar***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HWP3 S2

**ECOH5367****Special Course in Economic and Social History 1***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s or corequisite/s:* ECON5103**Finance****(School of Banking and Finance)****FINS5510****Personal Financial Planning & Management***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* NIL

This course provides students with knowledge necessary to effectively manage their personal financial resources and needs in the context of globalised financial and stock markets. The course considers the whole range of personal financial affairs and the planning required to optimise available opportunities to enhance individual wealth. A major feature of this course is extensive use of spreadsheet applications with the latest data and information from the financial, insurance and real estate industries. Topics include: Foundations of financial planning: time value of money, measurement of personal financial standing, planning financial future, financial implications of taxes; Management of individual portfolio of basic assets: mortgage finance (residential housing and real estate), cash management; Management of personal credit and loans; Selection and management of financial securities: opportunities in the Australian and global stock markets, corporate debt markets, derivative and futures markets, managed and hedged funds, real estate and other forms of acquisitions (gold, antiques, painting etc.); Financial planning for retirement and estate preservation.

**FINS5511****Corporate Finance***Staff Contact:* School Office

UOC6 HWP3 X1 S1 S2

*Prerequisite/s:* ACCT5901, ECON5103, ECON5203 or ECON5105, ECON5203, ACCT5933

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****Financial Markets and Institutions***Staff Contact:* School Office

UOC6 HWP3 X1 S1 S2

*Prerequisite/s:* NIL

This course serves as one of the introductory subjects to the study of finance. It focuses on the major financial markets, including the equity, money, bond, exchange rate and derivatives markets. Students will learn about the basics of financial instruments in these markets, such as bank bills, treasury bonds, futures and options. In addition, students are exposed to the tools of analyses and the roles and innovations of major financial institutions. These include the banks and non-banks, such as finance companies, building societies and credit unions, life and insurance companies as well as funds management companies.

**FINS5513****Security Valuation and Portfolio Selection***Staff Contact:* School Office

UOC6 HWP3 X1 S1 S2

*Prerequisite/s:* ECON5103, 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.

**FINSS514****Capital Budgeting and Financial Decisions***Staff Contact:* School Office

UOC6 HPW3 S1 S2

Prerequisite/s: ECON5103, ECON5203

Prerequisite/s or Corequisite/s: FINSS513

This course focuses 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.

**FINSS515****Issues in Corporate Finance***Staff Contact:* School Office

UOC6 HPW3 S1

Prerequisite/s: FINSS513, FINSS514

Specialised topics in corporate finance with an emphasis on corporate governance, the market for corporate control and financing issues. Mergers, acquisitions, buyouts and proxy contests: theoretical issues, regulation and empirical evidence. Management compensation schemes and agency problems. Corporate distress. Regulatory and ethical issues of corporate finance. Long-term finance: initial public offerings and seasoned equity offerings: after market performance; leasing. Short-term finance: cash and liquidity management; working capital management.

**FINSS516****International Corporate Finance***Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

Prerequisite/s: FINSS513;

Prerequisite/s or Corequisite/s: FINSS514

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 for multinational corporations, financial management of multinational corporations, foreign direct investment and financial and political risks, the role of multinational banks and the financial benefits of Euro-currencies and Euro-bonds, international equity markets and financial management of multinational corporations in new regions such as APEC, NAFTA and the EU.

**FINSS517****Applied Portfolio Management and Modelling***Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

Prerequisite/s or Corequisite/s: FINSS513

This course provides the foundation for the analysis of active funds management: the dynamic management of equity and fixed-income portfolios. An emphasis is placed on model construction (including forecasting), data analysis, the use of derivative securities (such as options, futures, FRAs, swaps), both international and domestic diversification benefits, performance measures, risk measures, and risk management and control.

**FINSS522****Asian Financial Market Analysis***Staff Contact:* School Office

UOC6 HPW3 X1 S2

Prerequisite/s: FINSS513

This course 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 course will examine equity market relationships, country risk analysis, portfolio management and hedging across Asian markets, syndication and off-shore banking and other contemporary issues.

**FINSS523****Entrepreneurial and Small Business Finance***Staff Contact:* School Office

UOC6 HPW3 S2

Prerequisite/s: FINSS513

The course examines various aspects of entrepreneurial finance to small to medium enterprises and considers financial decisions made from start-up until the original shareholders cash out via the public offering. Financial theories associated with entrepreneurship and specifically small sized corporations are analysed. In dealing with advanced financial issues in relation to project selection, business finance and financial management, there is a strong emphasis on encouraging students to understand how to augment traditional finance views with practical issues and problems faced by small to medium sized firms. Other topics include: how to value new up-start firms/projects; how to value new technology; implications of technology transfers; finance non-neutrality in technological venturing; optimal financing strategy of high-tech firms; finance investment and innovation; asymmetric information and credit rationing; the financial structure of financing intellectual property rights; venture capital business angles and pooled development funds; equity and debt capital from the public and private sectors

**FINSS526****International Corporate Governance: Accounting and Finance Perspectives***Staff Contact:* School Office

UOC6 HPW3 S1

Prerequisite/s: FINSS513

This course considers the structure of international corporate governance mechanisms and how these differ from the corporate governance mechanisms in Australia. The role of the governing board, the use of sub-committees, and the association between corporate governance mechanisms and auditor choice will be considered. Financial reporting and disclosure implications are then considered. Further consideration is then given to the ways in which suppliers of finance assure themselves of getting a return on their investment. This course is of importance as it impinges upon the flows of capital to corporate entities and the repatriation of profits to the providers of finance. The corporate activities of the 80s, such as mergers, acquisition, leveraged buy-outs via junk bonds and the subsequent spectacular collapses, have shown the importance of good corporate governance mechanisms. The course deals with the analysis of the financial aspects of incentive contracts, the protection of financial rights of minority shareholders, the prohibition of financial managerial self-dealing. The course also integrates a wide range of concepts in a unifying framework. After introducing the concept of corporation as an organisational form of business, a detailed treatment of its structural and legal forms in the agency framework— separation of ownership and control — is provided. The course analyses various internal corporate governance structures and mechanism including the board of directors and management, ownership structure, and executive compensation. Setting the issue in market setting, the course considers external governance mechanisms in terms of block ownership and shareholder activism, and the market for corporate control aspects of mergers and acquisitions, takeover defense mechanisms and corporate restructuring strategies. Finally, a comparative analytic treatment is given to corporate governance systems in Japan, Germany, the United Kingdom and the United States.

**FINS5530****Financial Institution Management***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s or Corequisite/s:* 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

UOC6 HWP3 S1 S2

*Prerequisite/s or Corequisite/s:* FINS5513

This course introduces the discipline of risk management and precedes advanced work in the risk management and insurance major. Particular focus is placed upon the principles associated with corporate risk management and provides a structured and well-reasoned methodology in the identification and analysis of risk. Additionally, the course investigates the management of identified risk through both risk control and risk financing techniques. An introduction to the basic principles of insurance products, as one possible risk-financing tool, is also presented.

**FINS5533****Real Estate Finance and Investment***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s:* FINS5513

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****Strategic Management of Credit Risk and Loan Policy***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Corequisite/s:* FINS5513

This course is concerned with risk and policy in the loan funds markets, and has two basic themes: (i) the assessment of risk in the selection process in an imperfect market via a review of credit analysis, industry, country, firm, and management risk; (ii) the design and structure of loan policy in a risk return framework. Loan policy is examined as it relates to the corporate market, the consumer market, agriculture, real estate, small business and trade finance.

**FINS5535****Derivatives and Risk Management Techniques***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* FINS5513

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.

**FINS5536****Fixed Income Securities and Interest Rate Derivatives***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* FINS5513

This course is designed to study the pricing, hedging and risk management of fixed income securities and interest rate derivatives. Topics to be studied 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), the interaction between interest rate risk and credit risk, mortgage-backed securities and value-at-risk. Extensive treatment of repo markets and how they are used to finance dealer positions is included. The concepts of general collateral and special repo rates are also discussed. Furthermore, an accessible treatment of the arbitrage-free models of the term structure, including the concept of state prices and no-arbitrage, is provided.

**FINS5541****Advanced Investment and Funds Management***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* FINS5517;*Prerequisite/s or Corequisite/s:* FINS5535

The course covers advanced techniques of modern fund management. Topics include: asset allocation decisions, domestic versus international fund components, integration of equity, bond and cash management, program trading, design of algorithms for automated decisions and the legal and ethical ramifications of fund design and decisions. The course structure consists of lectures and speakers from the fund management industry.

**FINS5542****Applied Funds Management***Staff Contact:* School Office

UOC6 HWP3 X1 S1 S2

*Prerequisite/s or Corequisite/s:* FINS5541

This is a laboratory-based course that aims to provide the student with the ability to construct and hedge a portfolio over the duration of the semester. The topics are primarily focused on empirical issues that need to be addressed when managing a portfolio over time. This will incorporate extensive use of computer spreadsheets, macros, and programs to aid the student initially examining individual stock beta calculations, to finally hedging a fund via the derivatives market.

**FINS5550****International Banking Management***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* FINS5513

This course provides students with an understanding of international financial intermediation in the contemporary environment. Topics include: the nature and theory of international banking, the main institutions and markets in which international banks are involved; correspondent banking relationships; cross-border financing; performance measurement and evaluation; foreign direct investment in banking; exchange rate risk; non-compliance risk arising in the financing of foreign trade; sovereign risk; and off-balance sheet risk. The course also presents and analyses the current issues in international financial services and the fundamental and non-fundamental exchange rate modelling and forecasting with a particular emphasis on the market microstructure.

**FINS5551****International Insurance Management***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s or Corequisite/s:* FINS5513

This course is designed to acquaint the student with the planning and administration of a worldwide corporate insurance program under conditions of uncertainty. International dimensions of risk management will be surveyed. Topics will include, inter alia: the structure of insurance markets internationally; the economics of

international trade in insurance; the integration and globalisation of financial services; the legal environment of risk management and insurance internationally; the tax environment for insurance internationally; rationales and nature of government intervention into insurance markets worldwide; regulatory harmonisation in insurance; the demographic and social environment for insurance internationally. The course also deals with insurance with a focus on global risk management.

#### **FINS5552**

#### **Hazard Risk Financial Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

*Prerequisite/s or Corequisite/s:* FINS5531

The goal of this course is to provide the student with an awareness of the breadth of risk with which the property assets of a corporation are faced and provide the student with the knowledge of, and practical experience in the management of this risk. This course requires the application of the principles of risk management in the proposed preservation of an actual corporation entity's property assets. Investigation of various risk control and risk financing techniques, including insurance alternatives, are central to this experience.

#### **FINS5553**

#### **Insurance Company Operations and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

*Prerequisite/s or Corequisite/s:* FINS5531

The goal of this course is to provide the student with an understanding of the liability risks faced by a corporate entity and the tools by which these risks can be effectively managed. In achieving this goal, this course applies the principles of risk management to the preservation of corporate financial assets that are commonly exposed to loss in the legal risk environment. Learning foci will include identification of assets at risk, liability loss prevention activities, and loss financing techniques. This activities-based course will include use of case studies and a project that requires a legal environment analysis of an actual corporate entity.

#### **FINS5554**

#### **Life and Health Insurance**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

*Prerequisite/s or Corequisite/s:* FINS5531

This course provides a cross-sectional investigation of the management of risk associated with regard to the perils of premature death and poor health. Applying concepts delineated by the principles of risk management this course seeks to provide the student with the tools by which such risks can be managed. Issues related to the demand and supply of insurance in the marketplace is investigated from both the perspective of the consumer as well as from that of the insurer. Various forms of life insurance contracts, e.g. whole life, annuities, term, etc., are analyzed as to structure and benefits provided. Issues related to health insurance underwriting are discussed and various health care programs from around the world are investigated and compared with the Australian system.

#### **FINS5556**

#### **Electronic Financial Trading**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

*Prerequisite/s:* NIL

The speed of the change to electronic trading at major financial exchanges and institutions has been breathtaking. Internet financial trading facilities and services are now common among major financial institutions and brokerage firms. This course looks at the development of electronic financial trading, and examines the various issues regarding electronic transactions. The role of electronic trading network in the automation of financial markets would also be covered, together with the market microstructure issues, and its competition with traditional trading systems. Two case studies will be discussed in this course; namely, (1) the replacement of the trading pit by an electronic trading system at Sydney Futures Exchange; and (2) the introduction of an electronic outcry system

alongside the traditional open-outcry trading pit at the Chicago Board of Trade. The emergence of new electronic financial exchanges, some with self-regulation, is a recent phenomenon. It has many ramifications for regulation, supervision and other broad market issues. These issues will also be covered.

#### **FINS5567**

#### **Banking & Financial Innovation**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s:* NIL

As banks look to make their operations more cost efficient, they are looking to have their customers access them by electronic means. This has meant a dramatic education process for both banks and their clients resulting in access to bank records by telephone, internet and in some cases, direct access to bank computers. Coupled with this is the rise of various forms of electronic funds transfer. This has further implications for the nature of banking and the operation of the payments system to include electronic payments. This course examines the foundations of electronic banking and analyses the reasons for the enormous growth of electronic banking, its impact particularly upon costs, pricing policies, system efficiency gains and likely future directions of banking including financial globalisation and convergence of technologies. The course will examine related issues concerning regulation, bank interchange issues, banking products and delivery platforms.

#### **FINS5575**

#### **Research Methods in Finance 1**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s:* FINS3774

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

**UOC6 HPW3 S1**

*Prerequisite/s:* FINS3774

This course 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 subjects 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 course 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

**UOC6 HPW3 S2**

*Prerequisite/s:* FINS3774

This course 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 course 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

UOC6 HPW3 S1

*Prerequisite/s:* FINS5530, FINS3774**FINS5579****Research Methods In Finance 2***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* FINS5575

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.

**FINS5591****Special Topic in Finance***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW0 S1

**FINS5599****Project Report***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW0 S1 S2

**FINS6610****Advanced Finance Research Topic 1***Staff Contact:* School Office

UOC12 HPW3

This course is designed for students enrolled in the PhD program in Finance.

**FINS6611****Advanced Finance Research Topic 2***Staff Contact:* School Office

UOC12 HPW3

This course is designed for students enrolled in the PhD program in Finance.

## **Hospitality Management (School of Marketing)**

**HOSP5901****Elements of Tourism and Hospitality***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Corequisite/s:* MARK5900

The history of tourism and hospitality in Australia and overseas. The commercial context of the industry; policy, planning, and legal aspects. The operational context of the industry; service, managing people, and facilities. Marketing hospitality and tourism. The characteristic of major industry segments and their global competitive positioning. These issues are explored using cases and workshops. This course assumes no prior study in commerce.

**HOSP5902****Human Resource Management in the Hospitality Industry***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* MARK5900, HOSP5901

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 Services Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5900, HOSP5901;*Excluded:* MARK5941

The world is fast becoming a service industry. The largest sector of service is the hospitality and tourism industry which employs over 10% of the world's workforce. This subject will focus on principles and practices of successful service companies. Reference will also be made to leading service providers in banking, retailing and other service industries in the hospitality and tourism industries. Service organisations have distinct needs and problems with respect to management and marketing. Therefore, services marketing activities cover many management issues which will be canvassed in this course.

**HOSP5904****Hospitality and Tourism Law***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* MARK5900, HOSP5901

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

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* MARK5900, HOSP5901

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

UOC6 HPW3 S2

*Prerequisite/s:* MARK5900, HOSP5901*Excluded:* MARK5946

This course 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***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* MARK5900, HOSP5901

Environments and strategies, market segmentation. Hospitality marketing planning and promotion.

**HOSP5908****Strategic Issues in Hospitality and Tourism***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5900, HOSP5901

An evaluation of the institutional, financial, legal and industrial context of tourism and hospitality planning and operations in Australia. An analysis of the environment in which planning and investment decisions occurs focussing on the relationships between investors, developers, operators and legislators and on issues in this wider environment which are critical to strategic management planning and investment decision making.

# **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

UOC6 HWP3 S1 S2

Provides a multi-disciplinary introduction to the concepts, processes, practices, issues and debates associated with the management of people in paid employment and the organisation, institutional and market place contexts within which employment relations are played out. Topics covered include the changing nature of work and work organisations, the development of labour management theory and practice, the meaning and purpose of the Human Resource Management approach, current trends and debates in management thinking and methods, the industrial relations context, the role of the state, unions and management strategy, workplace conflict, the nature of managerial work, leadership, gender and work, organisational culture, and employee motivation, remuneration and performance management.

**IROB5701****Employment and Industrial Relations***Staff Contact:* School Office

UOC6 HWP3 S1

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 industrialisation 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.

**IROB5705****The Management of Training***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s or Corequisite/s:* IROB5700 or IROB5701

Training has become an increasingly central component of strategic human resource management and public policy. This course critically examines the theory and practice of training. It builds on and complements nationally recognised qualifications in Assessment and Workplace Training. Opportunities for the development of practical training skills and techniques are provided. Issues covered include - the context of training; learning in theory and practice; the nature of skill; training needs analysis, delivery and evaluation; competency-based training; the National Training Reform Agenda; training and employment policies; management education and development.

**IROB5711****Employment and Industrial Law***Staff Contact:* School Office

UOC6 HWP3 S1

*Prerequisite/s or Corequisite/s:* IROB5701 or IROB5906

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****Negotiation Bargaining and Advocacy***Staff Contact:* School Office

UOC6 HWP3 S2

*Prerequisite/s or Corequisite/s:* IROB5700 or IROB5900

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 course 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 course provides appropriate theoretical perspectives on these and related employment issues.

**IROB5731****Special Topic in Australian Industrial Relations***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HWP3 S1

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

UOC6 HWP3 S1

*Prerequisite/s:* Admission to MCom (Honours) degree in Industrial Relations.

A specifically assigned project, program or set of readings relating to Industrial Relations.

**IROB5733****Advanced Seminar in Australian Industrial Relations***Staff Contact:* School Office

UOC6 HWP3 S1 S2

*Prerequisite/s:* Admission to MCom (Honours) degree in Industrial Relations.

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

UOC6 HWP3 S2

*Prerequisite/s:* Admission to MCom (Honours) degree in Industrial Relations.

Selected advanced topics from the literature of Industrial Relations theory and application.

**IROB5750****Project Report (Industrial Relations)***Staff Contact:* School Office

Enrollment Requires School Approval

UOC12 HWP3 S1 S2

**IROB5900****Social and Organisational Analysis***Staff Contact:* School Office

UOC6 HWP3 S2

Examines the core metaphors, theories and paradigms employed in organisational analysis and problem solving. Topics examined include bureaucracy and scientific management, sociotechnical theory, contingency theory, organisational ecology, organisational politics and culture, economic theories of organisation, and psychoanalytical approaches. Case studies of specific organisations are used to apply different theoretical perspectives to organisational analysis and problem solving.

**IROB5901****Organisational Behaviour***Staff Contact:* School Office

UOC6 HPW3 S1

*Excluded:* PSYC7100

This course 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.

**IROB5902****Organizational Learning***Staff Contact:* School Office

UOC6 HPW3

Organisational learning is a process whereby organisational members develop an understanding of the valued knowledge of their firm so as to both systematically improve both their individual and collective actions as well as expand their organisation's capacity for change. This course will first introduce the student to the history of the topic of organisational learning as it appears both in the academic as well as in the professional literature. Attention will then be given to the development of the following topics: the organisation as a learning system; characteristics of the learning organisation; teamwork in the learning organisation; learning and politics; components of knowledge and the knowledge grid; channelling learning into corporate knowledge; knowledge sharing and organisational transformation; building knowledge into intellectual capital.

**IROB5903****Organisational Innovation and Change***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* IROB5700 or IROB5901

Examines the need for, awareness, nature and processes of organisational change. It focuses on administrative innovation and contemporary techniques and procedures used to initiate, plan and implement change. The course is shaped by contemporary concerns over the need to combine consistent structures for predictable and efficient operations and personnel employment, with flexibility and timely adaptability to respond to the environment. It adopts a critical perspective and uses a multi-disciplinary framework with material drawn from Organisational Studies, Human Resource Management, Organisational Behaviour, and Sociology. Themes encompassed include: features of organisation design; types and phases of change; managerial and organisational cognition; culture and intervention for change; organisation development; techniques for process change, (eg TQM, business processes); technological innovation; public-private sector differences; employment systems; career management; and change agency. Emphasis for study and class work is placed on both analytical scholarship and practical projects.

**IROB5904****Organisational Transformations at the Speed of E***Staff Contact:* School Office

UOC6 HPW3

This course examines the human implications of change and transformation in New Economy companies. Topics include: types of organisational change vs. velocity of change; organisational change systems and methodologies; individual and organisational renewal; learning at the speed of E; the organisational psychology of the E culture. Emphasis will be placed on organisational behaviour processes, e.g. learning, innovation, leading, communication, as well as on human resource programs and practices that will need to be transformed in order to more effectively support ongoing organisational processes.

**IROB5905****Organisational Diagnostics***Staff Contact:* School Office**UOC6 HPW3 S2***Corequisite/s:* IROB5901

Details the strategies, designs and methods employed for making a systematic assessment of organisational problems and issues. A review of research-based models which inform this process. Attention is focussed on qualitative analyses and action research procedures as the basic methodology; how diagnostic research is initiated, conducted and evaluated; how to work with members of a client organisation to undertake a diagnostic study and how to provide feedback on the results. Also considers professional and ethical dilemmas. Development of researcher competencies and the conduct of a field project form the applied components of this subject.

**IROB5908****Strategic Human Resource Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s or Corequisite/s:* IROB5700 or IROB5901

This course deals with the ways in which strategic thinking can be applied to Human Resource Management. It aims to provide students with opportunities to synthesise managerial strategy issues with HRM processes, in a considered and reflective manner. Strategic Human Resource Management considers questions such as: What does it mean to be a HR Professional? How can we integrate HR concerns into organisational decisions and strategies? How can strategic thinking underpin HRM activities? The course focuses on the way strategies can be formed and enacted in organisations, and on the internal and external environmental contexts from which human resource strategies emerge. It also deals with a range of contemporary issues in human resource management, and aims to introduce strategic human resource management as a new way of thinking about organisations and their stakeholders. Students are given the opportunity to enhance their skills in organisational analysis issue selling and strategic thinking, through fieldwork, case studies and seminars.

**IROB5912****International Dimensions of Negotiation Behaviour***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* IROB5901 or IBUS5601

Every aspect of business negotiations is influenced by the dimensions of culture. The purpose of this course is to investigate how negotiation, as a process, differs across cultures in terms of culture conditioning, negotiating style, approaches to problem solving, implied assumptions, and the role of ceremony and formality. The course consists of three modules. Taking an Asia-Pacific focus, the first module builds a framework through which to conceptualise the international dimensions that impact on Asia-Pacific business negotiation processes. The second module examines the roots and principles of East Asian strategic thinking that have shaped the negotiation mindset underlying the Asian business cultures of today. In the third module students will be guided in applying the principles of intercultural negotiation derived from the previous modules to formulate specific negotiations strategies for selected case studies. Students will also be given the opportunity to question and evaluate the negotiation approaches of guest specialists involved in international negotiation from different cultural perspectives.

**IROB5914****Employee Communication***Staff Contact:* School Office

UOC6 HPW3 S1

*Corequisite/s:* IROB 5700 or IROB5900

Considers how to understand communication in a work setting and the various ways we make use of communication in the course of organisational activity. The study of public relations, corporate and managerial, and interpersonal communication theories and practices will be reviewed to set the course's foundations. Development of the knowledge-based organisations will also be thoroughly examined in the context of our contemporary information age. Case study project work is assigned to enable awareness of how to apply the course matter to actual work places.

**IROB5918****Organisational Restructuring***Staff Contact:* School Office

UOC6 HPW3 S2

Prerequisite/s or Corequisite/s: IROB5700 or IROB5901

Examines the implications of organisational restructuring efforts, with a strong focus on associated human factors. Emerging organisational restructuring strategies such as outsourcing, call centres, downsizing, and the use of contingent labour, are critically analysed in terms of the costs and benefits for individuals, organisational, and society. Ways of managing the restructuring process which minimise its potentially negative associated effects are explored.

**IROB5920****Men and Women in Organisations***Staff Contact:* School Office

UOC6 HPW3 S2

Prerequisite/s or Corequisite/s: IROB5700 or IROB5900

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.

**IROB5931****Special Topic in Organizational Behaviour***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

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 coordinator of the program must be obtained prior to enrolling in this course. However, before approaching the coordinator 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

Enrolment Requires School approval

UOC6 HPW3 S2

Advanced topics chosen each year from recent developments in theories of organisational behaviour.

**IROB5941****Special Topic in Human Resource Studies A***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

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

Enrolment Requires School approval

UOC6 HPW3 S1 S2

Selected advanced topics from the literature of Human Resources theory and application.

**IROB5944****Advanced Seminar in Human Resource Studies B***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

Selected advanced topics from the literature of Human Resources theory and application.

**IROB5946****Managing Occupational Health and Safety***Staff Contact:* School Office

UOC6 HPW3 S2

Prerequisite/s or Corequisite/s: IROB5700 or IROB5900

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 course also covers hazard identification, the development and nature of legal regulation, the industrial relations of safety and approaches to rehabilitation.

**IROB5947****Remuneration and Performance Management***Staff Contact:* School Office

UOC6 HPW3 S1

Prerequisite/s or Corequisite/s: IROB5700 or IROB5906

Examines theories, practices and debates in contemporary remuneration and performance management, with special reference to the trend away from traditional pay-for-position to performance-related remuneration at individual, work group and organisational level. Themes covered include: the concept of the New Pay, theories of employee motivation, competing perspectives on procedural and distributive justice, the ethics and effectiveness of performance-related pay, job-based pay and job evaluation, broadbanding, developing assessing and rewarding individual merit, recognition awards, gainsharing and team-based pay, profit-sharing and employee ownership plane, executive pay, and the development of comprehensive pay and performance management systems. Adopts a critical and multi-disciplinary perspective embracing Human Resource Management, Organisational Studies, Industrial Relations, Sociology, Labour Economics, Psychology and Ethics.

**IROB5948****Human Resource Recruitment, Selection and Development***Staff Contact:* School Office

UOC6 HPW3 S1

Prerequisite/s or Corequisite/s: IROB5906

Examines the recruitment, selection, training and development of people in organisations. Issues addressed include: staff recruitment procedures, selection practices and procedures, human resource planning, the analysis of skill, competency and training needs, learning systems, training program development, internal and external training policy, career planning and internal labour market and management development.

**IROB5949****International Human Resource Management***Staff Contact:* School Office

UOC6 HPW3 S2

Prerequisite/s or Corequisite/s: IROB5700 or IBUS5601

Examines the impact of culture on the process of managing the human resources in multinational or global corporations. Topics examined include: the conceptual and methodological challenges in international HRM research; the role of culture in shaping managerial perceptions and actions; HRM systems as cultural artefacts; conflict between indigenous HRM frameworks; and the problems of transferring HRM systems across cultural boundaries. Issues such as expatriation versus local management, selecting and preparing for international assignments, intercultural competence, cultural adaptations at the individual and system level, the management of host country nationals and joint venture partnerships, and the influence of globalisation on future HRM practices are also examined. The course also examines the global uniformity/differentiation policy debate and its implications for global organisations.

**IROB5950****Project Report (Organizational Behaviour)***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW3 S1 S2

**IROB5951****Thesis (Organisational Behaviour)***Staff Contact:* School Office

UOC48 HPW3 S1 S2

**IROB5952****Project Report (Human Resource Studies)***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW3 S1 S2

**Information Systems****(School of Information Systems, Technology and Management)****INFS5848****Information Systems Project Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* 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 customisation, work packages, progress monitoring, risk evaluation, quality management, people skills, and negotiation skills. Case studies of and examples from software development projects will be used as illustrations.

**INFS5885****Management of E-Business Technology***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* INFS5988*Excluded:* INFS5985

This course aims to provide students with an introduction to the issues that surround the management of E-Business Technologies within the business environment. The course will address business issues that impinge on E-Business in a commercial environment. It will give students an introduction to technologies of E-Business that are widely used in Commerce/Industry and an appreciation of the management issues which surround the application and use of these technologies. Case organisation examples will be used throughout the course to illustrate the application of course materials.

**INFS5905****Information Systems Auditing***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* 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.

**INFS5926****Advanced Data Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* INFS5989, 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 Management Systems and Technology***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* INFS5957

Human society is experiencing a major transformation from an industry-based society to a knowledge-based society. With the transition comes a growing recognition of the need to better understand what knowledge is, and how it should be managed. The objective of this course is to provide the student with an understanding of the business of managing the generation, organisation, distribution, maintenance, storage, analysis, application, archiving and disposition of corporate knowledge. It considers various systems and technology supporting knowledge management. It also addresses knowledge discovery in databases and corporate data warehouses, by identifying meaningful patterns in data.

**INFS5928****Software Engineering Management***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* INFS5989

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.

**INFS5933****Information Systems Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* INFS5988, INFS5992

This course 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 course.

**INFS5957****Information and Decision Technology***Staff Contact:* School Office

UOC6 HPW3 S1

In a knowledge-based economy, organisational prosperity will largely depend on how successful knowledge workers are at creating and applying new ideas productively and efficiently. This course examines the role of information and models of 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.

**INFS5972****Global Business Data Networks***Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

*Prerequisite/s:* INFS5988*Excluded:* INFS5983.

Data communications networks, interfaces between networks and computers, data communications software, standard communication protocols, network architectures, distributed databases, design of information systems which include data communications.

**INFS5974****Advanced Database Implementation***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* INFS5992

This course covers advanced data analysis and modeling concepts, physical design, integrity, security and transaction management issues. Relational, object relational and object-oriented database implementations are considered. Students apply the knowledge learnt in the course to implement a real-life system using a major commercial database management system. The system is implemented using client/server principles.

**INFS5975****Advanced Software Implementation***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* COMP9021

This course applies the concepts and principles of software engineering associated with the implementation of a computer based information system, including its physical design, coding, and testing. The application of management tools in the control and implementation of a quality application system are also considered. Students apply the knowledge learnt in the course to implement a real-life system using a commercial programming language.

**INFS5982****Advanced Data Communications***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S2

*Prerequisite/s:* INFS5983

Current and emerging technologies for data networking and the internet. Specifications of corporate networks including local and wide area networks. Design and development of distributed application systems.

**INFS5983****Business Data Communications***Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

*Prerequisite/s:* INFS5988*Excluded:* INFS5972

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

UOC6 HPW3 S1

*Prerequisite/s:* INFS5983, INFS5992

Reviews concepts, theory, methodologies and techniques discussed in IS security literature and practice. Includes: information systems security management, risk analysis and management, physical and logical security, database and telecommunications security, continuity planning, computer abuse, internet and electronic commerce, legal and social issues. Case studies will provide students with an understanding of computerised security techniques in practice.

**INFS5985****Managing Electronic Commerce***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* INFS5988, INFS5992*Excluded:* INFS5985

The conduct of commerce in electronic marketplaces has been heralded as the source of fundamental change to business practice with the substitution of existing market arrangements by computer-aided buying and selling. This course has been designed from a managerial perspective to help students develop specific skills relating to the use of electronic commerce models and frameworks as well as an understanding of essential concepts and technologies. Topics include: electronic commerce strategy and business definition; Internet and World Wide Web applications; management of Electronic Commerce in the organization; security and payment systems; intranets and supply chain management; legal issues and constraints to implementation of electronic commerce; essential concepts/technologies supporting electronic commerce; and government policy and electronic commerce.

**INFS5986****Research Topics in Information Systems 1***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3 S1

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

Enrolment requires School approval

UOC6 HPW3 S2

The objective of this course is to enable the students of information systems research to carry out data analysis using statistical tools for empirical research. It examines both the theoretical aspects of scientific data and statistical analysis and introduces the student to a statistical data analysis package.

**INFS5988****Business Information Systems***Staff Contact:* School Office

UOC6 HPW3 X1 S1 S2

This course aims to provide an introduction to the use and management of information systems in business. Students will have the opportunity to develop their knowledge and understanding of the role of information systems in organisations, study relevant and current topics to the area, and examine the components that interact within information systems. This course also encourages students to consider ethical practices related to the development and use of information systems.

**INFS5989****Information Systems Design***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s or Corequisite/s:* 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 courses and student experiences.

**INFS5991****Decision Support Systems***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* INFS5988

This course covers issues in the design, development and implementation of systems designed to support decision-making tasks in organisations. The course reviews models of individual and organisational decision-making and provides an overview of a number of existing and emerging techniques that support decision-making, such as, management science, statistics, expert systems, artificial intelligence, group decision-support systems, data warehousing and data mining. Methodologies for the development and implementation of DSS applications are discussed. Case studies describing organisational experiences with DSS applications will be discussed.

**INFS5992****Data Management***Staff Contact:* School Office

UOC6 HPW3 S1 S2

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

Enrolment requires School approval

UOC6 HPW3 S1 S2

A specially assigned project, program or set of readings relating to information systems research.

**INFS5995****Advanced Software Implementation***Staff Contact:* School Office

UOC6 HPW0 S1

This course 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.

**INFS5999****Project Report***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW3 S1 S2

## **Information Management**

### **(School of Information Systems, Technology and Management)**

**IMGT5110****Information Retrieval Systems***Staff Contact:* School Office

UOC6 HPW3 S2

*Corequisite/s:* INFS5988

Characteristics and structure of textual records: definition, content, structure and context; elements of record metadata. Databases of textual records: databases as collections of textual records, categorisation of database types, contrast and comparison with other types of databases eg relational, electronic record keeping principles. Textual information retrieval principles: boolean operators, proximity operators, limit operators, truncation, inverted indexes,

keyword versus phrase indexing, controlled vocabulary and thesaurus use versus uncontrolled keyword searching, retrieval command languages, set logic and construction for retrieval purposes. Construction and implementation of search strategies: search sequence diagrams, query expansion, broadening and narrowing search results, strategies to avoid information overload. Advanced retrieval features: relevance feedback, introduction to weighting and probabilistic retrieval. Information retrieval systems for specific information environments: libraries, archives, records management systems, etc. Basic design and creation of text-based databases using information retrieval systems: data structures, documentary and management metadata elements and their properties, data entry or conversion requirements, data output techniques. Creation of basic information resources for delivery and access via the World Wide Web.

**IMGT5120****Organisation of Knowledge***Staff Contact:* School Office

UOC6 HPW3 S1

This course provides an introduction to the concepts of intellectual organisation of information and records in different temporal, societal and communications contexts. The course introduces the student to interdisciplinary perspectives and some of the theoretical understandings and the knowledge base necessary to work in information management environments. This course aims to provide both a theoretical basis and practical experience through examining ways in which information and records are identified, intellectually organised and managed for retrieval and use. Introduction to current tools and methods used for organising information and records. The notion of metadata is taken as a conceptual framework for examining contemporary and historical issues of intellectual organisation of information and records. The course examines definitions, characteristics and typologies of information entities as resources, with special attention to the record as evidence, for pluralistic uses in social, legal, political and business contexts. The student thus gains an understanding of the typology, properties, functionality and management of information under its various entities of data, document or record. Methods in current use for organising information will be examined together with consideration of existing policies and infrastructures relating to the intellectual organisation of information both globally and nationally. The desired outcome from this course is that students gain an understanding of the relevance of the principles of the intellectual organisation of information or records for retrieval and use.

**IMGT5220****Electronic Recordkeeping Fundamentals***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* NIL

The course will describe tools for the design, establishment and management of effective electronic recordkeeping regimes in public and private sectors, including design, implementation and operational aspects over the short, immediate and long term. Topics include: tools and techniques for effective analysis of contextual factors and recordkeeping requirements for operational business and regulatory systems and for managing archival holdings within the office and repository environments; developing or adapting strategies for effective capture and ongoing management of paper-based and electronic records; forming critical alliances with other stakeholders; drafting electronic recordkeeping regime specifications incorporating requirements, standards and "best practices", both technical and professional; problems and issues of long-term integrity, authenticity, accessibility and usability.

**IMGT5410****Knowledge and Society***Staff Contact:* School Office

UOC6 HPW3 S2

This course aims to introduce, analyse and draw out current issues on the role of information in society and to discuss practical implications of some fundamental concepts in information studies which are of particular relevance to professional practice in a wide variety of organisational and cultural situations. Societal and technological factors shaping and being shaped by different

conceptions of information. Setting the different ideas about information and records in historical and cultural context. Role of information in social and organisational change and development, and as catalyst and support for innovation. A consideration of the roles of various agencies in developing and maintaining information infrastructure. Use of information and records including their role in decision-making and problem solving, and their value in specific situations and transactions. Information diffusion and dissemination research in various environments and utilising various technologies. Exploration of the practical, social and ethical implications of the various ideas about the value of information for the design of information services. Cognitive models of information seeking and sense-making including their relevance for information design and delivery. Consideration of the implications for users and information agencies of intellectual property, ownership of intellectual products, and copyright law, in both print and electronic mediums.

#### **IMGT5420**

#### **Information Sources: Access, Assessment and Acquisition**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

Introduction to the two sides of information resources: what sources might be available to meet a particular need and how to acquire them; and strategies to be employed in developing a collection of information resources. The range of possible sources (in print, electronic or other format, available locally or remotely) and navigation of the physical or electronic routes (including the Internet) to obtain access to these sources. Synchronisation of appropriate information sources with the needs of the end-user/client through negotiation of both expressed and actual needs/wants. Interaction between information provider and user/client studied, individually in the reference interview and collectively in reader education programs. Developing a collection of information resources. Conversion of sources into resources through the application of policies, strategies and plans. Varying approaches to acquisition and access, including evaluation and comparison of relative cost benefits. Resource sharing at the regional, national and international levels.

#### **IMGT5430**

#### **Health Information: Retrieval, Systems and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Excluded:* IMGT5445

This course examines the information needs of health professionals including the structure and characteristics of health information sources and their supporting databases. Special emphasis is placed on the indexing, classification and retrieval of health information as well as on the design and evaluation of health information systems. Other information related issues in the health sciences covered in this course include: the role of hospital libraries in the provision of information, the selection and evaluation of the variety of online databases and electronic journals in the health sciences. Issues related to the clinical narrative in medical records are also discussed including the problems in text processing, semantic pattern matching, clinical vocabularies, alternatives to natural language input of medical data, and future directions for clinical data capture and analysis. The course concludes with a discussion on the future integration of the various information systems in the health sciences.

#### **IMGT5445**

#### **Business and Government Information: Sources and Services**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Excluded:* IMGT5430

A knowledge management framework is utilised to examine the nature and function of information services in public and private sector enterprise. The organisation-wide information audit. The contribution of information services to an organisation's overall strategy. External information sources, essential to competitive intelligence, such as patents, legislation, demographics and statistics. Information needs and the design of appropriate information resource centres and services. Information resource discovery, presentation, re-packaging, and other value-adding techniques appropriate to corporate and government environments. The role of specialised libraries in decision-making processes and product life cycles. Current issues in the

management of information services, such as outsourcing and the exploitation of entrepreneurial opportunities.

#### **IMGT5460**

#### **Asian Information Resources and Technology**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

This course focuses on the uneven and combined development of information technology in Asia. Issues include: the tremendous disparities in adoption of various information technologies; the impact of oral versus literate traditions, Roman versus non-Roman script languages, and other historical and cultural variables; different governmental approaches to the introduction and indigenous development of technology; and different models employed in information technology education, innovation and social experimentation. In addition to exploring these theoretical questions, students examine the range and nature of information resources from and on Asian countries. While all recommended readings and the key resources studied are in English, opportunity will be given to students with competence in an Asian language to utilise and study vernacular information resources.

#### **IMGT5550**

#### **Advanced Information Retrieval Systems**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s:* IMGT5110

**Not offered in 2001**

Advanced design of textual and image information retrieval systems: user requirement specification, creation of advanced textual databases, techniques such as thesaurus construction and use, multiple file databases and concatenation of files, hyperlinks to external data such as images and citations, testing, evaluating and iteration of database designs. Management and maintenance of textual and image information retrieval systems: problems of accommodating changes i.e. semantic, terms/conditions of access, approved uses, new uses, insuring integrity and authenticity of the data, need for monitoring/audit, interoperability and open systems to permit flexibility and migration to new platforms. The world wide web as an information retrieval system. Advanced retrieval techniques in current use: statistical and probabilistic retrieval, linguistic techniques, relevance feedback, ranking, citation based searching, etc. Automatic abstracting and indexing, automatic thesaurus construction and automatic classification. Cognitive user approach to information retrieval. Artificial intelligence and information retrieval: natural language processing, use of expert intermediary systems, etc. Hypertext and information retrieval. Retrieval techniques for electronic information sources in areas such as multimedia, image databases, etc. Measurement and evaluation of information retrieval systems and techniques: relevance value and utility, recall and precision, etc. Applications of advanced retrieval techniques in particular disciplines. Progress and problems in information retrieval research.

#### **IMGT5555**

#### **Knowledge Generation: Communication, Structure and Process**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite:* Nil

This course is intended to bring together various areas of interest, including science of science, scholarly communication studies, science policy, quantitative aspects of information and communication processes, particularly those using text. These areas of study are incorporated in the subfields of Scientometrics and Informetrics. Informetrics incorporates the older field of bibliometrics and the new areas of cybermetrics and webometrics. The statistical and mathematical orientation does not preclude analysis by qualitative methods. Topics investigated include: Dynamics (growth and diversification) of scientific fields; Interdisciplinarity; Mathematical modeling of Informetric laws; Cite motivation; Evaluation of scientists' research performance; Development of indicators for science and technology, e.g., Impact Factors; Mapping and visualization of knowledge; Institutional and national publication productivity and research cooperation; Library management, e.g. journal evaluation or circulation control; Economic factors in information production and dissemination; Science policy analysis and forecasting.

**IMGT5560****Information Management: Professional Attachment***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HWP3 X1 X2

The overall goal of this course is to expose students to the wider world of information management, not only to the principles, concepts and techniques, but also to the considerations, issues and problems affecting their application in today's dynamic societies. The focus will be on developing an understanding of the underlying ideas and values embodied in the principles and ethics which guide our work. Students will be attached full-time to a host organisation as consulting professionals-in-training to design undertake a specific project over a minimum of 120 hours. Because there are several possible ways of accomplishing information tasks effectively, the emphasis of the professional attachment will be on documenting and reporting project objectives, decision, challenges/obstacles, actions and outcomes APPROPRIATELY, both verbally and in writing.

Students will be required to attend preparatory seminars in the session before undertaking their attachment and to present a formal seminar on their work in the session following.

## **Health Informatics (School of Health Services Management)**

**HEAL9744****Casemix Accounting and Funding***Staff Contact:* School Office

UOC4 HWP2 S2

*Corequisite/s:* HEAL9743

The conceptualisation of hospital products as the diagnosis, treatment and care of specific patient groups. Casemix costing and traditional hospital costing. Alternative methods of casemix costing including clinical costing systems and cost modelling. The Yale Cost Model. Application of casemix costing results from individual hospitals. Alternative methods and models of using casemix for hospital funding purposes. Budgeting for clinical departments.

**HEAL9711****Management of Organisations***Staff Contact:* Associate Professor Pieter Degeling

UOC6 HWP3 S1 S2

Examines current theories of organisation and management, and evaluates their applicability to management work in health care settings. Examines the relationship between theory and practice in managing organisations: fosters an appreciation of the dynamics of managerial behaviour and extends understanding of what is entailed in accomplishing organisational change and in constituting management control.

**HEAL9041****Health Care Systems***Staff Contact:* Dr Stephanie Short

UOC6 HWP3 S1

The first part of the course focuses on the concepts and theoretical perspectives that will enable students to understand the complex relations between health, health care and society. Notions of physical, psychological and social health both at the individual and society-wide level are analysed. Close attention is paid to the health care system in Australia, as a basis for the closer analysis of particular health care issues such as the organisation and financing of health care, the health workforce, health care legislation and health care services for disadvantaged groups. The course then examines current reforms in health policy making, delivery and financing, before future possibilities for the development of health and health care in Australia and elsewhere are analysed.

**HEAL9301****Health Planning 1***Staff Contact:* Mr Ian Forbes

UOC4 HPW2 S1 S2

Examination of the major concepts used in planning health services systems within a context of resources allocation, at a community, regional and national level. Techniques used in data collection, analysis and modelling for health planning. Analysis of environments external to health service organisations of a societal, political and health status nature. Assessment of organisations within service areas. Management skills appropriate for policy making, program evaluation and health services resource distribution.

**HEAL9351****Health Economics 1***Staff Contact:* Ms Helen Lapsley

UOC6 HWP3 S2

Economic analysis as applied to resource allocation, planning and evaluation in health services. Topics: basic concepts and methods of economic analysis, economics of the public and private sector, decision making, supply and demand, pricing and nonpricing methods of allocation, welfare analysis, ethics of resource allocation, economic planning of health services, cost benefit evaluation, cost effectiveness analysis, economics of hospitals and economic impact of health insurance.

**HEAL9381****Policy Studies***Staff Contact:* Associate Professor Pieter Degeling

UOC4 HWP2 S2

*Prerequisite/s:* HEAL9041, HEAL9711*Corequisite/s:* HEAL9351

Contemporary health policy issues including the politics of health care; principles of policy formation and analysis. Past topics have included: health care technology; occupational health and safety; government control of private medical practice; hospital cost containment; the impact of Medicare; Commonwealth/State financial relationships; quality assurance and utilization review; the regionalised administration of health services; health policy issues in developing countries.

**HEAL9391****Health Services Strategic Management and Planning***Staff Contact:* Dr Braithwaite

UOC4 HPW2 X1 S1 S2

What is strategic planning? What does it mean to manage strategically? How do health service organisations (or, more accurately, the people with in them) express their strategic intent? How can you plan for the future when the environment is so complex and change so rapid? We investigate strategy in the health services by examining the ideas, tools and techniques of the strategist. Topics discussed include strategic planning, strategic behaviour, marketing, leadership and the learning organisation.

**HEAL9421****Public Health and Epidemiology***Staff Contact:* Professor James Lawson

UOC6 HPW2 S1

Distribution patterns and determinants of disease and disability with particular reference to diseases of major Australian concern. Preventive, treatment and rehabilitation strategies. The uses of epidemiology in the planning, operation and evaluation of health services.

**HEAL9442****Health Resources Planning and Development***Staff Contact:* Mr Ian Forbes

UOC6 HWP3 S2

Analysis as applied to resource allocation, planning and evaluation in health services. Topics cover the basic concepts in planning using methods of systems analysis, examining issue of resource development in the public and private sector, decision making, resource supply and demand, welfare analysis and issues of resource allocation. Included is the planning and procurement of health resources including facilities, workforce and service programs in the light of cost benefit and cost effectiveness analysis.

## **International Business (School of International Business)**

### **IBUS5601**

#### **Global Business and the Multinational Enterprise**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

*Prerequisite/s:* ECON5103

The globalisation of business and the challenge of dynamic political, economic, social and technological environments. The impact of cultural differences on international business transactions and international management. The evolution and development of the multinational enterprise and alternative contractual modes including exporting, licensing, franchising and manufacturing. International acquisitions, joint ventures and strategic alliances. Theories of the internationalisation process and foreign direct investment by multinational enterprises. The relationship of multinationals with governments and issues of political risk.

### **IBUS5602**

#### **Cross-Cultural Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

*Prerequisite/s or Corequisite/s:* NIL

Understanding cultural differences, and effectively managing these differences are critical to working, communicating, and transferring knowledge in multi-cultural and international business environments. The aims of this course are to provide conceptual and theoretical frameworks for developing an understanding of the ways in which cultures differ, how these cultural differences impact on organisations and how they constrain communication and knowledge transfer. The course also consider strategies for managing and valuing the diversity within organisations. Topics include the nature and dimensions of culture, challenges in managing cultural differences, issues relating to cross-cultural problem solving, the dynamics of multi-cultural teams, leadership across cultures, cross-cultural perspectives to motivation and decision making, the nature and management of knowledge within different cultures and across cultures, and global approaches to managing conflict and conducting business negotiations. Further topics include human resource development across cultures and issues unique to global management including cross-cultural entry and re-entry transitions, problems relating to expatriation and the challenges of managing global careers.

### **IBUS5603**

#### **Global Business Strategy and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s or Corequisite/s:* IBUS5601

Formulation of global business strategies including objective setting processes and internationalisation of decision-making. Country location decisions. International market entry mode decisions. Exporting and importing decisions. Investment evaluation of foreign projects. International joint venture and alliance strategies. International acquisition strategies. Managing international business negotiations. Organising operations and managing human resources across borders. Measuring and evaluating international business performance. The study of international business cases is a special feature of this course.

### **IBUS5604**

#### **Asia-Pacific Business and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

*Prerequisite/s or Corequisite/s:* IBUS5601

Asia-Pacific business development in a comparative international context. Investment and business activities of multinational enterprises in the Asia-Pacific region. Influence of regional factors including governmental regulation and the development of ASEAN and APEC. The significance of socio-cultural differences in the region. Comparative analysis of business and management systems across a selection of countries including China, Japan, Korea and Indonesia. The development of Australian business in the Asia-Pacific region. Future prospects for Asia-Pacific business.

### **IBUS5605**

#### **Japanese Business and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S2**

Impact of bubble economy collapse and currency crisis on Japanese business; new directions in corporate strategy and human resource management; culture and management style; corporate strategy and inter-organisational relationships; corporate finance and governance; dynamics of small business and entrepreneurship; Japan's production system; information structures in the Japanese firm; business networks and supplier relations; globalisation of Japanese business; the Japanese MNE; Japanese management overseas.

### **IBUS5606**

#### **Chinese Business and Management**

*Staff Contact:* School Office

**UOC6 HPW3 S1**

A business and management perspective on the People's Republic of China. The macroeconomic, legal and operational environment of Chinese business enterprises; analysis of business procedures and management in China; and an overview of Australian-Chinese business relations. Topics include enterprise reform, enterprise finance and stock markets, accounting and taxation, foreign trade and internationalisation, enterprise management and Australian trade and investment links with China. Special attention will be given to problems of enterprise reform, the continuing role of the state, Chinese business practices, including "guangxi" and business negotiations, and the management of foreign investment enterprises in China.

### **IBUS5607**

#### **International Entrepreneurship and New Venture Management**

*Staff Contact:* School Office

**UOC6 HPW3**

*Prerequisite/s:* IBUS5601

*Corequisite/s:* IBUS5603

*Excluded:* MARK5958

This course explores entrepreneurship (and intrapreneurship) in both large and small firms, recognising the increasing crucial role of the international dimension. Key questions addressed include: What is an entrepreneur? What opportunities and challenges do entrepreneurs face (or create) in the international arena? How can these opportunities and challenges be managed creatively and effectively? These questions are addressed from both economic and behavioural perspectives. An emphasis is placed on: the processes of innovation and entrepreneurship; identifying opportunities; planning for and managing a growing venture in the international marketplace from a variety of functional perspectives; and developing an entrepreneurial mindset. Central to this course is the integration of theory and practice, building on previous courses. Student participation through case analyses, experiential exercises and workshops, project work, symposiums with industry practitioners, and reflective learning underpins the course.

### **IBUS5681**

#### **Business Communication**

*Staff Contact:* School Office

**UOC6 HPW3 S1 S2**

Managing communication is an essential skill required in business and professional contexts. This course raises awareness of effective business communication skills and strategies, develops students' capacity to manage communication processes, and enhances communication competence. It examines different models of communication, and explores topics such as language and communication, persuasion, reasoning and argument in communication, non-verbal communication, interpersonal communication, intercultural communication, communicating in small groups and teams, communication for the workplace, and written and spoken communication. Advanced topics in organisational communication, globalisation and intercultural communication competence, business negotiation, and public relations are also included.

**IBUS5691****Special Topic in International Business***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisite/s:* IBUS5603**IBUS5699****Project Report in International Business***Staff Contact:* School Office

Enrolment Requires School approval

UOC12 HPW6 S1 S2

*Prerequisite/s or Corequisite/s:* IBUS5603**JAPN5100****Business Japanese A***Staff Contact:* School Office

UOC6 HPW3 S1

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:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* 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****Professional Japanese A***Staff Contact:* School Office

Enrolment Requires School approval

UOC6 HPW3 S1

*Prerequisite/s:* JAPN5101*Excluded:* JAPN5200

For students who have already had some exposure to Japanese. Aims to develop communicative competence in spoken and written Japanese so that students can interact effectively in a daily life and range of professional and business situations.

**JAPN5103****Professional Japanese B***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* JAPN5102

Designed to continue on from JAPN5102. Aims to develop communicative competence in spoken and written Japanese so that students can interact effectively in a daily life and a range of professional and business situations.

**CHIN5006****Business Chinese A***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S1

This is an integrated Modern Standard Chinese language skills course which combines listening, speaking, reading and writing. The emphasis is on the development of communicative language competence and the gradual acquisition of business related language usage. The requirements of background speakers of Chinese dialects other than Mandarin are also catered for in this course.

**CHIN5007****Business Chinese B***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S2

*Prerequisite/s:* CHIN5006

Further consolidation and development of language skills acquired in CHIN5006.

**CHIN5008****Chinese Language Management Case Studies***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S1

*Excluded:* CHIN5908*Assumed Knowledge:* Third-year level proficiency in Chinese.

Provides an introduction to recently published Chinese-language case studies on Strategic Management in China with a focus on management issues that are specific to China. Students will gain familiarity with Chinese management terminology and the operational environment of Chinese and foreign-funded enterprises in China. Students will be expected to prepare group presentations for each session.

**CHIN5009****Chinese for Commercial Use***Staff Contact:* Associate Professor Hendrischke

UOC6 HPW3 S2

*Excluded:* CHIN5909*Assumed Knowledge:* Third-year level proficiency in Chinese.

Aims to give students a thorough knowledge of specialised commercial Chinese language usage. Terminology will be studied in the context of actual business transactions and company records of Chinese enterprises. The focus will be on the service sector in such fields as foreign trade, finance and marketing. Emphasis will be placed on project work and group presentations.

## **Marketing (School of Marketing)**

**MARK5900****Elements of Marketing***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s:* NIL*Excluded:* MARK5902

An introduction to marketing in contemporary business. The central theme running throughout the course 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 aimed at profitably meeting the needs and wants of business customers and final consumers. The task of managing a marketing operation involves strategic and tactical decision-making in both domestic and international markets. 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 institution within the system. The course is a blend of theory and practical application, using cases, reports and exercises to enhance student learning.

**MARK5930****Consumer Analysis***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisites:* MARK5900*Excluded:* MARK5911

An understanding of business customers and final consumers is crucial in marketing. This requires knowledge of why and how people buy. 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 purchasing. Social science topics include: values and lifestyles, mass communication and advertising, and buyer-seller relationships. This inter-disciplinary approach enables students to think about many different facets of customer/consumer behaviour.

**MARK5932****Applied Marketing Research***Staff Contact:* School Office

UOC6 HPW3 S1 S2

*Prerequisite/s or Corequisite/s:* MARK5900, ECON5203*Excluded:* MARK5914

Research helps marketing managers make informed decisions. This applied course offers an introduction to the varied forms of marketing research that are used in practice by marketers. Themes include: problem definition and research design, questionnaire design, sampling, interviewing, interpretation and reporting. Both quantitative and qualitative tools and techniques are considered and also mixed methods. The uses of research data are reviewed in the context of applied problems, such as segmentation studies, pricing, market entry, and media selection. Assignments and projects give students experience in applying the skills learnt on the course.

**MARK5940****International Marketing***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5900*Excluded:* MARK5903

Astute marketers are very aware of opportunities in international markets, and also attuned to the impact of international players in domestic markets. This course highlights the conceptual, descriptive and strategic issues that underlie these developments. There is a focus on the various environments that have an impact on international marketing (economic, technological, socio-cultural, political-legal and corporate). The implications of these for the marketing mix are analysed, and broad strategic alternatives for the international marketer are covered. Product, pricing, promotional and distribution issues and options are canvassed. Cases are drawn from multiple markets and the course offers a broad global perspective.

**MARK5941****Services Marketing***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5900*Excluded:* MARK5920, HOSP5903

Many economies are dominated by services. In Australia, for instance, 70% of the labour force, 75% of the GNP and 45% of an average family's budget are accounted for by services. This course focuses on the distinct needs and problems of service organisations in marketing and general management. It is shown how service organisations require a distinctive approach to marketing strategy - both in its development and execution. Cases are drawn from commercial and not-for-profit organisations, including banking, transportation, hotels, tourism, hospitals, education, and professional services such as accountancy, engineering and management consultancy. Anyone working in a service industry and/or for an organisation with a strong commitment to customer service will find this course relevant.

**MARK5942****Contemporary Knowledge - Based Marketing***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5900*Excluded:* MARK5907

In most organisations it is now the intellect of the people that is the key resource. This, combined with the notion of the learning organisation and the convergence of telecommunications and computer technologies, has shifted us into an era where "knowledge has become the key economic resource and the dominant - and perhaps even the only - source of competitive advantage" (Peter Drucker). The focus of this course is on current issues relating to how firms use this "new knowledge" to better understand and reach their key target markets, develop customer retention programs, and how it might be used to create a competitive advantage. This requires

going behind some of the popular ideas in marketing today (interactive media, global marketing, mass customisation, value-added marketing, partnerships and strategic alliances and virtual relationships, and group-wide networks) and exploring their true impact on the business organisation. The course is for students who want to question more conventional treatments of marketing.

**MARK5945****Marketing in Asia***Staff Contact:* School Office

UOC6 HPW3 X1 S2

*Prerequisite/s or Corequisite/s:* MARK5900*Excluded:* MARK5917

This course examines conceptual and descriptive aspects of marketing management in East Asian countries and the challenges that global firms face in operating in the region. A comparative approach that acknowledges both similarities and differences among East Asian countries is adopted. Attention is given to such issues as market entry strategies, product adaptation, business-to-business negotiations and the influence of culture on consumer behaviour. Discussion focuses on Australia's important Asian commercial and trading partners, Japan, South Korea, Indonesia, Malaysia and China. Guest lecturers and case studies are used to highlight key points.

**MARK5946****Marketing Communication***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5900*Excluded:* HOSP5906, MARK5904

This course provides students with an integrated approach to communication management. It focuses on the management of communication with customers, public bodies and community interest groups. Topics include: communication theory and strategic planning in relation to product/brand information; sales promotion and interpersonal communication; and the uses of new media. Specific attention is given to media and message planning, costing, evaluation, direct and interactive communication, and public relations management.

**MARK5947****Interactive Electronic Marketing***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5900

Marketers are making increasing use of interactive electronic technologies: the Internet and World Wide Web, interactive TV, electronic kiosks, etc. They are doing so to achieve a variety of goals: information provision, advertising and promotion, building customer profiles, direct and interactive communications, placing goods with customers through virtual stores, and working with customers to develop innovative new products and services. These activities present management with exciting new opportunities, reveal new sources of competition, and also demand a re-evaluation of core competencies. The impact of these challenges on marketing practice is considered, with an emphasis on the application and integration of the new technologies within existing business frameworks. Topics include: integrating with conventional media (including established electronic media such as radio, TV and telecommunications), the customer service and fulfilment challenge, global connectivity, adaptive and accountable marketing planning, and specific implications for intermediaries and business-to-business marketers. A critical and questioning approach is expected of students taking this course.

**MARK5950****Marketing Strategy***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5905

The focus is the development of market-driven strategies that are sensitive to the needs and desires of customers. To achieve this, consideration is given to proactive and reactive strategies, the role of information systems and empirical research, the need for entrepreneurial thrust and vision over the longer-term, and the importance of global and inter-disciplinary perspectives. As all organisations have limited resources, the starting point for the strategy formulation is careful analysis of competing market opportunities, the evaluation of these opportunities and assessment of the alternative means available for realising these opportunities. The aim is to help organisations realise their strategic choices in the context of external and internal pressures and threats. The course is based on lectures, readings, case studies and the development of procedures for forming, implementing, evolving and monitoring strategic plans. This advanced course assumes students have a thorough understanding of marketing fundamentals, as well as economic and management principles.

**MARK5951****Marketing Decision Analysis***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5928

This innovative course examines the way organisations can use information to improve their marketing efforts - to make more informed decisions about positioning and segmentation, sales resource allocation, ad copy design, pre-test market modelling, new product diffusion, and so forth. The most popular and useful techniques found in marketing today are studied, including choice models, conjoint analysis, perceptual maps, neural networks, and multivariate techniques. These are illustrated with cases based on real situations in which organisations must make tough practical decisions. Students who complete this course will be conversant with modern methods of analysis and decision-support in marketing, and have a distinct edge in the labour market. Access to a computer is required.

**MARK5952****New Product/Service Development***Staff Contact:* School Office

UOC6 HPW3 S1

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5916

The lifeblood of most market-driven organisations is the development and commercialisation of new products and services. However, most of these developments fail. The purpose of this course is to minimise the chances of failure by having a better knowledge of the development process. The course covers all 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, launch and post-launch monitoring, as well as project management and appraisal. The latest techniques and analysis procedures are used within a practical managerial framework.

**MARK5955****Advances in Consumer Analysis***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5901

This is an advance-level treatment of consumer behaviour. Considerable stress is laid on consumer decision-making. Themes include: the historical antecedents of consumer behaviour, the culture of consumption, concepts of environmental influence, the social psychology of consumption, the ecology of learning and perception, and the role of emotion in choice. Also studied is the

impact of these considerations on marketing strategy, such as the development and proliferation of product formulations and the uses and limitations of mass communication. It is assumed all students already have a thorough understanding of the basics of consumer behaviour, and are able to contribute to a critical discussion of the themes addressed in this course.

**MARK5956****Marketing Management***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5913

This course is about marketing planning and strategy as they relate to the management of branded products in competitive markets. Topics include: product audits and market analysis, product life cycles, new product management and portfolio management, product positioning and differentiation, branding and sub-branding, and the implications for the marketing mix - notably product development, pricing, distribution, supply-chain management, and promotion. The focus is on developing appropriate product strategies with guidelines for effective product management throughout the life cycle of the product. This is a course for students seeking to develop a career in mainstream marketing management, in either the goods or services sector. Exercises and assignments help students to apply their ideas.

**MARK5957****Business-to-Business Marketing***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* MARK5922

Considerable marketing effort is devoted to reaching and servicing business markets, either because of their own inherent value or as a route through to mass consumer markets. Arguably, it is in the area of business-to-business marketing that relationship management comes into its own. Presented in this course are the specific elements of marketing knowledge and planning that relate to business, industrial and public markets. These include assessing market opportunities, examining the business environment, and managing the functional aspects of marketing in an organisational setting. Specific attention is paid to exchange relationships, business retention, and loyalty-building initiatives, and commercial partnerships. It is assumed students taking this advanced course are familiar with standard models of marketing management, and are equipped to appreciate the points of difference between these and business-to-business models.

**MARK5958****Entrepreneurship in the Global Marketplace***Staff Contact:* School Office

UOC6 HPW3 S2

*Prerequisite/s:* MARK5930, MARK5932*Excluded:* IBUS5607

This course explores entrepreneurship (and intrapreneurship) in both large and small firms, recognising the increasing crucial role of the global dimension. Key questions addressed include: What is an entrepreneur? How does a market orientation help identify and exploit opportunities? What challenges do entrepreneurs face (or create!) in the global arena? How can these opportunities and challenges be managed creatively and effectively? These questions are addressed from both economic and behavioural perspectives. An emphasis is placed on: the processes of innovation and entrepreneurship; identifying opportunities; planning for and managing a growing venture in the global marketplace; how marketing can be integrated with other functions to maximise value creation; and developing an entrepreneurial mindset. Central to this course is the integration of theory and practice, building on previous courses. It also requires and further develops skills in analysis, creativity, communication (written and aural) and group collaboration. Student participation through case analyses, experiential exercises and workshops, project work, symposiums with industry practitioners, and reflective learning underpins the course.

**MARK5960****Project in Marketing Implementation***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW0 S1 S2

*Prerequisite/s:* MARK5930, MARK5932

There is an opportunity for a small number of students to complete a detailed project in marketing. The project should apply knowledge gained from the MCom program to a specific area that is of both academic and managerial interest. Project reports are expected to be scholarly documents, and not simply industry case studies. The course is designed for those seeking a career as a market analyst, researcher, management consultant, or academic. Students must be eligible to undertake Advanced Specialisation Courses in Marketing, and have identified a willing supervisor. Supervisors may specify in advance the topics they are willing to supervise and also stipulate additional eligibility criteria (e.g. specific research/analysis/writing skills may be required for the completion of certain projects). Students and supervisors need to agree and sign a project brief before enrolment on this course is confirmed.

**MARK5981****Market Orientation and Marketing Thinking***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

A course that explores the concept of "market orientation" and what it means to be a truly customer focused and market led organisation. Building on recent research, theory and industry practice, the course addresses issues such as : What is meant by market orientation? How can an organisation become customer focused? What is the role of marketing in the modern organisation and what is its relationship with other business activities? How can relationship marketing and service management be used effectively? The course requires and further develops skills in analysis, creativity, communication (written and oral) and group collaboration.

**MARK5982****Understanding Buyer Behaviour***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

A course that examines why and how customers – both individuals and organisations – buy and consume. Typical issues include: How do consumers make choices? What role does emotion and mood play in buying and consumption behaviour? What are the most effective account management strategies? How should customer satisfaction be measured? How should organisations deal with customer complaints? Also studied are the implications of this behaviour for developing marketing strategy. Recent research and concepts are discussed through cases and exercises.

**MARK5983****Decision Support Tools for Marketing***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

Participants are exposed to recently developed qualitative and quantitative research techniques, as well as a range of computer-based decision-support tools. It is shown how these tools and techniques can be used to solve complex marketing problems and assist decision-making. Themes include: How can consumer insight be gained through customer research? How can customer demand and sales be forecasted? What new, computer-based decision-support applications are now available to marketers, and how can they be used? How can marketing performance be measured? The course requires and further develops quantitative and qualitative analysis skills, through exercises, workshops and project work.

**MARK5984****Brand Management and Brand Communications***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

Key aspects of brand management are addressed, including brand equity, brand extensions and new product development, price setting, brand communications planning, integrated marketing, communications, and portfolio management. This course encourages students to use both analytical and creative skills, and provides opportunities to refine many different communication skills, with the aim of helping participants to develop and implement innovative marketing programs.

**MARK5985****Customer Relationship Management***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

Recent theory, management tools and industry practice are considered to better understand how an effective Customer Relationship Management (CRM) program can be designed and implemented. Topics include: How can indirect and direct one-to-one communications be used effectively? What role should interactive communications and e-commerce play in CRM? What kind of customer loyalty programs work? How can customer data be captured and used to create customer value? The professional experience of students will be drawn upon through case analyses, group work, symposiums and involvement from industry.

**MARK5986****Strategic Innovation and Marketing Management***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

The theme of this course is how can innovative competitive strategies be developed and implemented. It draws on recent research and thinking in strategic management, entrepreneurship, and strategic marketing to provide frameworks and ways of thinking that will lead to the creation of highly differentiated, market driven strategies. Specific topics include: understanding and influencing the changing business environment, identifying current and emergent competitors, the process of creating innovative strategies, segmentation and brand positioning, the internal marketing of strategic innovation, and implementing and managing these programs. The course integrates materials from other sections of the program.

**MARK5991****Introduction to the Media Sales Environment***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

Media Sales executives are employed by Australia's media companies (News Ltd, PBL, Austereo) to write the \$4bn in annual advertising revenue that finances the industry. Media Sales executives must therefore have an understanding of the industry and the regulatory environment in which their employees operate and compete. This course will cover the structure, organisations, revenue base and regulatory environment of Australian media.

**MARK5992****Media Audience Research***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course will cover the purpose, methodology, application and management by media companies and advertising/media agencies of audience research for the selling and buying of media space and time for television, radio, newspapers, magazines and other media. Substantial class time will be dedicated to both the theory (statistical sampling, data collection and analysis methodology) and practice (use of syndicated and proprietary software programs) of media research.

**MARK5993****Principles of Media Planning, Buying and Selling***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course will cover the progression of a communication strategy into a media strategy and then implementation through the media planning and buying process to post campaign delivery evaluation. It will examine the role and practices of all the stakeholders in the media buying and selling process: clients, advertising and media agencies, media sale companies, media companies. Impacts on the media buying decision such as media planning theories and direct client experiences will be addressed. It will examine current industry selling practices through bulk media agency deals, clients deals, cross media deals and the structure and application of media rate cards.

**MARK5994****Media Customer Relationships***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW3

This course will provide a background on the theory of business to business sales techniques and customer relationship building and management within a sales environment. It will then demonstrate how this is applied in the Media Sales industry by a range of different companies. It will look at a range of presentation methods and tools for persuasive and effective selling and how these are currently utilised. And it will cover the techniques required for negotiations within multiple and long term client relationship sales environments. Students will be given the opportunity to practice these skills within a learning environment that is objective and focussed toward skills development.

**MARK8995****Business Research Methods in Marketing***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW2 S1

*Prerequisite/s:* Approval from Head of School and Admission to MCom (Honours) program in Marketing.

The research process - project management and research planning. The role of academic research and published material in the process of advancing marketing thought and knowledge. How to read, critique and prepare research proposals. Asking meaningful research questions: inductive and deductive approaches. Conjectures, propositions and hypotheses. Questions of proof, validity, reliability, robustness, representativeness, generalisability, scope, meta-analysis and marketing knowledge. The role of mediating and moderator variables. Preparing research designs to minimise error and bias. Formal research processes in specific analytical areas (such as Marketing Science, Economic Theory and Consumer Psychology). The art of the solvable. Using this knowledge to write viable research plans.

**MARK8996****Research Seminar in Marketing***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW2 S1

*Prerequisite/s:* Admission to MCom (Honours) program in Marketing.

A study and critique of seminal published papers in selected marketing topics relevant to the interests of research students. Emphasis will be on appreciating the present state of knowledge, and considering future opportunities. Special attention will be given to the knowledge base in various substantive areas (for instance, international marketing, services marketing and service quality, brand management, and relationship marketing). The focus will be on understanding the empirical significance of each article, and its positioning, methodology and analytical approach. Also studied will be the writing and communication style - including the uses and abuses of narratives, tables, graphs and equations. Preparation of a conceptual journal article of a refereed standard will enable these ideas and concepts to be implemented.

**MARK8997****Advanced Quantitative Methods in Marketing***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW2 S2

*Prerequisite/s:* Admission to MCom (Honours) program in Marketing.

Extension of the knowledge of elementary statistics into the area of multivariate statistics, with special attention to the underlying theory and assumptions of the methods used. Discussion of multiple regression and multiple correlation, multivariate analysis of variance, discriminant and logit analysis, conjoint analysis, factor and correspondence analysis and structural equation modelling. Hands-on practical sessions will enable participants to implement these tools, techniques and methods in the context of specific Marketing applications.

**MARK8998****Contemporary Research Methods in Marketing***Staff Contact:* School Office

Enrolment requires School approval

UOC6 HPW2 S2

*Prerequisite/s:* Admission to MCom (Honours) program in Marketing.

The Marketing discipline - its origin, development and future direction. The use of different methods to examine research questions - quantitative, experimental, qualitative, and ethnographic approaches. Advanced survey-based methods. Experimental approaches to research in marketing, including experimental design and analysis of variance. Consideration of non-quantitative methods - notably qualitative methods, in-depth interviews, case-study analysis, anthropological and ethnographic approaches, cross-cultural studies and phenomenological work. Post-modernist methods of enquiry.

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# Conditions for the Award of Degrees

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## First Degrees

Rules, regulations and conditions for the award of first degrees are set out earlier in this **Faculty Handbook**. For the list of undergraduate programs and degrees offered see Table of Programs by Faculty (Undergraduate Study) in the *Calendar*.

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## Higher Degrees

For the list of postgraduate degrees by research and course work, arranged in faculty order, see *UNSW Programs (by faculty)* in the *Calendar*. The conditions for the award of postgraduate degrees, diplomas and certificates appear in the relevant Faculty Handbook.

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### Doctor of Philosophy (PhD)

1. The degree of Doctor of Philosophy may be awarded by the Council on the recommendation of the Standing 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.

(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 in the further work recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to submit the thesis for re-examination as determined by the Committee within a period determined by it but not exceeding eighteen months.

(4) After consideration of the examiners' reports and the results of any further examination of the thesis, the Committee may require the candidate to submit to written or oral examination before recommending whether or not the candidate 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.

"School" is used here and elsewhere in these conditions to mean any teaching unit authorised 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 the control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.

**Master of Archives Administration (MArchivAdmin)**

1. The degree of Master of Archives Administration by research may be awarded by the Council on the recommendation of the Standing Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee) to a candidate who has demonstrated ability to undertake research by the submission of a thesis embodying the results of an original investigation.

**Qualifications**

2. (1) A candidate for the degree shall:
  - (a) 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; and
  - (b) have been awarded a Diploma in Information Management Archives Administration or equivalent 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; and
  - (c) have had at least one year's employment or equivalent experience of a kind 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) When the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant, before being permitted to enrol, to undergo such examination or carry out such work as the Committee may prescribe.

**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 one calendar month 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 of Librarianship (hereinafter referred to as the head of the school) 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.
- (4) A candidate shall be required to undertake an original investigation on an approved topic and undertake such formal courses and pass such assessment as prescribed. The candidate is also required to undergo such examination and perform such other work as is prescribed by the Committee.
- (5) The work shall be carried out under the direction of a supervisor appointed from the full-time members of the University staff.
- (6) 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 and as a result of such review the Committee may cancel enrolment or take such other action as it considers appropriate.
- (7) No candidate shall be granted the degree until the lapse of three academic sessions in the case of a full-time candidate or four academic sessions in the case of a part-time or external candidate from the date of enrolment. In the case of a candidate who has been awarded the degree of Bachelor with Honours or who has had previous research experience the Committee may approve remission of up to one session for a full-time candidate and two sessions for a part-time or external candidate.
- (8) A full-time candidate for the degree shall present for examination not later than six academic sessions from the date of enrolment. A part-time or external candidate for the degree shall present for examination not later than ten academic sessions from the date of enrolment. In special cases an extension of these times 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 original investigation.
- (2) The candidate shall give in writing 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 higher degree theses.
- (6) It shall be understood that the University retains the three 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, 1958, the University may issue the thesis in whole or in part, in photostat or microfilm or other copying medium.

### **Examination**

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 merits of the thesis and shall recommend to the Committee that:
  - (a) the candidate be awarded the degree without further examination; or
  - (b) the candidate be awarded the degree without further examination subject to minor corrections as listed being made to the satisfaction of the head of the school; or
  - (c) the candidate be awarded the degree subject to a further examination on questions posed in the report, performance in this further examination being to the satisfaction of the Committee; or
  - (d) the candidate be not awarded the degree but be permitted to resubmit the thesis in a revised form after a further period of study and/or research; or
  - (e) the candidate be not awarded the degree and 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 represent the same thesis and submit to a further oral, practical or written examination within a period specified by it but not exceeding eighteen months.
- (4) The Committee shall, after consideration of the examiners' reports, the results in the prescribed course of study, and the results of any further examination, 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 (Honours) (MCom (Hons))**

1. The degree of Master of Commerce (Honours) may be awarded by the Council on the recommendation of the Standing 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 courses 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 courses prescribed for the degree. A full-time candidate shall undertake not more than four courses in any session. A part-time candidate shall undertake not more than two courses 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.
- (10) A thesis shall be submitted not later than five sessions after the completion of the prescribed formal courses. 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 Honours (MCom (Hons))**

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 Standing 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 program of formal study prescribed by the Committee as set out in the program 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 four courses in each session of enrolment and a part-time candidate shall undertake two courses 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 Standing 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 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 majors approved by the Committee as satisfying the program 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.

### **Master of Information Management (MIM)**

1. The degree of Master of Information Management by formal course work 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 qualification considered equivalent from another university or tertiary institution at a level acceptable to the Standing Committee of the Faculty of Commerce and Economics (hereinafter referred to as 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) A candidate for the degree shall be required to undertake such formal courses and pass such assessment as prescribed.
- (3) 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.
- (4) No candidate shall be awarded the degree until the lapse of three academic sessions from the date of enrolment in the case of a full-time candidate or six sessions in the case of a part-time candidate. The maximum period of candidature shall be six academic sessions from the date of enrolment for a full-time candidate and twelve academic sessions for a part-time candidate. In special cases a variation of these times may be granted by the Committee.

#### **Fees**

4. A candidate shall pay such fees as may be determined from time to time by the Council.

### **Master of Information Studies (MInfStuds) by Research**

1. The degree of Master of Information Studies by research may be awarded by the Council on the recommendation of the Standing Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee) to a candidate who has demonstrated ability to undertake research by the submission of a thesis embodying the results of an original investigation.

#### **Qualifications**

- 2.(1) A candidate for the degree shall:
  - (a) 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, and
  - (b) have been awarded a Graduate Diploma in Information Management-Librarianship or equivalent 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, and
  - (c) have had at least one year's employment or equivalent experience of a kind 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) When the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant, before being permitted to enrol, to undergo such examination or carry out such work as the Committee may prescribe.

#### **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 one calendar month 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 of Information, Library and Archive Studies (hereinafter referred to as the head of the school) 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.
- (4) A candidate shall be required to undertake an original investigation on an approved topic. The candidate may also be required to undergo such examination and perform such other work as may be prescribed by the Committee.
- (5) The work shall be carried out under the direction of a supervisor appointed from the full-time members of the University staff.
- (6) 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 and as a result of such review the Committee may cancel enrolment or take such other action as it considers appropriate.
- (7) No candidate shall be granted the degree until the lapse of three academic sessions in the case of a full-time candidate or four academic sessions in the case of a part-time or external candidate from the date of enrolment. In the case of a candidate who has been awarded the degree of Bachelor with Honours or who has had previous

research experience the Committee may approve remission of up to one session for a full-time candidate and two sessions for a part-time or external candidate.

(9) A full-time candidate for the degree shall present for examination not later than six academic sessions from the date of enrolment. A part-time or external candidate for the degree shall present for examination not later than ten academic sessions from the date of enrolment. In special cases an extension of these times 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 original investigation.
- (2) The candidate shall give in writing 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 higher degree theses.
- (6) It shall be understood that the University retains the three 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**

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 merits of the thesis and shall recommend to the Committee that:
  - (a) the candidate be awarded the degree without further examination; or
  - (b) the candidate be awarded the degree without further examination subject to minor corrections as listed being made to the satisfaction of the head of the school; or
  - (c) the candidate be awarded the degree subject to a further examination on questions posed in the report, performance in this further examination being to the satisfaction of the Committee; or
  - (d) the candidate be not awarded the degree but be permitted to resubmit the thesis in a revised form after a further period of study and/or research; or
  - (e) the candidate be not awarded the degree and 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 represent the same thesis and submit to a further oral, practical or written examination within a period specified by it but not exceeding eighteen months.
- (4) The Committee shall, after consideration of the examiners' reports and the reports of any oral or written or practical examination, 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 Information Studies (MInfStuds) by Formal Course Work**

1. The degree of Master of Information Studies by formal course work 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:
  - (a) 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 Standing Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee), and
  - (b) have been awarded a Graduate Diploma in Information Management-Librarianship or equivalent 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 or, if intending to specialise in Information Science, the degree of Bachelor awarded shall have had a major in computer science at a level acceptable to the Committee, and
  - (c) have had at least one year's employment or equivalent experience of a kind 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 three calendar months before the commencement of the session in which enrolment is to begin.
- (2) A candidate for the degree shall be required to undertake such formal courses and pass such assessment as prescribed.
- (3) 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.
- (4) No candidate shall be awarded the degree until the lapse of two academic sessions from the date of enrolment in the case of a full-time candidate or four sessions in the case of a part time candidate. The maximum period of candidature shall be four academic sessions from the date of enrolment for a full-time candidate and eight sessions for a part-time candidate. In special cases an extension of these times may be granted by the Committee.

#### **Fees**

4. A candidate shall pay such fees as may be determined from time to time by the Council.

### **Master of Technology Management (MTM)**

1. The degree of Master of Technology Management by formal course work 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 considered acceptable to the Program Committee. This is normally either:
  - (a) a four year degree, or,
  - (b) a three year degree plus *either* another qualification at an acceptable level, *or*, other academic or professional attainments (including relevant work experience).
- (2) An applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol in the degree.
- (3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require that the applicant 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 a 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) A candidate for the degree shall be required to undertake such formal courses and pass such assessments as prescribed.
- (3) 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.
- (4) No candidate shall be awarded the degree until the lapse of at least two academic sessions from the date of enrolment in the case of full time enrolment or four academic sessions in the case of part time enrolment. The maximum period of enrolment shall be 4 academic sessions for a full time candidate and 8 academic sessions for a part time candidate. In special cases variations to these times may be granted by the Committee.

#### **Fees**

4. A candidate shall pay such fees as may be determined from time to time by the Council.

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### **Graduate Diploma in Commerce (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 Standing 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 program requirements for the Graduate Diploma and pass such assessment as prescribed.
- (3) Normally a full-time candidate shall undertake three courses in each session of enrolment and a part-time candidate shall undertake two courses 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.

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### **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 Standing 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 program of formal study defined by contract and approved by the Committee as satisfying the program 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.

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## **Graduate Certificate in Commerce (GradCertCom)**

1. A Graduate Certificate 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 Certificate 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 Standing 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 Certificate.
- (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 permitted enrolment.

### **Enrolment and Progression**

3. (1) An application to enrol as a candidate shall be made on the prescribed form which shall be lodged with the Registrar.
- (2) A candidate for the Certificate shall be required to undertake such formal study prescribed by the Committee as set out in the program requirements for the Graduate Certificate and pass such assessment as prescribed.
- (3) 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.

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## **Graduate Certificate in Commerce (Customised) (GradCertCom)**

1. The customised Graduate Certificate in Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study approved by the Standing 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 Certificate 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 certificate.
- (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 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 certificate shall be required to undertake a program of formal study defined by contract and approved by the Committee as satisfying the program requirements for the Graduate Certificate and pass such assessment 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.



The scholarships listed below are available to students whose programs are listed in this book. Each Faculty Handbook contains in its scholarships section the scholarships available for study in that Faculty. Travel scholarships are shown separately. Applicants should note that the scholarships and their conditions are subject to review and the closing dates for awards may vary from year to year.

Scholarship information is regularly included in the University publication 'Focus' and updated on the UNSW Web site: <http://www.infonet.unsw.edu.au/academic/schopriz/htoc.htm>.

Students investigating study opportunities overseas should also consult "Study Abroad" which is published by UNESCO. The British Council (02 9326 2365) may be of assistance for information about study in Britain. The Australian-American Education Foundation (02 6247 9331) or the U.S. Consulate General Educational Advising Centre (02 9373 9230) can provide information about study in America. Information may also be obtained from the embassy or consulate of the country in which the study is proposed and from the proposed overseas institution. Details of overseas awards and exchanges administered by the Department of Education, Training and Youth Affairs (DEETYA) can be obtained from the Awards and Exchanges Section, DEETYA, PO Box 826, Woden, ACT 2606.

## KEY

- L Students with Australian Citizenship or Permanent Resident status can apply.
- I International students can apply.

### **Postgraduate scholarships for research or coursework are identified with the following codes:**

- R Available for study by research (normally Masters by Research or PhD).
- C Available for study by coursework (normally Masters by Coursework or Graduate Diploma).

The scholarship information is normally provided in the following format:

- Amount
- Duration
- Conditions

Unless otherwise stated, application forms are available from the Scholarships and Student Loans Unit, c/- New South Q (Lower Ground Floor, Chancellery). Applications normally become available four to six weeks before the closing date.

## Undergraduate Scholarships

Following are details of scholarships available to undergraduate students at UNSW. The scholarships are listed according to the year of study for which the scholarship is available (ie scholarships for first year students; scholarships for second or later year students; scholarships for Honours year students) or whether they are available to undertake travel, and then also by Faculty and program (eg scholarships in Science and Technology or Engineering). If students from more than one Faculty are able to apply the scholarship is listed in the General Scholarships section.

For further information contact:

**The Scholarships and Student Loans Unit  
The University of New South Wales  
Sydney 2052 Australia**  
Tel: (02) 9385 3100/3101/1462  
Fax: (02) 9385 3732  
Email: [scholarships@unsw.edu.au](mailto:scholarships@unsw.edu.au)

### Scholarships for students entering the first year of an undergraduate program

#### General

##### The Alumni Association Scholarships (I,L)

- Up to \$1,500 pa
- 1 year renewable subject to satisfactory progress

The scholarships are available to students enrolled in any year of a full-time undergraduate program. Candidates must be the children or grandchildren of alumni of UNSW. Applications close early January.

##### The AUSIMM Education Endowment Fund (L)

- \$2,500-\$5,000 pa
- 1 year may be renewable subject to satisfactory progress

The scholarships are open to full-time undergraduate students enrolled in a course leading to the award of a Geoscience, Mining Engineering or Minerals Engineering (Minerals Processing or Extractive Metallurgy) degree related to the interests of the mineral industry. Further information is available from The Australian Institute of Mining and Metallurgy (AUSIMM), PO Box 660, Carlton South VIC 3053. Tel (03) 9662 3166.

##### The Australian Development Scholarships (ADS) (I)

- Tuition fees, medical cover, airfare and a stipend
- Duration of the course

This award is for international students from selected countries only. Information and applications can only be obtained from Australian Diplomatic Posts or Australian Education Centres in the home country. Applications normally close at least 12 months before the year of study.

##### The Australian Vietnam Veterans Trust Education Assistance Scheme (L)

- \$3,500 pa
- Duration of the course subject to satisfactory progress

The scholarship is available to the children of Vietnam veterans who are aged under 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 Australian Vietnam War Veterans Trust National Office, PO Box K978, Haymarket NSW 1240, Tel (02) 9281 7077, Email: [vvt@accsoft.com.au](mailto:vvt@accsoft.com.au). Applications close 31 October.

##### The Ben Lexcen Sports Scholarships (I,L)

- \$2,000 pa
- 1 year with possibility of renewal

The scholarships are 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 active members of a UNSW Sports Club. Applications close late January.

##### The Captain Reg Saunders Scholarship (L)

- \$3,000
- Up to 4 years

Applicants must be Aboriginals or Torres Strait Islanders eligible to commence a university degree in the area of psychology, nursing, applied science, social work or education. Further information and applications are available from the Aboriginal Education Program, UNSW, Tel (02) 9385 3805.

##### The UNSW Co-Op Program (L)

- \$11,150 pa, and between 9 and 20 months industry training
- Duration of the course subject to satisfactory progress

The scholarships are offered by industry sponsors through the University for some of the disciplines in the Faculties of Science and Technology, Commerce and Economics, and Engineering. Scholars are selected by interview with emphasis placed on achievements in community and extra-curricular activities as well as communication and leadership skills. A minimum UAI of 93.8 is expected. The UNSW Co-Op Program application form is available from school Careers Advisers or the Co-op Program Office on (02) 9385 5116. Applications close September 30 with interviews held at the end of November and beginning of December. Further information is available at the Co-Op program web page <http://co-op.web.unsw.edu.au>.

##### The Girls Realm Guild Scholarships (L)

- Up to \$1,500 pa
- 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need

The scholarships are available to female students under 35 years of age who are enrolling in any year of a full-time undergraduate course. Selection is based on academic merit and financial need. Applications close 25 March.

**The Ian Somervaille Scholarships (I,L)**

- Up to \$3,000
- 1 year

The scholarships are available to immediate family members (ie. children, parents, brothers, sisters, spouses, de facto partners) of UNSW staff members. Applicants must be full-time students enrolling in any year of an undergraduate course leading to the degree of Bachelor at UNSW. Selection will be based on academic merit, aptitude and commitment to the proposed course. Consideration may be given in cases of hardship or disadvantage. Applications close 31 January.

**The John Niland Scholarships (L)**

- \$5,000
- 1 year

The scholarship assists rural students to undertake study at UNSW. Applicants will be students who complete the HSC (or its counterpart matriculation requirement) in the top five percent of their state-wide cohort, having been enrolled at a country high school in Australia. Selection will be based on academic merit, potential to contribute to the wider life of the University and consideration of social and/or economic circumstances which might otherwise hinder successful transition to UNSW. Applications close 30 October.

**The Kensington Colleges Scholarships**

Further information concerning the awards below is available from The Kensington Colleges, Tel (02) 9315 0000, Fax (02) 9315 0011, Email [kenco-colleges@unsw.edu.au](mailto:kenco-colleges@unsw.edu.au), Web: <http://www.kensocoll.unsw.edu.au>.

**The Mathews Scholarship**

The scholarship provides \$1,500 credit towards accommodation costs and is awarded to a resident at the commencement of the second year of an undergraduate degree. Candidates will be assessed on their academic performance in the first year of their course.

**The Access Scholarship**

The scholarship provides up to half the accommodation fee for a limited number of first year ACCESS scheme students experiencing long term financial hardship. Nominations are forwarded by the UNSW ACCESS office.

**The Malcolm Chaitkin Scholarship (L)**

- \$15,000 pa
- Renewable for the duration of the course subject to satisfactory progress

The scholarship is available to students entering the first year of a Bachelor of Science or Engineering in the Faculties of Life Sciences, Science and Technology, or Engineering. Selection will take into account academic merit and interview performance. Applications close 31 October.

**The Matthew James Reid Scholarship (L)**

- \$1,000
- one year only

The Scholarships are to be awarded to encourage students from interstate to undertake study in an undergraduate degree at UNSW. The Scholarship is available to a student who completed the HSC (or its equivalent) in the previous year. Applicants must normally be resident interstate. Selection will be based on academic merit, demonstrated ability, leadership qualities, and potential to contribute to the wider life of the University and community. Consideration may also be given to circumstances which might otherwise hinder successful transition to UNSW. Applicants will be required to submit a statement detailing their reasons for undertaking the course of study. Applications close 31 January.

**The National Health and Medical Research Council (NHMRC) Training Scholarship for Aboriginal Health Research (L,R)**

- \$16,135 - \$23,997 pa (depending on qualifications)
- Up to 3 years

Applicants must be undertaking an undergraduate or postgraduate degree which includes, or leads to, research relevant to Aboriginal health. Applications will be assessed in terms of previous qualifications and experience. Consideration will be given to prior knowledge and experience of Aboriginal culture and health. Applications close early August.

**The New College Access Scholarship**

The scholarship provides up to half of the accommodation fee for a first year ACCESS scheme student selected by the College. Nominations are forwarded by the UNSW ACCESS office. For further information contact New College, Tel (02) 9381 1999, Fax (02) 9381 1919, Email: [admissions@newcollege.unsw.edu.au](mailto:admissions@newcollege.unsw.edu.au).

**The New South Scholarships (L)**

- \$6,000
- 1 year

The scholarships are available to students commencing the first year of undergraduate study at UNSW in any discipline. Scholarships will be available only to those students who achieved a perfect score in the NSW HSC in the year prior to commencing study. No application form is required.

**The Ngunnagan Club Scholarship (L)**

- Up to \$2,000
- 1 year

The scholarship is available to students enrolled at an Australian country high school who complete the HSC (or its counterpart matriculation requirement) in the top five per cent of their state cohort. Applicants should complete an official application form by 31 October in the year prior to their intended enrolment at UNSW. Final performance in the HSC (or its counterpart matriculation) examination should be reported to the Scholarships and Student Loans Unit once known.

**Robert Riley Scholarships (L)**

- \$5,000

The Scholarships are awarded to promote the pursuit of justice and human rights for Aboriginal Australians through education. Applicants must be Aboriginals or Torres Strait Islanders up to the age of 25 and proposing to pursue studies in the fields of law, human rights or juvenile justice. Further information and applications are available from the Aboriginal Education Program, UNSW, Tel (02) 9385 3805. Applications close 1 November.

**The Smith Family Tertiary Scholarship Scheme (I,L)**

- Up to \$2,000 for University fees, books, laboratory/field or practical fees
- 1 year

The scheme offers scholarships to first year undergraduate students from disadvantaged families who demonstrate high academic ability and the personal commitment to succeed in tertiary studies. Applicants must be economically disadvantaged, as assessed by The Smith Family, and have demonstrated consistently high academic results. Applications are available from The Education Support Co-ordinator, The Smith Family, Locked Bag 1000, Camperdown NSW 2050, Tel (02) 9550 4422, fax (02) 9516 4063. Applications close late July.

### **The St George Students' Association Lexcen Scholarship (L)**

- \$2,000
- 1 year only

Two Scholarships will be awarded annually to high achieving sports persons undertaking, or proposing to undertake, study at UNSW. To be eligible, applicants must be enrolled in, or proposing to enrol in, a course of at least two years duration at UNSW. Applicants should possess an outstanding ability in a particular sport. It is desirable, but not essential, that an applicant's family home is located in the St George/Sutherland Shire region. Each applicant will be assessed on the basis of outstanding ability in a particular sport. Consideration may also be given to an applicant's leadership qualities, potential to contribute to the wider life of the University, any social and economic circumstances which may affect the applicant and academic merit. Application must be made using the Ben Lexcen Scholarship application form. An interview may be required. Applications will normally close on 31 January.

### **The Vice-Chancellor's Equity Scholarships (L)**

- \$1,500 pa
- 1 year

In 1999, a small number of scholarships were awarded for financially disadvantaged students commencing full-time undergraduate study. Consideration is normally given to academic merit and financial need. The conditions may change each year.

### **The W.S. and L.B. Robinson Scholarship (L)**

- Up to \$6,500 pa
- 1 year renewable for the duration of the course subject to satisfactory progress

Applicants must have completed their schooling in Broken Hill or have parents who reside in Broken Hill. Applicants should be undertaking a course related to the mining industry, for example courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering or science. A letter of application should be sent to Pasminco Mining, PO Box 460, Broken Hill, NSW 2880. Applications close 30 September.

### **The UNSW Golden Jubilee Scholarships (I)**

- Course fees for the minimum course duration less any advanced standing, subject to satisfactory progress

The Scholarships have been established to encourage outstanding Diplomates from Singapore and Malaysia to complete an undergraduate degree at UNSW. To be eligible, applicant's must be proposing to undertake an undergraduate qualification at UNSW in one of the Faculties of Arts and Social Sciences, the Built Environment, Commerce and Economics, Engineering, Life Sciences or Science and Technology or the College of Fine Arts. Successful applicants will be granted advanced standing on the basis of their studies in Singapore and Malaysia. The Scholarship is only available to graduates of specific institutions. Applicants must be Citizens or Permanent Residents of Singapore or Malaysia. Selection will be based on academic merit. Applications will normally close on 30 November for study commencing in Session One of the following year and 30 April for study commencing in Session Two of the same year.

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### **Faculty Scholarships**

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### **Faculty of Commerce and Economics**

#### **The Chu Cho Tit Scholarship in Commerce and Economics (I,L)**

- Up to \$1,500
- 1 year

The scholarship is available to a full-time undergraduate student entering the first year of a degree program in the Faculty of Commerce and Economics. Selection will be based on consideration of financial need, and consideration of social/economic circumstances which might otherwise hinder successful transition to UNSW. Applications close 28 February.

#### **The Christopher Cuffe Scholarship in Accounting (L)**

- \$1,000
- 1 year only

The Scholarship is to be awarded to students proposing to undertake the first year of the Bachelor of Commerce in Accounting course as a full-time student at UNSW. To be eligible, applicants must be assessed as eligible for the ACCESS Scheme, with one of the grounds for eligibility being financial need. Students will be considered on the basis of their application for the ACCESS Scheme and academic merit. The first scholarship will be awarded in 2001.

#### **The Lee Lau Shiu Hing Scholarship in Accounting (I,L)**

- \$1,200
- 1 year only

The Scholarship is to be awarded to ensure that someone with the drive and determination to achieve academically has the opportunity to do so despite financial constraints. To be eligible, applicants must have completed the HSC (or its equivalent) in the previous year and be proposing to enrol in the first year of the Bachelor of Commerce in Accounting course at UNSW. Selection will be based on academic merit and financial need. Consideration may also be given to demonstrated ability, leadership qualities, and any social and economic circumstances which might hinder successful transition to UNSW. Applications will normally close on 31 January.

#### **The Mandie Rebecca Birkenleigh Scholarship in Accounting (L)**

- \$1,500
- 1 year only

The Scholarship is to be awarded to ensure that someone with the drive and determination to achieve academically has the opportunity to do so despite financial constraints. To be eligible, applicants must be assessed as eligible for the ACCESS Scheme, with one of the grounds for eligibility being financial need. The successful applicant must enrol in the first year of the Bachelor of Commerce in Accounting course as a full-time student at UNSW. Students will be considered on the basis of their application for the ACCESS Scheme and academic merit. The first scholarship will be awarded in 2001.

## Scholarships for students in their second or later year of study

### General

#### The AITD-MMI Insurance- Mark Pompei Scholarship (L)

- \$1,000

The Australian Institute of Training and Development and MMI Insurance offer an annual scholarship to a part-time student currently working in the field of Training and Development. Applicants should be completing their first accredited qualification to assist their development in this field. Applications are available from AITD NSW Division Administrator, PO Box 5452, West Chatswood NSW 2057. Tel (02) 9419 4966, Fax (02) 9419 4142, Email nswdivn@aitd.com.au. Applications close in May.

#### The Alumni Association Scholarships (I,L)

- Up to \$1,500 pa
- 1 year renewable subject to satisfactory progress

The scholarships are available to students enrolled in any year of a full-time undergraduate course. Candidates must be the children or grandchildren of alumni of UNSW. Applications close early January.

#### The Australian Vietnam Veterans Trust Education Assistance Scheme (L)

- \$3,500 pa
- Duration of the course subject to satisfactory progress

The scholarship is available to the children of Vietnam veterans who are aged under 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 Australian Vietnam War Veterans Trust National Office, PO Box K978, Haymarket NSW 1240, Tel (02) 9281 7077, Email: vvt@accsoft.com.au. Applications close 31 October.

#### The Ben Lexcen Sports Scholarships (I,L)

- \$2,000 pa
- 1 year with possibility of renewal

The scholarships are 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 active members of a UNSW Sports Club. Applications close late January.

#### The Bill Pardy University Challenge Scholarship (I,L)

- \$1,000
- 1 year only

The Scholarship is established to recognise Bill Pardy's achievement in winning the 1998 University Challenge on the television program Sale of the Century, and to encourage students to participate in and contribute to the cultural life of the University. To be eligible, applicants must be enrolled in the second or later year of an undergraduate degree at UNSW. Each applicant will be assessed on the basis of a personal statement detailing their previous and proposed contribution to the cultural life of the University. Consideration may also be given to academic merit. Applications will normally close on 31 March.

#### The Girls Realm Guild Scholarship (L)

- Up to \$1,500 pa
- 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need

The scholarships are available only to female students under 35 years of age who are enrolling in any year of a full-time undergraduate course. Selection is based on academic merit and financial need. Applications close 25 March.

#### The Dried Fruits Research and Development Council (DFRDC) Studentships and Student Awards (I,L)

- Up to \$3,000 for Studentships, up to \$1,000 for Student Awards

The Studentships assist students to undertake research projects in the final year of a Bachelors degree (applications close April 15), or to undertake a research project during the summer vacation (applications close October 15). The Student Awards are provided for excellence in student research projects related to the dried fruit industry. Further information and applications are available from the Executive Officer, Dried Fruits Research and Development Council, Box 1142, Mildura VIC 3502, Tel (050) 221515, Fax (050) 233321.

#### The Esso Australia Ltd Geosciences Scholarship (I,L)

- Up to \$3,000
- 1 year

The scholarship is for a full-time student seeking to undertake study in the final year (Year 4) of a Bachelor of Science (AppGeol) or an equivalent Honours year, majoring in geology or geophysics. The successful applicant is expected to have an interest in petroleum related studies ie sedimentology, biostratigraphy, seismic/magnetic/gravity geophysical studies, basin studies, palynology or palaeontology. Selection is based on academic merit, the benefit the student will gain by being awarded the scholarship and can include consideration of financial need. Applications close 30 November.

#### The Ian Somervaille Scholarships (I,L)

- Up to \$3,000
- 1 year

The scholarships are available to immediate family members (ie. children, parents, brothers, sisters, spouses, de facto partners) of UNSW staff members. Applicants must be full-time students enrolling in any year of an undergraduate course leading to the degree of Bachelor at UNSW. Selection will be based on academic merit, aptitude and commitment to the proposed course. Consideration may be given in cases of hardship or disadvantage. Applications close 31 January.

#### The Julian Small Foundation Annual Research Grant (I,L)

- Up to \$5,000

Applications are open to postgraduate and undergraduate students undertaking research and involved in the study of law, or industrial relations. Selection will be based on a research proposal which outlines how the research will advance thinking and practice in the area of employment law and industrial relations in Australia. Applications close mid-August.

### **The Kensington Colleges Scholarships**

Further information concerning the awards below may be available from The Kensington Colleges, Tel (02) 9315 0000, Fax (02) 9315 0011, Email [kensocoll.unsw.edu.au](mailto:kensocoll.unsw.edu.au), Web: <http://www.kensocoll.unsw.edu.au>.

#### **The Fell Scholarship**

The scholarship provides \$650 credit for accommodation costs and is awarded to a returning resident in each College. Applicants will be assessed on their academic performance in the second or later year of their course.

#### **Resident Assistant Scheme**

The program provides subsidised accommodation, valued at up to \$1,000, for 22 academically promising residents, and an apprenticeship in the collegiate Residential Academic Staff role. All residents who have successfully completed at least one year of university study are eligible to apply.

### **The National Health and Medical Research Council (NHMRC) Training Scholarship for Aboriginal Health Research (L,R)**

- \$16,135 - \$23,997 pa (depending on qualifications)
- Up to 3 years

Applicants must be undertaking an undergraduate or postgraduate degree which includes, or leads to, research relevant to Aboriginal health. Applications will be assessed in terms of previous qualifications and experience. Consideration will be given to prior knowledge and experience of Aboriginal culture and health. Applications close late July.

### **The Nicholas Catchlove Scholarship in Flying (L)**

- \$10,000
- 1 year

The scholarship will be awarded to provide a final year student with the opportunity to undertake further flying training to prepare for a career in the aviation industry. Applicants must be proposing to undertake the final year of an appropriate course and hold a Commercial Pilot's Licence. Selection will be based on academic merit, reasons for undertaking the course, financial need, commitment to flying and to the course, demonstrated ability, leadership qualities and interview performance. Applications close in October.

### **The NSW Ministry for the Arts Scholarships (L,R C)**

- \$5,000 - \$25,000 (depending on the award)

The NSW Government offers a number of scholarships and awards to writers, artists and scholars living in NSW. Further information is available from the New South Wales Ministry for the Arts, GPO Box 5341, Sydney NSW 2000, Tel (02) 9228 3533, Fax (02) 9228 4722.

### **The RGC Scholarship in Economic Geology (L)**

- \$5,000
- 1 year

The scholarship is available to a student entering Year 4 of the Applied Geology course or an Honours year in geology in the Science course and who is proposing to undertake a field project relevant to economic geology. Letters of application and requests for information should be directed to RGC, Gold Fields House, 1 Alfred St, Sydney NSW 2000. Applications close 31 January.

### **The Rural Allied Health Placement Grants (L)**

- Up to \$500

Grants are available to students undertaking rural placements, who are in the final two years of an undergraduate course in dietetics, diagnostic radiography, occupational therapy, pharmacy, physiotherapy, podiatry, social work, speech pathology, psychology

(honours) or any year of a postgraduate course in dietetics or psychology (Masters). Applications are available from the NSW Health Rural Health Support Unit. Tel (02) 6640 2302, Fax (02) 6640 2499, Email [rhsu@nor.com.au](mailto:rhsu@nor.com.au), web: [www.nor.com.au/community/rhsu](http://www.nor.com.au/community/rhsu). Session One applications close 15 May. Session Two applications close in August.

### **The Rural Allied Health Scholarships (L)**

- \$5,750

Scholarships are available to students who are in the final two years of a four year undergraduate course in Aboriginal health, dietetics, diagnostic radiography, occupational therapy, pharmacy, physiotherapy, podiatry, social work, speech pathology, or the final year of psychology (honours) degree or any year of a Masters qualification in dietetics or psychology. Applications are available from the NSW Health Rural Health Support Unit. Tel (02) 6640 2302, Fax (02) 6640 2499, Email [rhsu@nor.com.au](mailto:rhsu@nor.com.au), web: [www.nor.com.au/community/rhsu](http://www.nor.com.au/community/rhsu). Applications close late September.

### **The Sam Cracknell Memorial Scholarships (L,I)**

- Up to \$1,500
- 1 year

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 31 March.

### **The St George Students' Association Lexcen Scholarship (L)**

- \$2,000
- 1 year only

Two Scholarships will be awarded annually to high achieving sports persons undertaking, or proposing to undertake, study at UNSW. To be eligible, applicants must be enrolled in, or proposing to enrol in, a course of at least two years duration at UNSW. Applicants should possess an outstanding ability in a particular sport. It is desirable, but not essential, that an applicant's family home is located in the St George/Sutherland Shire region. Each applicant will be assessed on the basis of outstanding ability in a particular sport. Consideration may also be given to an applicant's leadership qualities, potential to contribute to the wider life of the University, any social and economic circumstances which may affect the applicant and academic merit. Application must be made using the Ben Lexcen Scholarship application form. An interview may be required. Applications will normally close on 31 January.

### **The Spruson and Ferguson (Patent Attorneys) Scholarship for Innovation (L)**

- At least \$1,000
- 1 year

The scholarship is available to a student who is undertaking the final year of an undergraduate course in any school of the Faculty of Science and Technology or the Faculty of Engineering. Selection will be based on academic merit and the innovative nature of the proposed final year project. Applicants are required to submit an application and a 200 word outline of their proposed research topic. Applications close 7 March.

### **The Telstra Education Fellowships (L)**

- \$7,500
- 1 year

Applicants must be entering the final year of study in the disciplines of computer, electrical or electronic engineering, computer science or human factors. Students may also have the opportunity to undertake up to 12 weeks non-compulsory vacation employment. Further information is available from the Fellowship Applications

Officer, Telstra Research Laboratories, PO Box 249, Rosebank MDC, Clayton Victoria 3169. Email c.zaman@trt.telstra.com.au. Applications normally close at the end of July.

### **Telstra Network Technology Group and Multimedia (NTG&M) EEO Scholarships (L)**

- \$10,000, plus summer vacation work and guaranteed employment
- 1 year

The scholarships are open to undergraduate students enrolled in the second last year in electrical/electronic engineering, computers systems engineering, communications or other degree related to telecommunications. Applicants must belong to one of the following EEO groups: women, people from a non-English-speaking background, Aborigines or Islanders, people with a disability. The successful candidates are expected to work for Telstra NTG&M in the summer break and for at least two years after the completion of study. Enquiries to Karen Stewart on (03) 9634 3448, Email kstewart@vcomfin.telstra.com.au. Applications close late June.

### **The W.S. and L.B. Scholarship (L)**

- Up to \$6,500 pa
- 1 year renewable for the duration of the course subject to satisfactory progress

Applicants must have completed their schooling in Broken Hill or have parents who reside in Broken Hill. Applicants should be undertaking course related to the mining industry, for example courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering or science. A letter of application should be sent to Pasminco Mining, PO Box 460, Broken Hill, NSW 2880. Applications close 30 September.

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### **Faculty Scholarship second year or later**

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### **Faculty of Commerce and Economics**

#### **The Canon Australia Marketing Scholarship (L)**

- Up to \$10,000
- 1 year

Applicants should be enrolling in Year 3 of the Bachelor of Commerce (Marketing) course. Selection will be based on academic merit and interview performance. Applications close at the end of March.

#### **The Sydney Gay and Lesbian Business Association Scholarship (L)**

- \$1,500
- 1 year

The scholarship is provided to encourage the participation of gay men and lesbians in business and management careers. Applicants must be undertaking full-time study in the second or later year of an undergraduate degree in the Faculty of Commerce and Economics. Applications from full-time postgraduate students in Commerce or the AGSM will also be considered. Applicants must be gay or lesbian. Applications normally close 15 April.

#### **The Unilever Marketing Scholarship**

- \$5,000pa
- 2 years, subject to satisfactory progress

The Unilever Marketing Scholarship is established to encourage students in the pursuit of excellence in the field of Marketing. Applicants must be enrolled in the Bachelor of Commerce (Marketing) program and have a completed the first year of their program with a credit average. Selection will be based on academic merit and personal qualities (for example, community participation and leadership qualities). Consideration may also be given to financial need. Application forms are available from Scholarships, Loans and Research Students Office, c/- NewSouth Q (Student Enquiries), Lower Ground Floor, Chancellery Building. Applications close 31 March 2001.

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### **Honours Year Scholarships**

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#### **General**

##### **The Alumni Association Scholarships (I,L)**

- Up to \$1,500 pa
- 1 year renewable subject to satisfactory progress

The scholarships are available to students enrolled in any year of a full-time undergraduate course. Candidates must be the children or grandchildren of alumni of UNSW. Applications close early January.

##### **The Apex Foundation for Research into Intellectual Disability Scholarships (I,L)**

- \$1,000

The scholarships are available to students 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. Applications close 31 May.

##### **The Australian and New Zealand Council for the Care of Animals in Research and Teaching (ANZCCART) Student Award (I,L)**

- \$1,000 for attendance at the annual conference

Applicants can be Honours students from any discipline. The award provides assistance for a student to attend the annual conference. Applications are available from ANZCCART, PO Box 19 Glen Osmond, SA, 5064, Tel (08) 303 7325. Applications close in July.

##### **The Australian Vietnam Veterans Trust Education Assistance Scheme (L)**

- \$3,500 pa
- Duration of the course

The scholarship is available to the children of Vietnam veterans who are aged under 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 Australian Vietnam War Veterans Trust National Office, PO Box K978, Haymarket NSW 1240, Tel (02) 9281 7077, Email: [vvt@accsoft.com.au](mailto:vvt@accsoft.com.au). Applications close 31 October.

### **The Ben Lexcen Sports Scholarships (I,L)**

- \$2,000 pa
- 1 year with the possibility of renewal

The scholarships are 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 active members of a UNSW Sports Club. Applications close late January.

### **The Esso Australia Ltd Geosciences Scholarship (I,L)**

- Up to \$3,000
- 1 year

The scholarship is for a full-time student seeking to undertake study in the final year (Stage 4) of a Bachelor of Science degree in Applied Geology or an equivalent Honours year, majoring in geology or geophysics. The successful applicant is expected to have an interest in petroleum related studies ie sedimentology, biostratigraphy, seismic/magnetic/gravity geophysical studies, basin studies, palynology or palaeontology. Selection is based on academic merit, the benefit the student will gain by being awarded the scholarship and can include consideration of financial need. Applications close 30 November.

### **The Girls Realm Guild Scholarships (L)**

- Up to \$1,500 pa
- 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need

The scholarships are available only to female students under 35 years of age who are enrolling in any year of a full-time undergraduate course. Selection is based on academic merit and financial need. Applications close 25 March.

### **The Grains Research and Development Corporation (GRDC) Undergraduate Honours Scholarship (I,L)**

- \$6,000 (ie \$5,000 to the student and \$1,000 to the host School/Department).
- 1 year

Applicants must be undertaking a full-time Honours program. Study in an area of significance to the grains industry will be viewed favourably. A letter of application, including a curriculum-vitae, academic record, letter of support from the Head of School/Department and two referees' supporting statements, should be sent to GRDC Undergraduate Honours Scholarship, PO Box E6, Queen Victoria Terrace, Canberra ACT 2600, Tel (02) 62725528. Applications close early November.

### **The Great Barrier Reef Marine Park Authority Research Support (I,L)**

- \$1,500

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 mid-December.

### **The Ian Somervaille Scholarships (I,L)**

- Up to \$3,000
- 1 year

The scholarships are available to immediate family members (ie. children, parents, brothers or sisters) of UNSW staff members or their married or de facto partners. Applicants must be full-time students enrolling in any year of an undergraduate course leading to the degree of Bachelor at UNSW. Selection will be based on academic merit, aptitude and commitment to the proposed course. Consideration may be given in cases of hardship or disadvantage. Applications close 31 January.

### **The National Health and Medical Research Council (NHMRC) Training Scholarship for Aboriginal Health Research (L,R)**

- \$16,135 - \$23,997 pa (depending on qualifications)
- Up to 3 years

Applicants must be undertaking an undergraduate or postgraduate degree which includes, or leads to, research relevant to Aboriginal health. Applications will be assessed in terms of previous qualifications and experience. Consideration will be given to prior knowledge and experience of Aboriginal culture and health. Applications close late July.

### **The NSW Ministry for the Arts Scholarships (L,R,C)**

- \$5,000 - \$25,000 (depending on the award)

The NSW Government offers a number of scholarships and awards to writers, artists and scholars living in NSW. Further information is available from the New South Wales Ministry for the Arts, GPO Box 5341, Sydney NSW 2000, Tel (02) 9228 3533, Fax (02) 9228 4722.

### **The RGC Scholarship in Economic Geology (L)**

- \$5,000
- 1 year

The scholarship is available to a student entering Stage 4 of the Applied Geology course or an Honours year in geology in the Science course and who is proposing to undertake a field project relevant to economic geology. Letters of application and requests for information should be directed to RGC, Gold Fields House, 1 Alfred St, Sydney NSW 2000. Applications close 31 January.

### **The River Basin Management Society Ernest Jackson Memorial Research Grants (I,L)**

- Up to \$2,000

The scholarship assists PhD and Masters students undertaking research in the field of river basin management. Fourth year Honours students are encouraged to apply. Further information is available from RBMS, PO Box 113, Forest Hill Vic 3131, Tel (03) 9816 6896. Applications close in April.

### **The RSPCA Alan White Scholarship (I,L)**

- \$2,500

Applicants should be undertaking original research to improve the understanding and welfare of animals. A letter of application should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600, Tel (02) 62311437. Applications close 31 March.

### **The Rural Allied Health Placement Grants (L)**

- Up to \$500

Grants are available to students undertaking rural placements, who are in the final two years of an undergraduate course in dietetics, diagnostic radiography, occupational therapy, pharmacy, physiotherapy, podiatry, social work, speech pathology, psychology (honours) or any year of a postgraduate course in dietetics or

psychology (Masters). Applications are available from the NSW Health Rural Health Support Unit. Tel (02) 6640 2302, Fax (02) 6640 2499, Email: rhusu@nor.com.au, web: www.nor.com.au/community/rhusu. Session One applications close 15 May. Session Two applications close in August.

### **The Rural Allied Health Scholarships (L)**

- \$5,750

Scholarships are available to students who are in the final two years of a four year undergraduate course in Aboriginal Health, dietetics, diagnostic radiography, occupational therapy, pharmacy, physiotherapy, podiatry, social work, speech pathology, or the final year of psychology (honours) degree or any year of a Masters qualification in dietetics or psychology. Applications are available from the NSW Health Rural Health Support Unit. Tel (02) 6640 2302, Fax (02) 6640 2499, Email: rhusu@nor.com.au, web: www.nor.com.au/community/rhusu. Applications close late September.

### **The Sam Cracknell Memorial Scholarship (I,L)**

- Up to \$1,500
- 1 year

Applicants should be full-time students who have already completed at least 2 years of a degree or diploma course. Selection is based on academic merit, participation in sport both directly and administratively, and financial need. Applications close 31 March.

### **The St George Students' Association Lexcen Scholarship (L)**

- \$2,000
- 1 year only

Two Scholarships will be awarded annually to high achieving sports persons undertaking, or proposing to undertake, study at UNSW. To be eligible, applicants must be enrolled in, or proposing to enrol in, a course of at least two years duration at UNSW. Applicants should possess an outstanding ability in a particular sport. It is desirable, but not essential, that an applicant's family home is located in the St George/Sutherland Shire region. Each applicant will be assessed on the basis of outstanding ability in a particular sport. Consideration may also be given to an applicant's leadership qualities, potential to contribute to the wider life of the University, any social and economic circumstances which may affect the applicant and academic merit. Application must be made using the Ben Lexcen Scholarship application form. An interview may be required. Applications will normally close on 31 January.

### **The Ukrainian Studies Foundation of Australia Endowed Scholarship (I,L)**

- \$1,000 in 2000, \$1,500 from 2001
- 1 year only

The Scholarship is available to students undertaking, or proposing to undertake, postgraduate or honours level studies at UNSW on a Ukrainian topic/theme, or comparative Ukrainian/Australian topic/theme. Selection will be based on academic merit and the reasons for undertaking the current and/or proposed studies. Applications will normally close on January 31.

### **The University Honours Year Scholarships (I,L)**

- \$1,000
- 1 year

A number of scholarships will be awarded on the basis of academic merit for students entering an 'add-on' honours year, ie 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 30 November.

### **The W.S. and L.B. Robinson Scholarship (L)**

- Up to \$6,500 pa
- 1 year renewable for the duration of the course subject to satisfactory progress

Applicants must have completed their schooling in Broken Hill or have parents who reside in Broken Hill. Applicants should be undertaking a program related to the mining industry, for example courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering or science. A letter of application should be sent to Pasminco Mining, PO Box 460, Broken Hill, NSW 2880. Applications close 30 September.

## **Faculty Scholarships**

### **Faculty of Commerce and Economics**

#### **The Bankers Trust Australia Scholarship (L)**

- \$5,000
- 1 year

Applicants must be intending to undertake the final year of an Honours degree program in the Faculty of Commerce and Economics in the following year. The scholarship will be awarded on the basis of academic merit, interview performance and potential commercial aptitude. Applications close mid-October in the year prior to the final Honours year.

#### **The Bill Stewart Memorial Scholarship in Accounting at UNSW (L)**

- Up to \$1,000
- 1 year

Applicants must be seeking to undertake the final year of an Honours program in Accounting in the Faculty of Commerce and Economics at UNSW. Selection will be based on academic merit, reasons for the proposed course of study and may take into account financial need. Applications close 30 November in the year prior to the final Honours year.

#### **The CS First Boston Australia Scholarship (L)**

- Up to \$3,000
- 1 year

Applicants should be entering Year 4 (Honours year) of the degree program in Finance, Banking or Economics. The scholarship will be awarded on the basis of academic merit and potential commercial aptitude. Applications close late March.

#### **The Dr Kai Fou Wong and Mrs Kaye Shiu Kee Mui Wong Scholarship (L)**

- Up to \$1,000
- 1 year

The scholarship is available to a student undertaking Year 4 of the Bachelor of Commerce or Bachelor of Economics degree Honours program, in any discipline. Selection is based on academic merit, consideration of financial need and the applicant's potential to contribute to the wider life of the University. Applications close 30 November.

**The EJ Blackadder/Hambros Bank Scholarship (L)**

- Up to \$1,000
- 1 year

The scholarship is available for an Honours year (Year 4) student in the Faculty of Commerce and Economics. The scholarship will be awarded on the basis of academic merit and, if deemed appropriate, interview performance. Financial need may be taken into account. Applications close on 30 November in the year prior to the final Honours year.

**The Sir William Tyree Scholarship in Commerce (L)**

- At least \$1,000
- 1 year

Information is available from the School of Banking and Finance, Tel (02) 9385 5858.

**The Sydney Gay and Lesbian Business Association Scholarship (L)**

- \$1,500
- 1 year

The scholarship is provided to encourage the participation of gay men and lesbians in business and management careers. Applicants must be undertaking full-time study in the second or later year of an undergraduate degree in the Faculty of Commerce and Economics. Applications from full-time postgraduate students in Commerce or the AGSM will also be considered. Applicants must be gay or lesbian. Applications normally close 15 April.

**Travel Scholarships****General****The Arthur Anderson Study Abroad Scholarship (L)**

- Up to \$2,500

The scholarship provides financial assistance to undergraduate students to undertake a period of study/research in the Arthur Andersen offices in Singapore. Applicants must be full-time students undertaking study in law, commerce, or economics. Applicants must normally be intending to undertake the final year of study and to complete the travel prior to completion of the final year. Applications are also open to students undertaking an official exchange program with a university in Asia. Further information and application forms are available from the International Student Centre. Applications normally close 31 July in the year prior to the final year of study.

**The Association of International Education Japan (AIEJ) Short-Term Student Exchange Promotion Program (Inbound) Peace and Friendship Scholarships (I,L)**

- 50,000 yen (settling-in allowance), 100,000 yen per month, plus airfare
- Ten months to one year

Applicants must be accepted by a Japanese University under a student exchange program agreement with UNSW. Students must initially apply directly to a Japanese University through the International Student Centre at UNSW. The Japanese host university will recommend candidates to AIEJ and students must apply as directed by the host university. Applications close in February, May and September each year.

Applicants must be proposing to undertake an Honours year in the Faculty of Commerce and Economics. Students proposing relevant postgraduate studies in the AGSM may also be considered. Preference will be given to students proposing to apply their study to the marketing of renewable energy sources. Selection will be based on academic merit, reasons for the proposed study, and may also consider an applicant's demonstrated ability, leadership qualities and potential to contribute to the wider life of the University. Applications close 31 October.

**The Sydney Futures Exchange Scholarship (I,L)**

- \$1,000
- 1 year

The scholarship is available to a student undertaking Year 4 of the Honours degree program in Banking and Finance, in the Faculty of Commerce and Economics. Candidates for the scholarship will be nominated by the Head of School on the basis of academic merit and are not required to complete an application form. Further

**The Association of International Education Japan (AIEJ) Short-Term Student Exchange Promotion Program (Inbound) Scholarships (I,L)**

- 50,000 yen (settling-in allowance), 80,000 yen per month, plus airfare
- Six months to one year

Applicants must be accepted by a Japanese University under a student exchange program agreement with UNSW. Students must initially apply directly to a Japanese University through the International Student Centre at UNSW. The Japanese host university will recommend candidates to AIEJ and students must apply as directed by the host university. Applications close in February, May and September each year.

**The AT&T Leadership Award (I,L,R,C)**

- US\$5,000

The award is open to students who will be commencing full-time undergraduate or postgraduate study in the United States between January and September in the year of application. The scholarship is open to students from the following Asia/Pacific countries: Australia, China, Hong Kong, India, Indonesia, Japan, Republic of Korea, Malaysia, Philippines, Singapore, Taiwan and Thailand. Information and applications are available from the U.S. Consulate General, USIS, Level 59 MLC Centre, 19-20 Martin Place, Sydney NSW 2000. Tel (02) 9662 3016. Applications close 15 September.

**The Australia-Korea Foundation/National Korean Studies Centre Exchange Scholarships (L)**

- Up to \$2,500

The scholarships provide financial assistance to undergraduate students who have been accepted as exchange students by a Korean University. Information and applications are available from the Programs Co-ordinator, National Korean Studies Centre, PO Box 218, Hawthorn Vic 3122, Email nksc@swin.edu.au. Applications close early January.

**The Australia-Korea Foundation Undergraduate Bursaries (L)**

- \$1,000
- 1 year

Bursaries are available for students commencing the first year of an undergraduate course intending to study the Korean language. Information and applications are available from the Programs Co-

ordinator, National Korean Studies Centre, PO Box 218, Hawthorn Vic 3122, Email nksc@swin.edu.au. Applications close in December.

### **Churchill Fellowships (L)**

- Tuition, travel and living allowances

Churchill Fellowships provide financial support for Australian Citizens to undertake study, training or projects overseas. Fellowships will not normally be awarded for higher academic or formal qualifications. Applicants must be over 18 years of age. Further information and applications are available from the Chief Executive Officer, The Winston Churchill Memorial Trust, 218 Northbourne Ave, Braddon ACT 2612, Tel (02) 6247 8333. Applications close late February.

### **DAAD - The German Academic Exchange Service Scholarships (L)**

Application forms for the following scholarships are available from the Consulate General of the Federal Republic of Germany, PO Box 204, Wollrahra NSW 2025.

### **One-Semester German Studies Scholarships**

- DM1,000 a month living allowance, travel assistance of DM2,500 and the health insurance contribution
- One semester

Applicants must be in their third year of German Studies. Applications close 1 July.

### **Deutschlandkundlicher Winterkurs**

- DM3,500 to assist with travel and living expenses and course fees

Undergraduate and postgraduate students from all fields with at least two years University level German (with a better than B average) may apply for this scholarship. The students should be aged from 19 to 32 and proposing to undertake the 8 week German studies course (in German) at the University of Freiburg. The course provides language instruction and concentrates on historical and cultural aspects of contemporary Germany for students with some knowledge of German and a background in German Studies. Applications close 1 August.

### **Greek Government Scholarships (L)**

- Tuition fees, monthly subsidy plus other allowances

Scholarships are available for undergraduate and postgraduate study in Greece. Applicants must be Australian citizens. Further information is available from the Embassy of Greece, 9 Turanna St, Yarralumla ACT 2600, Tel (02) 6273 3011. Applications normally close late March.

### **The Harry Manson Scholarship (L)**

- \$4,000, payable on receipt of evidence that the travel will take place within three months
- 1 year only

Up to five Scholarships will be awarded annually to promote the growing international dimension of UNSW. Applicants should be enrolled in, or proposing to enrol in the first year of an undergraduate course at UNSW. The Scholarships are to be used either for an approved Study Exchange program or other overseas project in the second or later year of a course at UNSW. Each applicant will be assessed on the basis of academic merit, ability to contribute to the wider life of the University, and a statement detailing the benefits to be gained and/or the reasons for the proposed travel. Applications will normally close on 30 November of the year preceding the first year of study at UNSW. The scholarships will normally be awarded at the time students are enrolling at UNSW for the first time. Should awards become available later in the year a second selection may be undertaken with a closing date of 30 September of the first year of study at UNSW.

### **The Harvard Travel Scholarships (L)**

- \$15,000 contribution towards fees, travel and living expenses
- One-off payment

The scholarship will be awarded by the Vice-Chancellor on the basis of recommendations from the Deans of the Faculties. Candidates must have completed at least 2 years full-time (or the part-time equivalent) of an undergraduate course at the UNSW and have an impressive academic record. Award of the scholarship is subject to the recipient gaining entry to the Harvard-Radcliffe Visiting Undergraduate Program. Applications close mid-November for travel in the following year.

### **The International Exchange Travel Scholarships (L)**

- Up to \$1,500
- 1 year

The scholarships were 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 overseas which will count toward their UNSW degree. Awards will be granted on the basis of academic merit. Further information is available from the International Student Centre, Tel (02) 9385 5333.

### **Italian Government Scholarships (L)**

- 1 million Italian lira per month
- 2-24 months

Scholarships are open to Australian citizens to undertake research and language studies in Italy. Applicants must be aged under 35 years. Further information is available from the Italian Embassy, 12 Grey St, Deakin ACT 2600, Tel (02) 6273 3333, Fax (02) 6273 4223. Applications close early March.

### **Japan Airlines Scholarships (L)**

- Air travel, insurance, tuition, accommodation, textbooks and a daily allowance

The Scholarships are available for undergraduate students to participate in a summer session of Japanese language and cross-cultural studies, home stays in Tokyo, and participation at a symposium featuring regional experts. A knowledge of Japanese is not necessary. Further information and applications are available from Level 14, 201 Sussex Street, Sydney NSW 2000, Tel (02) 6272 1151. Applications normally close mid-April.

### **The Japanese Government (Monbusho) Scholarships (L)**

Scholarships are available to Australian Citizens for study in Japan for postgraduate research or five years of undergraduate study. Applicants must be willing to study the Japanese language and receive instruction in Japanese. Further information and applications are available from Monbusho Scholarships, Embassy of Japan, 112 Empire Circuit, Yarralumla ACT 2600, Tel (02) 6272 7268, Fax (02) 6273 1848. Applications close early July.

### **Learn Arabic In Cairo Scholarship (I,L)**

- Course fees, AUD\$70 per month living allowance
- 8 months

Scholarships are available to undertake the Arabic as a Foreign Language course in Cairo. Applications are available from the Embassy of the Republic of Egypt, 1 Darwin Avenue, Yarralumla ACT 2600, Tel (02) 6273 4437, Fax (02) 6273 4279. Applications close 1 July.

### **The Malcolm Chaikin Overseas Exchange Scholarship (L)**

- \$4,000
- 1 year

A scholarship is available for a third or later year student in a Science or Engineering degree program in the Faculty of Life Sciences, Science and Technology or Engineering. Applicants must have applied for the Malcolm Chaikin Scholarship for 1998 or later, and be undertaking an official overseas exchange program. It is expected that the first scholarship will be awarded for travel in 2000. Applications close 30 September.

### **The Mitsui Education Foundation Scholarship (L)**

A three week 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 in their first degree course who have not previously been to Japan. The successful student will travel to Japan during November and December. Further information regarding applications and participating institutions is available from [info@mitsui.com.au](mailto:info@mitsui.com.au). Application forms close mid-July.

### **The NSW Travelling Art Scholarship (L)**

- \$25,000

The scholarship is available to an emerging visual artist to undertake a course of study or training overseas for one or two years. Guidelines and applications are available from the NSW Ministry for the Arts, GPO Box 5341, Sydney 2001, Tel (02) 9228 5533. Applications normally close in July.

### **Queen's Trust Grants (L)**

- Up to \$15,000

The Queen's Trust provides grants to Australian Citizens aged 18-28 years, for the pursuit of excellence in their chosen fields. Projects are supported for the advancement of Australian youth, development of community leadership and/or other skills which will be of benefit to Australia. Information and applications may be obtained from the Queen's Trust, Tel 1800 033 625. Applications close late April.

### **The R.C. Sutton/ Jardine Matheson Scholarship (L)**

- Up to \$1,000

The scholarship is to provide financial assistance to undergraduate students to undertake a period of study/research in the R.C. Sutton/Jardine Matheson offices in Asia. Applicants must be full-time students undertaking study in law, commerce, or economics. Applicants must normally be intending to undertake their final year of study and to complete the travel prior to completion of the final year. Applications are also open to students undertaking an official exchange program with a university in Asia. Further information and application forms are available from the International Student Centre. Applications normally close 31 July in the year prior to the final year of study.

### **The Rotary Foundation Ambassadorial Scholarships (I,L)**

The Rotary Foundation offers scholarships to study or train in another country where Rotary clubs are located. Applicants must have completed at least two years of a university or college course, or have completed high school and have been employed for at least two years. Applicants must also be Citizens of a country in which there is a Rotary club. Information regarding scholarship availability, closing dates and applications should be obtained from the applicant's local Rotary club.

### **The Russian Scholarships (L)**

- Payment of an allowance and medical cover

Scholarships are available to Australian citizens to undertake undergraduate or postgraduate study in journalism, law, economics, international relations or medicine in Russia. Applications normally close in May.

### **The Ship for World Youth Program (L)**

- Economy airfare, accommodation, local trips and meals
- Awarded every second year

The objective of this program is to promote understanding and mutual friendship between the youth of Japan and other parts of the world and to foster the spirit of international cooperation. The successful applicants will visit Japan to participate in the program for the period January to March. Students should be aged from 20 to 29, able to participate in the whole program, be in good physical and mental condition, able to speak English and Japanese, have an interest in and an understanding of Japan, and be engaged in youth activities. The next round of scholarships will be available in 2001. Applications close early July 2000.

### **The Sir Charles Mackerras / Australia-Britain Society Music Scholarship (L)**

- 8,000 pounds sterling

The scholarship is open to outstanding young conductors, composers and repetiteurs, aged between 21 and 30 who are likely to be influential leaders in the field of music, to undertake study in the United Kingdom or the Czech Republic for at least six months. Applicants must be Australian Citizens or Permanent Residents. Application forms are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel (02) 9326 2222, Fax (02) 9327 4868, Email [bcsydney@spint.com](mailto:bcsydney@spint.com). Applications close early November.

### **The STA Travel Grant (I,L)**

- Up to \$3,000

Applicants must be undertaking study leading to a degree or diploma of the University and be members 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 mid-April.

### **The Swedish Institute Guest Scholarships (I, L)**

- SEK 7,100 per month living allowance
- 9 months (1 academic year)

The scholarships are open to students and researchers who wish to travel to Sweden for study or research which cannot equally well be pursued in countries other than Sweden. Applicants must establish contact with a Swedish University willing to accept the applicant for the proposed studies. Initial requests for application forms must be made in writing, and should include the applicant's name and address, nationality, educational background, work experience, knowledge of any languages, statement of the purpose of the study or research in Sweden, and a copy of a letter of invitation from a Swedish University Department. Applications are available from the Swedish Institute, Department for Exchanges in Education and Research, Box 7434, SE-103 91, Stockholm, Sweden. Email: [grantinfo@si.se](mailto:grantinfo@si.se). Web: <http://www.si.se>. Requests for application forms must reach the Swedish Institute before 1 December.

### **Swiss Government Scholarships (L)**

- Tuition fees, living allowance, medical insurance and assistance with airfares
- 1 academic year

One scholarship is available for art/music and two for other disciplines, to undertake postgraduate study or attend an art school/conservatory in Switzerland. Applicants will be required to pass a language test in German or French. Applicants must be aged under 35. Applications close early October.

### **The Turkish Government Language & Culture and Higher Education Scholarships (I,L)**

Scholarships are available to high school graduates to undertake study at a Turkish University. Students may be required to undertake a one year Turkish language course before commencement of the degree. The scholarships pay a monthly allowance for the duration of the course. Scholarships are also available to university graduates who would like to attend Turkish Language and Culture Summer Courses conducted by the Turkish Studies Centre. Further information is available from the Embassy of the Republic of Turkey, 60 Mugga Way, Red Hill ACT 2603. Applications close 30 May for Language and Culture Scholarships, and 15 July for Higher Education Scholarships.

### **Yokoyama Scholarship Awards (L)**

Assistance may be available for undergraduate and postgraduate study at a Japanese University.

Information is available from Mr Masao Iwashita, Secretary-General, Yokoyama Scholarship Foundation, 6F Shiozaki Building, 2-7-1 Hirakawacho, Chiyoda-Ku, Tokyo 102 Japan, Tel (813) 3238 2913, Fax (813) 5275 1677.

## **Faculty Travel**

### **Faculty of Commerce and Economics**

#### **The Deutsche Bank / Deutsche Morgan Grenfell Travel Scholarship (L)**

For further information please contact the School of Banking and Finance.

#### **The Michael Page International Scholarship (L)**

- At least \$3,000
- Up to 1 month overseas study experience

The scholarship is available for final year students to undertake research in Marketing, Information Technology or Finance in one of the Michael Page Group's South East Asia offices. Applicants must be final year undergraduate students in Marketing, Information Technology or Finance. The travel must be undertaken in the mid-year semester break of the final year of the program. Selection will be based on academic merit, the reasons for undertaking the travel, demonstrated ability and leadership qualities and potential to contribute to the wider life of the University. Applications close late March.

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## **Vacation Scholarships**

Some Schools offer scholarships for the long vacation period from December to February each year. Students should contact the relevant School office for information.

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## **General**

### **The Australian Kidney Foundation Summer Vacation Scholarships (I,L)**

- Up to \$900
- 6 to 8 weeks

The scholarships are open to undergraduate students who have completed at least one year of full-time study in Medicine or a course related to Biological Science. The proposed research project must be related to the kidney and the urinary tract, and carried out at a university department during the summer vacation period. Applications are available from the Medical Director's Office, Australian Kidney Foundation, GPO Box 9993, Adelaide SA 5001, Tel (08) 8267 4555, Fax (08) 8267 4450, Email: ttaylor@terra.net.au. Applications close 15 September.

### **ANU Summer Research Scholarships (I,L)**

- \$130 per week, plus full board and travel
- 8-12 weeks

Scholarships are offered to undergraduate students for short research projects in Physics, Chemistry, Astronomy, Biological Sciences, Computer Sciences, Engineering, Medical Sciences, Earth Sciences, Pacific and Asian Studies, Social Sciences and Environmental Sciences, at the Institute of Advanced Studies, ANU. Further information and applications are available from Anna Weidemann, Summer Research Scholarship Program, The

Australian National University, Canberra ACT 0200, Tel (02) 6249 3765, Fax (02) 6249 5995, Email: schisec@rsc.anu.edu.au. Applications close late August.

### **Cooperative Research Centre for Food Industry Innovation Vacation Scholarships (I,L)**

- Up to \$2000
- 8 to 12 weeks between November and March

The scholarships are open to final year undergraduate students enrolled in courses in one or more of the following disciplines: biochemistry, biotechnology, bioprocess engineering, chemistry, food science, food technology, immunology, microbiology, or molecular biology. Research projects must be related to one of the research programs of the CRC. Application Kits are available from September, and further information is available from Ms M Romeo, Education Officer, CRC for Food Industry Innovation, c/- Department of Biotechnology, UNSW, Sydney NSW 2052, Tel (02) 9385 1298, Fax (02) 9385 1015, Email: m.romeo@unsw.edu.au. Applications close early October.

### **The CSIRO Division of Marine Research Vacation Scholarships (I,L)**

- Up to \$450 per week plus travel expenses
- 8 weeks between December and February

Applicants must be full-time undergraduate students who have completed not less than three years of their course. Research projects will be undertaken with the CSIRO Division of Marine Research at either Hobart, Cleveland or Marmion. Applications close early September.

### **The CSIRO Vacation Scholarships (I,L)**

- \$420 per week
- 8 to 12 weeks between December and February

The scholarships are open to postgraduate and undergraduate students who have completed no less than three years of a full-time course in Physics, Mathematics, Computer Science, Electrical Engineering, or a closely allied subject. Research projects are carried out under the individual supervision of a research engineer or scientist. Applications are available on the web at [http://www.atnf.csiro.au/educate/summer\\_vacation.html](http://www.atnf.csiro.au/educate/summer_vacation.html). Applications close early August.

### **The Dried Fruits Research and Development Council (DFRDC) Studentships (I,L)**

- Up to \$3,000 for Studentships, up to \$1,000 for Student Awards
- The Studentships assist students to undertake research projects during the summer vacation period. Further information and applications are available from the Executive Officer, Dried Fruits Research and Development Council, Box 1142, Mildura Vic 3502, Tel (050) 221515, Fax (050) 233321. Applications close 15 October.

### **The Heart Foundation Vacation Scholarships**

Scholarships are available during the long vacation period for research projects related to cardiovascular function and disease. Applicants should normally have completed at least two years of an appropriate degree course in the biological sciences. Preference will be given to applicants who have had little or no laboratory experience. Applications close early September.

### **Medical School Vacation Scholarship Scheme - John Flynn Scholarships**

- \$2,500 pa to cover travel, accommodation, mentor's honorarium, host practice costs, student stipend
- Two weeks per year for up to four years

Scholarships are available to undergraduate medical students to take up vacation placements in rural and remote communities, country towns or regional centres. Placements may be with a general practitioner, rural hospital, rural/remote Aboriginal Medical Service, or a combination of these. Further information may be obtained by telephoning 1800 801 454.

### **The National Multiple Sclerosis Society of Australia Summer Vacation Scholarships (L)**

- \$200 per week
- 6 to 8 weeks between November and March

The scholarships are open to undergraduate students completing three or four years of a full-time course leading to an honours degree in medicine, science, or the biological or health sciences. Research projects must be relevant to multiple sclerosis and carried out at a university department during the summer vacation period. Applications close mid-August.

### **The Novo Nordisk Student Research Scholarship (I,L)**

- \$1,000 to \$1,500
- 6 to 9 weeks over the vacation period

The scholarship is available for diabetes-related research at the Department of Endocrinology, Prince of Wales Hospital and is open to students enrolled at any tertiary institution in Australia. Preference will, however, be given to students enrolled in an undergraduate degree in Science or Medicine at UNSW. Selection will be based on interest in research in diabetes mellitus and academic performance. Further information is available from Associate Professor Bernie Tuch, Prince of Wales Hospital, Tel (02) 9382 4814. Applications close 31 October.

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### **Faculty Vacation Scholarships**

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#### **Faculty of Commerce and Economics**

##### **Centre for Applied Economic Research (CAER) Honours Scholarships (I,L)**

- \$3,000
- January-February vacation period

CAER offers scholarships to 4th year economics students to work full-time on their Honours thesis in the vacation period. Students must have a supervisor and an approved topic. Information is available from Professor J.W. Neville, Director CAER, UNSW, Sydney 2052, Tel (02) 9385 3343. Applications close in early December.

## Postgraduate Scholarships

Following are details of scholarships available to postgraduate students at UNSW. The scholarships are listed by Faculty and course (eg scholarships in Science and Technology or Engineering) or whether they are available to undertake travel. If students from more than one Faculty are able to apply the scholarship is listed in the General Scholarships section.

For further information contact:

**The Scholarships and Student Loans Unit**  
**The University of New South Wales**  
**Sydney 2502 Australia**  
**Tel (02) 9385 3100/3101/1462**  
**Fax (02) 9385 3732**  
**Email scholarships@unsw.edu.au**

## General Scholarships

### Main programs of assistance for postgraduate study

#### The Australian Postgraduate Awards (APA) (L,R)

- \$16,135 pa (1999 rate). Other allowances may also be paid.
- Up to 2 years for a Masters by Research, 3 years for a PhD degree. PhD students may apply for up to 6 months extension in certain circumstances

Applicants must have graduated, or be proposing to graduate in the current academic year, with Honours 1 or equivalent. Students with Permanent Resident status should normally have lived in Australia continuously for 12 months. Applications close 29 October.

#### The Australian Development Scholarship (ADS) (I)

- Tuition fees, medical cover, airfare and a stipend.
- Duration of the course

This award is for international students from selected countries only. Information and applications can only be obtained from Australian Diplomatic Posts or Australian Education Centres in the home country. Applications normally close at least 12 months before the year of study.

#### The International Postgraduate Research Scholarships (IPRS) (I,L,R)

- Tuition fees and medical cover only
  - 2 years for a Masters by Research, 3 years for a PhD degree
- Eligibility is confined to postgraduate research students who are Citizens of countries other than Australia or New Zealand. Applications close 30 September.

## Other General Scholarships

#### Indigenous Researchers Development Scheme (L,R)

- At least \$3,000
- Up to 3 years

The Scholarships are awarded to support research projects by Aboriginal and Torres Strait Islander researchers in the biological, mathematical, physical, chemical, engineering, earth and applied sciences and the humanities and social sciences, which are likely to lead to a significant conceptual advance in understanding of a subject or lead to the solution of an important practical problem. Further information and applications are available from the Research Office, UNSW, Tel (02) 9385 1074 or the Research Office Web site: <http://www.ro.unsw.edu.au>. Applications close mid-June.

#### The Anthony Rothe Scholarship (I,L,R)

- \$28,000 pa plus allowances
- Up to 3 years

Applications are open to postgraduate students proposing to undertake a PhD in a field related to the causes, prevention, treatment or cure of leukaemia and allied blood disorders. Information and applications are available from The Secretary, Anthony Rothe Memorial Trust, c/- Brigden & Partners, GPO Box 2564, Sydney NSW 2001. Applications close late August.

#### The Apex Foundation for Research into Intellectual Disability Research Grants (I,L,R)

Grants may be awarded for new or existing research projects in any discipline concerned with the causes, diagnosis, prevention or treatment of intellectual disability and allied conditions. Applications can be obtained from the Hon. Secretary, Apex Foundation for Research into Intellectual Disability Limited, PO Box 311, Mount Evelyn VIC 3796. Applications close late July.

#### The Arthritis Foundation of Australia Research & Professional Education Awards (L,R)

- \$5,000 - \$32,000 pa
- 1 to 3 years

Scholarships, fellowships and grants are available to support research projects into arthritis, osteoporosis and other musculoskeletal disorders. Applicants must be enrolled in studies leading to a Masters by Research or PhD. Further information and applications are available from The Arthritis Foundation of Australia, GPO Box 121, Sydney NSW 2001, Tel (02) 9552 6085, Fax (02) 9552 6078. Applications close early June.

#### The Asthma Foundation of New South Wales Research Scholarships (I,L,R)

- To be determined
- 1 to 3 years

The scholarships are available for research into asthma including the basic medical services or clinical and psychological investigations. Further information is available from The Asthma Foundation of NSW, Unit 1 "Garden Mews", 82-86 Pacific Highway, St Leonards NSW 2065. Applications close in early August.

#### The Australian Brewers Foundation Alcohol Related Medical Research Postgraduate Scholarships (I,L,R)

- Similar to the NHMRC (see NHMRC entry)
- 1 year

Similar to the NHMRC. The scholarships are available to support research into the medical, social and public health aspects of moderate, hazardous or harmful alcohol consumption. Information and applications are available from ABF-Medical Research Advisory Committee, Tel (02) 9552 6688, Fax (02) 9552 1369. Applications close mid-September.

**The Australian Coral Reef Society (ACRS) Inc Student Grants (I,L,R,C)**

- \$1,000 (plus \$1,500 Walker prize for the best proposal)

The grant is open to students who are enrolled at an Australian University in a PhD or MSc involving research on coral reefs. Recipients must be a member of, or willing to join the ACRS. Applications normally close late November.

**Australian Food Industry Science Centre (AFISC) Scholarships (I,L,R)**

- \$25,000 pa plus allowances
- Up to 2 years for a Masters by Research, 3 years for a PhD

It is expected that applicants will be of Honours 1 or high 2A standard or equivalent. Graduates from non-food technology disciplines, such as engineering, mathematics and physics, are also encouraged to apply. Further information and applications are available from AFISC, Private Bag 16, Sneydes Road, Werribee VIC 3030, Tel (03) 9742 0111. Applications close early November.

**The Australian Federation of University Women (I,L,R,C)**

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 the Australian Federation of University Women Inc, 215 Clarence Street, Sydney NSW 2000, Tel (02) 9299 9888.

**The Australian Institute of Nuclear Science and Engineering (AINSE) Postgraduate Research Awards (I,L,R)**

- \$7,500 supplement to an APA or equivalent scholarship and \$5,500 pa for facility costs plus allowances
- Up to 3 years

The Institute offers awards for postgraduate students whose research projects are associated with nuclear science or its applications. Applicants must be eligible for an APA or equivalent scholarship after having completed a Bachelor of Engineering or Bachelor of Science with Honours. At least one month per year must be spent at the Institute at Lucas Heights, NSW. Applications close early December.

**The Australian Kidney Foundation Grants and Scholarships (I,L,R)**

The AKF supports research into the causes, prevention and treatment of disorders of the kidneys and urinary tract. Programs include Medical Research Seeding Grants, Medical Research Equipment Grants, Biomedical Research Scholarships and Summer Vacation Scholarships. Applications are available from the Medical Director's Office, Australian Kidney Foundation, GPO Box 9993, Adelaide SA 5001, Tel (08) 8267 4555, Fax (08) 8267 4450, Email: ttaylor@terra.net.au. Applications close 30 June.

**The Australian and New Zealand Council for the Care of Animals in Research and Teaching (ANZCCART) Student Award (I,L,R,C)**

- \$1,000 for attendance at the annual conference

Applicants can be postgraduate students from any discipline. The award provides assistance for a student to attend the annual conference. Applications are available from ANZCCART, PO Box 19, Glen Osmond, SA, 5064, Tel (08) 303 7325. Applications close in July.

**The Australian Pain Relief Association and Australian Pain Society PhD Scholarship (L,R)**

- \$16,750 pa plus allowances
- Up to 3 years subject to satisfactory progress

Applicants must hold an Honours 1 degree and be proposing to undertake a PhD in the mechanism, diagnosis, treatment or epidemiological features of acute or chronic (including cancer) pain. Further information and applications are available from the Australian Pain Society Secretariat, PO Box 629, Willoughby NSW 2068, Tel (02) 9439 6744. The award is offered bi-annually. Applications close early November.

**The Australian Society for Microbiology (L,R,C)**

- \$100 - \$10,000

The Australian Society for Microbiology (ASM) provides prizes and awards, for study, research and projects related to Microbiology. More information can be obtained from the ASM National Office, Unit 23/20 Commercial Rd, Melbourne VIC 3004, Tel (03) 9867 8699, Fax (03) 9867 8699.

**The Australian Spinal Research Foundation Postgraduate Research Awards (I,L,R)**

- Equivalent to Australian Postgraduate Award (see APA entry under General)
- Up to 2 years for a Masters by Research or 3 years for a PhD degree

Applicants must be undertaking a Masters by Research or PhD in an area designed to contribute to an understanding of the anatomical and physiological mechanisms underlying chiropractic care or the clinical efficiency of chiropractic care and management procedures. Information and applications are available from the Australian Spinal Research Foundation, PO Box 1047, Springwood Qld 4127, Tel (07) 3808 4098, Fax (07) 3808 8109, Email: t.flack@qut.edu.au. Applications close mid-October.

**The Captain Reg Saunders Scholarship (L,R,C)**

- \$3,000
- Up to 4 years

Applicants must be Aboriginals or Torres Strait Islanders eligible to commence a university degree in the area of psychology, nursing, applied science, social work or education. Further information and applications are available from the Aboriginal Education Program, UNSW, Tel (02) 9385 3805.

**The Community Health and Anti-Tuberculosis Association - The Harry Windsor Biomedical and Medical Research Scholarship (L,R)**

- \$23,997 pa (Medical postgraduates), \$16,135 (Biomedical Science graduates) plus allowances
- Up to 3 years

Applicants must be proposing to undertake full-time postgraduate medical research in the areas of tuberculosis, respiratory disease (particularly community aspects) or the health of disadvantaged people. Only original application forms will be accepted and are available from The Executive Officer, Community Health and Anti-Tuberculosis Association, PO Box 200, Rose Bay, NSW 2029, Fax (02) 9371 9768. Applications close 1 August.

**The Cooperative Research Centre for Eye Research and Technology (CRCERT) Postgraduate Research Scholarship (I,L,R)**

- \$15,321 - \$19,827 pa (depending on the type of research)
- 3 years

The scholarship is available for full-time PhD studies in subjects such as optometry, microbiology, biochemistry, optics, materials

science, polymer chemistry and immunology. For information about application procedures applicants should initially contact Dr Mark Wilcox, CRCERT, University of New South Wales, Sydney 2052, Tel (02) 9385 0222.

#### **The Clean Air Society of Australia and New Zealand Inc Postgraduate Research Award (I,L,R,C)**

- \$5,000 pa
- 1 year, with a possible 1 year extension

The scholarship is open to students enrolled in a Masters degree program with a significant research component connected with air quality. Applications close early February.

#### **The CSIRO Division of Fisheries Supplementary PhD Awards (L,R)**

- \$10,000 pa
- Up to 3 years

This scholarship is a supplement to any primary scholarship (eg APA) for PhD study in marine studies, environmental studies, zoology, botany, broadly-based life sciences, economics and mathematics. Applications close early March.

#### **The Dairy Research and Development Corporation (DRDC) Postgraduate Scholarships and Study Awards (L,R)**

Awards to undertake full-time postgraduate research degrees are available in a wide range of disciplines including dairy manufacturing, farm research, economics and marketing, and agricultural extension. New and experienced applicants are welcome to apply. Guidelines and applications are available from the Scholarships and Student Loans Unit or DRDC, Level 3, 84 William Street, Melbourne VIC 3000, Tel (03) 9602 5300. Applications close 31 October.

#### **The Forest and Wood Products Research and Development Corporation (FWPRDC) Scholarships (L,R)**

- Up to \$25,000 pa
- Up to 3 years

The scholarships are open to students undertaking a postgraduate research degree at an Australian University. Selection is based on academic merit and the relevance of the project to FWPRDC Programs. Further information and applications are available from the Executive Director, FWPRDC, PO Box 157, Bond University Qld 4229, Fax (07) 5578 7911. Applications close early October.

#### **The Garnett Passe and Rodney Williams Memorial Foundation Research Scholarships in Otolaryngology (I,L,R)**

- \$15,364 pa for science graduates, \$22,850 pa for medical graduates, plus allowances
- 3 years

The scholarships are available to medical or science graduates for research in Otolaryngology or in related fields of biomedical science. Applicants must be enrolled in a postgraduate degree in Australia or New Zealand. Information and applications are available from the Garnett Passe and Rodney Williams Memorial Foundation, Pelham House, 165 Bouverie St, Carlton VIC 3053, Tel (03) 9349 2622, Fax (03) 9349 2615. Applications normally close in August.

#### **The Gerontology Foundation Grant-In-Aid (I,L,R,C)**

- Up to \$5,000 for a specific research project

Grants-In-Aid are awarded to students who have not had their work published in a refereed journal and who have not won any research grants in open competition. The grant supports a proposed scientific investigation topic specified by the Foundation. Information and

applications are available from The Executive Officer, Gerontology Foundation of Australia Inc, PO Box 199, Annandale NSW 2038. Applications normally close late July.

#### **The Gowrie Scholarship Trust Fund (L,R)**

- \$4,000 pa
- 2 years

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. Tenable at tertiary institutions in Australia and overseas. Applications close early October.

#### **The Grains Research and Development Corporation (GRDC) Junior Research Fellowship (L,R)**

- \$21,000 pa plus up to \$3,000 to the supporting institution, some conference/workshop attendance allowances
- Up to 3 years

Applicants must be undertaking full-time PhD studies in fields of high priority to the grains industry. Applications close mid-October.

#### **The Great Barrier Reef Marine Park Authority Research Support (I,L,R)**

- \$1,500

Applicants must be undertaking a full-time 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 mid-December.

#### **The Harold G. Conde Memorial Fellowship (L,R,C)**

- \$5,000 pa subject to the availability of funds
- Up to 3 years

Applicants should be honours graduates. The Fellowship is a supplementary award to be held in conjunction with another scholarship and is for postgraduate study or research in a field related to the electricity industry. Applications close early April.

#### **The Julian Small Foundation Annual Research Grant (I,L,R)**

- Up to \$5,000

Applications are open to postgraduate and undergraduate students undertaking research and involved in the study of law, or industrial relations. Selection will be based on a research proposal which outlines how the research will advance thinking and practice in the area of employment law and industrial relations in Australia. Applications close mid-August.

#### **The June Opie Fellowship (I,L,R,C)**

- NZD\$12,000
- 1 year

The award is administered by the University of Auckland and is available to Citizens and Permanent Residents of Australia, Canada and New Zealand, and is designed as an incentive for students of high academic achievement who have a severe disability. It is primarily intended for those who plan to undertake postgraduate study with a view to preparing themselves for a role in the professions, in politics or more particularly in university teaching and research and who have disability issues as a continuing interest. Applications close with the University of Auckland in late October.

### **Land and Water Resources Research and Development Corporation (LWRRDC) Postgraduate Research Scholarships (L,R)**

- \$20,000 pa plus \$5,000 for operating expenses
- 2 years for Masters, 3 years for a PhD degree

General Research Scholarships are available for research that will lead to better management, sustainable use and conservation of land, water and vegetation resources in Australia. Irrigation Research Scholarships are specifically for research that will lead to better management, sustainable use and conservation of natural resources in Australia. Applications are available from the Scholarships and Student Loans Unit or LWRRDC, GPO Box 2182, Canberra ACT 2601, Tel (02) 62573379. Applications close early October.

### **The Lionel Murphy Postgraduate Scholarship (L,R,C)**

- \$15,000 pa for study in Australia, up to \$30,000 for study overseas
- 1 year

Applicants must be intending to undertake a postgraduate degree in Law, Science, Legal Studies or other appropriate discipline. Preference will be given to applicants who propose to study the law and legal system in a social context, science/law or international law. Information and application forms are available from the Lionel Murphy Foundation, GPO Box 4545, Sydney NSW 2001, Tel (02) 9223 5151, Fax (02) 9223 5267. Applications close mid-September.

### **The MBF Health Research Awards- Postgraduate Research Scholarships**

- Similar to NHMRC guidelines

The scholarships are open to students undertaking an MD or PhD in the areas of preventative health care, disease/drug management, evaluation of health care delivery outcomes, health policy evaluation and public health promotion/communication. Applications are available from The Executive Assistant, Research Team, Medical Benefits Fund of Australia Ltd, 97-99 Bathurst St, Sydney NSW 2000. Tel (02) 9323 9158. Fax (02) 9323 9168. Applications close late February.

### **The Meat and Livestock Australia (MLA) Studentships and Junior Research Fellowships (L,R,C)**

- \$15,888 pa for study in a Masters or Diploma, \$20,000 for a PhD in Australia or US\$17,500 for study overseas, plus airfares, insurance and allowances
- 2 years for Studentships (Masters or Diploma), 3 years for Junior Research Fellowships (PhD)

Applicants should be proposing to undertake research in disciplines relevant to the Australian meat and livestock industry. Applications close late September.

### **The Menzies Research Scholarship in Allied Health Sciences (L,R)**

- Up to \$24,000 pa
- 2 years

The scholarship is awarded to stimulate research in the non-medical allied health disciplines. Applicants should be full-time students, who have completed the first stage of a PhD program. Applications are available from The Menzies Foundation, 210 Clarendon St, East Melbourne VIC 3002. Fax (03) 9417 7049. Applications close late June.

### **The Minerals Council of Australia Student Research Award (I,L,R)**

- \$500 plus travel and accommodation for the Environmental Workshop

The award is open to scholars who have completed or are undertaking postgraduate studies, and is aimed at encouraging excellence in student research and communication in the field of environmental management in mining. The award will be judged on a paper written for and presented at the Minerals Council of Australia's Environmental Workshop. Nominations close early May.

### **The National Health and Medical Research Council (NHMRC) Training Scholarship for Aboriginal Health Research (L,R)**

- \$16,135 - \$23,997 pa (depending on qualifications)
- Up to 3 years

Applicants must be undertaking an undergraduate or postgraduate degree which includes, or leads to, research relevant to Aboriginal health. Applications will be assessed in terms of previous qualifications and experience. Consideration will be given to prior knowledge and experience of Aboriginal culture and health. Applications close early August.

### **The National Health and Medical Research Council (NHMRC) Dora Lush Biomedical Postgraduate Scholarships (L,R)**

- \$16,135 pa, \$20,997 for HIV/AIDS research, \$17,888 for special initiative scholars, plus allowances
- Up to 3 years

Applicants must have completed a Science degree with Honours, or equivalent, at the time of submission of the application. Current APA holders or students enrolled in the final year of an Honours degree at the time of application are not eligible. Applications close early August.

### **The National Health and Medical Research Council (NHMRC) Medical and Dental Postgraduate Scholarships (L,R)**

- \$23,997 pa plus allowances
- Up to 3 years

The scholarships are open to medical and dental graduates to undertake full-time research. Applications are particularly encouraged for research in the following special initiative areas: Aboriginal health and disease, prostate cancer, alcohol and substance abuse, nursing and allied health services, dementia, schizophrenia, injury and HIV/AIDS. Applications close early August.

### **The National Health and Medical Research Council (NHMRC) Public Health Postgraduate Scholarships (L,R)**

- \$23,997 pa (medical/dental graduates), \$16,135 pa (other graduates), \$20,822 pa for HIV/AIDS research, \$17,888 pa for special incentive scholars, plus allowances
- Up to 3 years

The scholarships are open to medical/dental or health related graduates to obtain training in public health research. Applications are particularly encouraged for research in the following special initiative areas: Aboriginal health and disease, prostate cancer, alcohol and substance abuse, nursing and allied health services, dementia, schizophrenia, injury and HIV/AIDS. Applications close early August.

### **The National Heart Foundation of Australia Postgraduate Medical and Science Research Scholarships (L,R)**

- \$17,637 pa (science), \$23,257 pa (medical) plus \$1,200 departmental allowance
- Up to 3 years subject to satisfactory progress

Scholarships are available to science or medical graduates for research in cardiovascular function, disease or related problems. Applicants must usually reside in Australia. Further information and applications are available from the Medical Director, National Heart Foundation, PO Box 2, Woden ACT 2606. Medical applications close in May and Science applications close in October.

### **The National Tertiary Education Union (NTEU) Scholarship for the Study of Industrial Relations and Unionism in Australian Tertiary Education (I,L,R)**

- \$5,000 pa
- Up to 3 years

Applicants must have made or intend to make an application for candidacy for a Masters by Research or PhD in a topic which covers some aspect of industrial relations, policy issues and/or unionism related to Australian tertiary education. Further information is available from NTEU, PO Box 1323, South Melbourne VIC 3205, Tel (03) 9254 1910. Applications close early November.

### **The National Multiple Sclerosis Society of Australia Postgraduate Research Scholarships (L,R)**

- Same as NHMRC scholarship stipends for medical and biomedical graduates
- Up to 2 years

Scholarships are available to medical graduates (or to appropriately qualified science graduates or health professionals) enrolled in a postgraduate research degree. Applications close mid-July.

### **The NSW Ministry for the Arts Scholarships (L)**

- \$5,000 - \$25,000 (depending on the award)

The NSW Government offers a number of scholarships and awards to writers, artists and scholars living in NSW. Further information is available from the New South Wales Ministry for the Arts, GPO Box 5341, Sydney NSW 2000, Tel (02) 9228 3533, Fax (02) 9228 4722.

### **The Pig Research and Development Corporation (PRDC) Postgraduate Top-Up Scholarships (L,R)**

- Up to a maximum of \$21,000 as a supplement to other scholarships, plus allowances

Applicants must be eligible for another scholarship and be undertaking research relevant to increasing the competitiveness of the Australian pig industry. Applications close mid-December.

### **The Postgraduate Equity Scholarships (L,C)**

- Substitution of HECS for tuition fees
- Duration of the course if eligibility criteria continue to be satisfied

These scholarships allow postgraduate students enrolled in full-fee courses to pay HECS for their course rather than course fees. Students granted the scholarship must still pay Student Activity Fees. Students who have previously completed a postgraduate course in Australia at the same or higher level are not eligible. Applications for Session One close 30 January. Applications for Session Two close 15 July.

### **Financial Need HECS Substitution Scholarships**

Applicants must be in receipt of a full allowance from the Department of Social Security (DSS), Department of Veteran Affairs, or AUSTUDY.

### **HECS Substitution for Scholarships for Women**

A limited number of scholarships are provided to women enrolling in postgraduate courses after a period of absence from study and/or employment who are seeking to extend their professional experience in order to re-enter the workforce. Preference will be given to women enrolling in courses which have a low female enrolment. Selection will take into account the applicant's academic merit, her personal statement, including details of a well-planned future career path, and referee's support. The scholarship is tenable for the duration of the course.

### **The Re-Entry Scholarship for Women (I,L,R,C)**

- \$16,135 pa (equivalent to the Australian Postgraduate Award)
- 1 year

Applicants must be women who have been out of full-time paid professional employment for a period of time and who wish to take up or resume a full-time research or coursework program of postgraduate study. Priority will be given to applicants wishing to update their research skills or to those who wish to gain further experience in order to return to employment in industry, business or education. Applicants must be able to demonstrate a well-planned career path. A letter of application and curriculum vitae should be forwarded to the Scholarships and Student Loans Unit, UNSW. Applications close 31 October.

### **The River Basin Management Society Ernest Jackson Memorial Research Grants (I,L,R)**

- Up to \$2,000

The scholarship assists PhD and Masters students undertaking research in the field of river basin management. PhD, Masters and 4<sup>th</sup> year Honours students are encouraged to apply. Further information is available from RBMS, PO Box 113, Forest Hill Vic 3131, Tel (03) 9816 6896. Applications close in April.

### **The Ronald Henderson Postgraduate Scholarships (L,R)**

- \$5,000 pa as a supplement to an APA
- Up to 2 years for Masters by Research, 3 years for a PhD

The scholarships are open to graduates who intend to commence Masters or PhD studies in social economics, and who obtain an APA or equivalent university postgraduate award. Applicants may be proposing study in qualifications in economics, commerce or arts. Information and applications are available from the Ronald Henderson Research Foundation, 5th Floor, 165 Flinders Lane, Melbourne VIC 3000, Tel (03) 9654 8299, Fax (03) 9650 7501, Email: lance@creativeaccess.com.au. Applications close in late October.

### **The RSPCA Alan White Scholarship (I,L,R)**

- \$2,500

Applicants should be undertaking original research to improve the understanding and welfare of animals. Applicants must have a sound academic record and demonstrate a major commitment animal welfare issues. A letter of application including two referees and academic transcripts, should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600, Tel (02) 62311437. Applications close mid-March.

### **The Rural Allied Health Placement Grants (L,R)**

- Up to \$500

Grants are available to students undertaking a postgraduate course in dietetics or psychology (Masters). Applications are available from the NSW Health Rural Health Support Unit, Tel (02) 6640 2302, Fax (02) 6640 2499, Email: rhusu@nor.com.au, web: www.nor.com.au/community/rhsu. Session One applications close 15 May. Session Two closing dates are available in August.

**The Rural Allied Health Scholarships (L)**

- \$5,750

Scholarships are available to students in any year of a postgraduate course in dietetics or psychology (Masters). Applications are available from the NSW Health Rural Health Support Unit, Tel (02) 6640 2302, Fax (02) 6640 2499, Email: rhus@nor.com.au, web: www.nor.com.au/community/rhus. Applications close late September.

**The Rural Industries Research and Development Corporation (RIRDC) Postgraduate Scholarships (L,R)**

- \$21,500 pa plus \$3,500 to the host institution
- Up to 3 years

The scholarships are available for postgraduate study in rural research and development in areas of interest to the Corporation. Applicants must hold an Honours 1 or 2/1 degree in an appropriate discipline. Applications from mature age students with rural industry experience are particularly encouraged. Applications close in early November.

**The Social Policy Research Centre (SPRC) Postgraduate Research Scholarship (L,R)**

- \$16,135 pa (equivalent to the APA), plus allowances
- 3 years for a PhD

Applicants should hold a Bachelors Degree with at least Honours 2/1 in any of the fields of study relevant to social policy. The successful candidate will be enrolled in a relevant School of the University but will undertake research at the Centre. Prospective applicants must contact the School in which they wish to enrol. Application packages are available from the Administrator, Social Policy Research Centre, UNSW, Tel (02) 9385 3833. Applications close late November.

**The State Librarian's Metcalfe Scholarship at UNSW (L,R,C)**

- At least \$2,000

The scholarship is open to suitably qualified applicants to undertake a Masters or PhD in the areas of librarianship, marketing or technology. Selection will be based on academic merit, the outline for the proposed area of study and demonstrated interest in librarianship. Applications normally close 30 November.

**The Sugar Research and Development Corporation (SRDC) Postgraduate Scholarships (L,R)**

- \$22,000 pa plus \$3,000 to the host institution
- Up to 3 years

The scholarships are available to foster research in disciplines compatible with the SRDC's research priorities. Applicants should hold an Honours degree or equivalent and have a strong motivation to make a professional career in the sugar industry. Further information and applications are available from the Executive Director, Sugar Research and Development Corporation, PO Box 12050, Brisbane Elizabeth St Old 4002, Tel (07) 3210 0495, Fax (07) 3210 0506. Applications close mid-September.

**The Sydney Gay and Lesbian Business Association Scholarship (L, R, C)**

- \$1,500
- 1 year

The scholarship is provided to encourage the participation of gay men and lesbians in business and management careers. Scholarships are available to full-time students in Commerce or the AGSM. Applicants must be gay or lesbian. Applications normally close 15 April.

**The Telstra Research Laboratories Postgraduate Research Fellowship (L,R)**

University departments may apply for the Fellowships for one or more of their PhD students who are undertaking research relevant to the telecommunications industry in the fields of electrical engineering, computer science, science, psychology, social science or economics or other appropriate course. Further information is available from the Fellowship Applications Officer, Telstra Research Laboratories, Box 249, Rosebank MDC, Clayton VIC 3169. Email: c.zaman@trt.telstra.com.au. Applications close late September.

**The Ukrainian Studies Foundation of Australia Endowed Scholarship (I,L)**

- \$1,000 in 2000, \$1,500 from 2001
- 1 year only

The Scholarship is available to students undertaking, or proposing to undertake, postgraduate or honours level studies at UNSW on a Ukrainian topic/theme, or comparative Ukrainian/Australian topic/theme. Selection will be based on academic merit and the reasons for undertaking the current and/or proposed studies. Applications will normally close on January 31.

**United Uranium Trust Fund Scholarship**

This Scholarship is available for the study of nuclear science and technology at the Australian Nuclear Science and Technology Organisation (ANSTO) or other designated institution. Applicants must be under 40 years of age. Further information and applications are available from ANSTO on telephone (02) 9543 3111.

**VSDC Deafness Projects (L)**

Tertiary Education Scholarships may be awarded to deaf students undertaking tertiary courses related to deafness, deaf education, or fields which will advance the interests of deaf people. Applicants must be Permanent Residents of Australia. Further information is available from the VSDC-SerVices for Deaf Children, PO Box 6466, St Kilda Rd Central, Melbourne Vic 3004. Applications close mid-May.

**The Wenkart Foundation Grants (L,R)**

- Up to \$22,000 pa
- 2 years with the possibility of renewal

Applicants must be undertaking full-time research in clinical, biomedical or health related clinical sciences. The grants will not be available again until the 1999 academic year. Applications close mid-May.

**The Zonta International Amelia Earhart Awards (I,L,R)**

- US\$6,000
- 1 year

Applicants must be women who have completed one year graduate study in an aero-space related science or engineering degree. Further information and applications are available from Zonta International, 557 West Randolph St, Chicago, Illinois 60661-2206, USA, Tel +1 312 930 5848, Fax +1 312 930 0951. Applications close early November.

## Faculty Scholarships

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### Faculty of Commerce and Economics

#### The Dean's PhD Scholarship (I,L,R)

- Up to the maximum level allowable for supplementary scholarships under the Australian Postgraduate Award conditions (see APA entry under General)
- Up to 3 years

Applicants must be proposing to undertake full-time PhD study. The award is prestigious and applicants must have Honours 1 (or equivalent). Information is available from the Office of the Associate Dean (Research), Faculty of Commerce and Economics, Tel (02) 9385 3167. Applications close early December.

#### The Faculty of Commerce Postgraduate Research Scholarship (I,L,R)

- Equivalent to the Australian Postgraduate Award (see APA entry under General)
- 2 years for a Masters by Research and 3 years for a PhD degree

The scholarships are available to students undertaking full-time study in a Masters by Research or PhD in any school or department of the Faculty of Commerce and Economics. The awards are prestigious and applicants must have Honours 1 or equivalent in order to be considered. Information is available from the Office of the Associate Dean (Research), Faculty of Commerce and Economics, Tel (02) 9385 3167. Applications close early December.

#### The Joseph Barling Fellowship (I,L,C)

- Not less than \$7,000 a year
- 1 year, with a possible one year extension

Applicants should hold an electrical engineering qualification from UNSW and be proposing to undertake the full-time Master of Business Administration course at the AGSM or other like full-time postgraduate course offered by UNSW. Where there are no suitable electrical engineering applicants the selection committee may consider graduates from other fields of engineering. The Fellowship is expected to be offered again in the 2000 academic year.

### Information Management Programs

#### The John Metcalfe Scholarship (I,L,R,C)

- Up to \$2,000
- 1 year

Applicants must be enrolled in one of the postgraduate programs in information management of the School of Information Systems Technology and Management. Applications close mid-February. For further information contact the Head of School on 9385 4413

#### The Libraries Board of South Australia-Aboriginal and Torres Strait Islander Scholarship

- \$2,000

The scholarship is available to Aboriginal or Torres Straight Islander students, preferably from South Australia, who are undertaking or completing formal studies in Librarianship or as a Library Technician and who have a demonstrated level of distinction in study. Candidates must be nominated by their Course Co-ordinator. Information and applications are available from the Aboriginal Project Officer, State Library of South Australia, GPO Box 419, Adelaide SA 5001, Tel (08) 8207 7299.

## The UNSW Press Allan Horton Scholarship

- \$1,000

The Scholarship is provided to assist the advancement of Aboriginal and Torres Strait Islanders in the professions of Information and Library Management and related professions. Applications will normally close 30<sup>th</sup> November. For further information contact the Associate Head of School on 9385-7134.

## Travel Scholarships

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Students in receipt of postgraduate scholarships not listed below may, if the scholarships conditions allow, spend a period of time overseas undertaking research relevant to their Australian qualification.

## General Travel

#### AAUW Educational Foundation Awards (I,L,R,C)

The American Association of University Women (AAUW) offers a range of scholarships and fellowships for full-time study in the United States. Additional information may be obtained from the Association's website: <http://www.aauw.org>

#### AAUW Educational Foundation International Fellowships (I,L,R,C)

- US\$16,000
- 1 year

The American Association of University Women (AAUW) offers Fellowships for full-time postgraduate study or research in the United States for one academic year. Applicants must be females who have earned the equivalent of a United States Bachelor's degree and who are not US Citizens or Permanent Residents. Applicants can be preparing to undertake study in a broad range of disciplines including arts and humanities, physical and biological sciences, social sciences, law, economics, political sciences, or studies important to changing the lives of women and girls. International fellows can also qualify for a supplemental grant (US\$5,000-\$7,000) to support a community action project designed to improve the lives of women and girls for study in the fellow's home country in the year immediately following the fellowship year. Application packs are available from the AAUW Educational Foundation, Customer Centre, Dept 141, N. Dodge St, Iowa City, IA 52243-4030 USA. Applications close mid-January for the Fellowship year commencing in July.

#### The ACSANZ Postgraduate Awards for Canadian Studies (I,L,R)

- Up to \$2,800 towards a research trip to Canada

The Association for Canadian Studies in Australia and New Zealand will offer grants to postgraduate students wishing to undertake a short research trip to Canada. Applicants must be enrolled in a Masters or Doctoral degree at an Australian or New Zealand university. Grants will be for research into all areas of academic enquiry that have a distinctly Canadian orientation, for example in the humanities, social and political sciences and some branches of the health and environmental sciences. Information and applications are available from the Academic Relations Officer, Canadian High Commission, Commonwealth Avenue, Canberra, ACT 2600, Tel (02) 6273 3844, Fax (02) 6270 4083, Email: [co.cnbra@cnbra01.x400.gc.ca](mailto:co.cnbra@cnbra01.x400.gc.ca). Applications close late September.

**The Asian Studies Library Awards (ASLA) (L,R)**

- \$250 to \$800 in a lump sum

Applicants must be undertaking a Masters by Research or PhD. The award provides a contribution towards the travel costs to centres with Asian collections to undertake library research. Further information and application forms are available from the Project Co-ordinator, Asian Studies Library Awards, Collection Management Division, Library ANU, Canberra ACT 2600. Applications close mid-June.

**The Association of International Education Japan (AIEJ) Short-Term Student Exchange Promotion Program (Inbound) Scholarships (I,L,R,C)**

- 50,000 yen (settling-in allowance), 80,000 yen per month, plus airfare
- Six months to one year

Applicants must be accepted by a Japanese University under a student exchange program agreement with UNSW. Students must initially apply directly to a Japanese University through the International Student Centre at UNSW. The Japanese host university will recommend candidates to AIEJ and students must apply as directed by the host university. Applications close in February, May and September each year.

**The Association of International Education Japan (AIEJ) Short-Term Student Exchange Promotion Program (Inbound) Peace and Friendship Scholarships (I,L,R,C)**

- 50,000 yen (settling-in allowance), 100,000 yen per month, plus airfare
- Ten months to one year

Applicants must be accepted by a Japanese University under a student exchange program agreement with UNSW. Students must initially apply directly to a Japanese University through the International Student Centre at UNSW. The Japanese host university will recommend candidates to AIEJ and students must apply as directed by the host university. Applications close in February, May and September each year.

**Association of University Women Educational Foundation-Charles & June Ross International Fellowship (L,R,C)**

- US\$15,400
- 1 year

The fellowship is available to Australian women who have graduated from an Australian University and who are proposing to undertake one year of full-time postgraduate study or research in the United States. Applicants must be members of the Australian Federation of University Women or AAUW and intend to return to Australia to pursue their professional career. Information and applications are available only from AAUW Educational Foundation, PO Box 4030, Iowa City, Iowa 52243-4030, USA, Tel +1 319 337 1716, Fax +1 319 337 2201. Applications close late November.

**The AT&T Leadership Award (I,L,R,C)**

- US\$5,000

The award is open to students who will be commencing full-time undergraduate or postgraduate study in the United States between January and September the year of application. The scholarship is open to students from the following Asia/Pacific countries: Australia, China, Hong Kong, India, Indonesia, Japan, Republic of Korea, Malaysia, Philippines, Singapore, Taiwan and Thailand. Information and applications are available from the U.S. Consulate General, USIS, Level 59 MLC Centre, 19-20 Martin Place, Sydney NSW 2000, Tel (02) 9662 3016. Applications close 15 September.

**The Australian Academy of Science International Exchange Programs (L,R)**

The Academy administers exchange programs which support collaborative research between professional Australian scientists and technologists with countries such as the UK, France, Germany, Taiwan, China, Korea and Japan. The programs provide funds for living and travelling costs. Applicants must be Australian citizens who hold a PhD degree or equivalent. Information is available from International Programs, The Australian Academy of Science, fax (02) 6257 4620, Email: [s@science.org.au](mailto:s@science.org.au), web site: <http://www.science.org.au/internat/exchange/contscix.htm>.

**The Australia-Korea Foundation Awards (L,R,C)**

The AKF provides assistance to Korean language graduates who will be undertaking teacher training in the Korean language, or for work-experience programs. Information and applications are available from the Programs Co-ordinator, National Korean Studies Centre, PO Box 218, Hawthorn Vic 3122. Email: [nksc@swin.edu.au](mailto:nksc@swin.edu.au).

**The Australian Bicentennial Scholarships and Fellowships Scheme (L,R,C)**

- 4,000 pounds sterling
- At least 3 months

Awards are available for study or research in the United Kingdom in any discipline, where it can be demonstrated that there is an advantage to be gained from a period of study in the U.K. Applicants must be enrolled as postgraduate students at an Australian higher education institution and who are usually resident in Australia. Applications are available from the Secretary, Sir Robert Menzies Centre for Australian Studies, University of London, 28 Russell Square, London, WC1B 5DS, UK, Tel +44 171 580 5876, Fax +44 171 580 9627, Email: [mcintyre@sas.ac.uk](mailto:mcintyre@sas.ac.uk). Applications close early November.

**The Australian Federation of University Women (AFUW) (I,L,R,C)**

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 the Australian Federation of University Women Inc, 215 Clarence Street, Sydney NSW 2000, Tel (02) 9299 9888.

**The British Aerospace Australia Chevening Scholarship (L,R,C)**

- Tuition fees, maintenance allowance, airfare
- 1 year

The scholarship is available for study in an approved, one-year MSc course in aerospace engineering at a British university. Applicants must hold, or expect to complete before October, an Honours 1 or 2.1 degree. Application forms are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel (02) 9326 2022, Fax (02) 9327 4868. Applications close late October.

**The British Chevening Scholarships (L,R,C)**

- Tuition fees, maintenance allowance and return airfare
- 3 months to 1 year

The awards are intended for outstanding graduates and young professionals with the potential to rise to senior positions in the private or public sectors and will contribute to Australian-British relations and understanding. The awards are tenable for postgraduate study at British universities. Application forms are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel (02) 9326 2022, Fax (02) 9327 4868. Applications close in October.

### **British Council Postgraduate Bursaries (L,R)**

- Return economy airfare plus monthly stipend of 450 pounds
- 3 months

The scholarships are available for students enrolled in a full-time PhD who are proposing to spend three months at a British University or similar institution to take advantage of British expertise, equipment or data. Applications should be received by the British Council a minimum of 6 months prior to departure. Further information and applications are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel 9326 2022, Fax 9327 4868.

### **The Cambridge Commonwealth Trust Scholarships (L,R,C)**

The Cambridge Commonwealth Trust administers several scholarships for Australian Citizens to undertake postgraduate study at the University of Cambridge. Scholarship application forms should be requested from the University of Cambridge when applying for admission. Admission forms and copies of the Graduate Studies Prospectus are available from The Board of Graduate Studies, 4 Mill Lane, Cambridge CB2 1RZ, United Kingdom. By submitting one Scholarship Application Form, applicants will be considered for all the Trust's scholarships for which they are eligible. Information on how to apply is available from the Honorary Secretary, Australian Committee of the Cambridge Australia Trust, GPO Box 93, Canberra ACT 2601, Tel (02) 6248 7744, Fax (02) 6248 6287. Applications for admission to Cambridge close 31 January and scholarship applications close 30 April in the following year.

### **The Cancer Research Fellowship Programme (I,L,R)**

- Travel expenses and living allowances
- 1 year

Applicants should be engaged in research in medicine or the allied sciences and intending to pursue a career in cancer research. The awards are tenable at the International Agency for Research on Cancer in France, or any other suitable institution abroad. Areas of research include epidemiology, biostatistics, environmental and viral carcinogenesis and mechanisms of carcinogenesis. Applications are available from the International Agency for Research on Cancer, 150 cours Albert-Thomas, 69372 Lyon Cedex 08, France, tel 72 73 84 85, Fax 72 73 85 75. Applications normally close in December.

### **Churchill Fellowships (L)**

- Tuition, travel and living allowances

Churchill Fellowships provide financial support for Australian Citizens to undertake study, training or projects overseas. Fellowships will not normally be awarded for higher academic or formal qualifications however. Applicants must be over 18 years of age. Further information and applications are available from the Chief Executive Officer, The Winston Churchill Memorial Trust, 218 Northbourne Ave, Braddon ACT 2612, Tel (02) 6247 8333. Applications close late February.

### **The Commonwealth Scholarship and Fellowship Plan (CSFP) (L,R,C)**

- Varies for each country. Generally covers travel, living expenses, tuition fees, books and equipment, approved medical expenses
- Usually 2-3 years depending on the country

CSFP provides opportunities for Commonwealth students to undertake advanced academic study in other Commonwealth countries. Candidates should be Commonwealth Citizens who hold an undergraduate degree. Applications close at different times depending on the country in which the study is proposed.

### **The Coral Sea Scholarship (L,R,C)**

- \$3,000 per month, plus \$2,500 travel entitlement
- Up to 3 months

The award is for applicants holding a tertiary qualification who are proposing study in the United States, to investigate a problem or opportunity relevant to Australian business or industry. Applicants must be Australian Citizens (Permanent Residents are not eligible). Further information and applications are available from the Fulbright Home Page, <http://sunsite.anu.edu.au/education/fulbright/>, or by contacting the Program Officer, Australian-American Educational Foundation, GPO Box 1559, Canberra ACT 2601, Tel (02) 6247 9331, Email [rachel@aaef.anu.edu.au](mailto:rachel@aaef.anu.edu.au). Applications close 30 September.

### **DAAD- The German Academic Exchange Service Scholarships (I,L,R,C)**

Application forms and information (including closing dates) for the following scholarships are available from the Embassy of the Federal Republic of Germany, 119 Empire Circuit, Yarralumla, Canberra ACT 2600.

#### **One-Year Scholarships**

- Monthly allowance between DM1,000 and DM1,700, airfares, health and accident insurance, and tuition fees
- 1 year

Scholarships are available for graduate studies in Germany. Applicants must be aged 32 or under and hold a Bachelors degree (or equivalent). A working knowledge of German is required of those who study arts, others may receive additional language training prior to the commencement of the scholarship. Applications normally close in September.

#### **Research Grants**

- Monthly stipend of DM1,700, health insurance contribution and travel assistance of DM2,500
- 2 to 6 months

PhD students can apply for assistance to undertake a short period of research in Germany. Applicants must be aged 32 or under.

#### **Information Visits by Groups of Professors and Students**

Groups (minimum of 10 persons, maximum of 20 persons) of professors and students can apply for assistance to visit Germany with the intention of increasing the knowledge of specific German topics. The program offers support in making travel and study arrangements and may include some financial assistance (based on the length of the stay and the number of persons undertaking the study tour). The period of stay must be between 7 and 21 days. No tours will be organised for July or August.

#### **Deutschlandkundlicher Winterkurs**

- Course fees, DM3,500 to assist with travel and living expenses, health insurance
- 8 weeks (3 January - 21 February)

Undergraduate and postgraduate students from all fields with at least two years university-level German may apply for this scholarship. Applicants must be Australian or New Zealand Citizens, aged from 19 to 32 and proposing to undertake a German Studies course (in German) at the Albert-Ludwigs University of Freiburg. The course provides language instruction and concentrates on historical and cultural aspects of contemporary Germany for students with a background in German Studies. Applications usually close in early August.

**East West Center Graduate Degree Fellowship**

(I,L,R,C)

- Accommodation, monthly stipend of US\$600, tuition fees, health insurance plus allowances
- 12 months with a possible one year extension

The Fellowships are available for postgraduate study at the University of Hawaii, preferably at Masters level. Citizens of the United States and Asian or Pacific countries are eligible to apply. Potential applicants must request an application package direct from the East West Centre, Awards Services Officer, Burns Hall 2066, 1601 East-West Road, Honolulu Hawaii 96848-1601, USA, Tel +1 808 944 7735, Fax +1 808 944 7730. Applications close early October.

**The English-Speaking Union (NSW Branch)****Scholarship (L,R,C)**

- Up to \$8,000

The scholarship assists graduates who, at the outset of their careers, are seeking to further their education overseas. The scholarship is open to Australian citizens living in NSW or the ACT, whose intention it is to return to Australia after undertaking study overseas. Further information is available from The English-Speaking Union (NSW Branch), PO Box A2156, Sydney South NSW 1235, Tel (02) 9231 0667. Applications close early June.

**Frank Knox Memorial Fellowships (L,R,C)**

- US\$15,000 pa plus tuition fees and health insurance
- 1 year with the possibility of renewal for a further year

Applicants must be undertaking, or near completion of, a postgraduate qualification at an Australian University. The scholarships are tenable at one of Harvard University's graduate schools. Applications close early October.

**The Fulbright Postgraduate Student Awards (L,R)**

- Up to \$32,530, depending on the type of award, with the possibility of other allowances (eg return airfares and tuition fees)
- 1 year

Students planning to undertake an American higher degree or engage in research towards an Australian higher degree in any field can apply for the Fulbright Student Awards. Four other privately sponsored awards are available - The Engineering Award, The Aboriginal and Torres Strait Islander People Award, The Visual and Performing Arts Award, and The Tim Matthews Memorial Award in Statistics and Related Disciplines. Applicants must be Australian Citizens who have completed an Honours degree (or equivalent). Further information and applications are available from the Fulbright Home Page, <http://sunsite.anu.edu.au/education/fulbright>, Tel (02) 6247 9331. Email: rachel@aaef.anu.edu.au. Applications close 30 September.

**The Golda Meir Scholarship (I,L,R,C)**

- Tuition (some allowances may be paid)
- 1 year

The Golda Meir scholarships are available to graduates who are wishing to pursue a course in Jewish studies, religious studies, Israel studies or Middle East studies, who meet the relevant requirements for the Graduate Year Program at the Hebrew University's Rothberg School for Overseas Students. Application forms are available from the Australian Friends of the Hebrew University, 36 Hawthorn Road, South Caulfield VIC 3162, Tel (03) 9272 5511.

**The Gowrie Scholarship Trust Fund (L,R)**

- \$4,000 pa
- 2 years

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. Special consideration may be given to cases of financial hardship. Applications close October.

**Greek Government Scholarships (L,R,C)**

- Tuition fees, monthly subsidy plus other allowances

Scholarships are available for undergraduate and postgraduate study in Greece. Applicants must be Australian citizens. Further information is available from the Embassy of Greece, 9 Turrana St, Yarralumla ACT 2600, Tel (02) 6273 3011. Applications normally close late March.

**The Harkness Academic Fellowships (L,R,C)**

- Some allowances and tuition fees for study in the USA
- 12-21 months

The Academic Fellowships cover academic study and research. Applicants should be active in the public, business or voluntary sectors with an outstanding record of achievement. Special consideration may be given to studies in health care and related community issues. Applications are available on written request from the Harkness Fellowship, PO Box 836, Belconnen ACT 2606. Applications close early September.

**The Harkness Mid-Career Fellowships (L,R,C)**

- Professional travel allowance
- 7-12 months

The Mid-career Fellowships are provided to support study and practical experience. Applicants should be active in the public, business or voluntary sectors with an outstanding record of achievement. Special consideration may be given to studies in health care and related community issues. Applications are available from Sylvia Browning, CHERE, University of Sydney, Level 6, Building F, 88 Mallett St Camperdown NSW 2050. Tel (02) 9351 0900 Fax (02) 9351 0930 <http://www.cmwf.org>. Applications close late September.

**The Italian Government Scholarships (L)**

- 1 million Italian lira per month
- 2 to 24 months

Scholarships are open to Australian citizens to undertake research and language studies in Italy. Applicants must be aged under 35 years. Further information is available from the Italian Embassy, 12 Grey St, Deakin ACT 2600, Tel (02) 6273 3333, Fax (02) 6273 4223. Applications close early March.

**The Japanese Government (Monbusho) Scholarships (L)**

Scholarships are available to Australian Citizens for study in Japan for postgraduate research or five years of undergraduate study. Applicants must be willing to study the Japanese language and receive instruction in Japanese. Further information and applications are available from Monbusho Scholarships, Embassy of Japan, 112 Empire Circuit, Yarralumla ACT 2600, Tel (02) 6272 7268, Fax (02) 6273 1848. Applications close early July.

**The Kobe Steel Postgraduate Scholarship (L,R,C)**

- Maintenance allowance of at least 7,000 pounds sterling plus tuition fees and travelling expenses
- Up to 2 years with the possibility of extension

The scholarship is tenable at St Catherine's College, Oxford University. The scholarship will be awarded to outstanding individuals who display qualities of leadership, excellence in sport as well as

academic ability. Students should have a past or future interest in Japan. Applications close mid-October.

### **The Korean Government Scholarships (L)**

- Tuition fees, living allowance, travel and other allowances
- Duration of course

Scholarships are available to Australian citizens for Masters or PhD study in Korea. Preference will be given to applicants with a knowledge of the Korean language. Information and applications are available from the Embassy of the Republic of Korea, 113 Empire Circuit, Yarralumla ACT 2600, Tel (02) 6273 3044, Fax (02) 6283 4839. Applications close early May.

### **The Lady Davis Fellowship Trust (I,L,R,C)**

The Lady Davis Trust provides awards for study, research, or teaching at graduate, post-doctoral or professorial levels at the Hebrew University or the Technion (Israel Institute of Technology). Information is available from the Australian Friends of the Hebrew University, 36 Hawthorn Road, South Caulfield VIC 3162, Tel (03) 9272 5511. Applications normally close in November.

### **The Laporte Centenary Scholarship (L,R)**

- Airfare, living allowance, tuition fees
- 3 to 6 months

The scholarship is tenable for postgraduate research in the United Kingdom. Candidates should be undertaking a postgraduate qualification in a science-based discipline, preferably in the practical application of special chemicals. Applications are available from the Secretary, Sir Robert Menzies Centre for Australian Studies, University of London, 28 Russell Square, London, WC1B 5DS, UK, Tel +44 171 580 5876, Fax +44 171 580 9627, Email: mcintyre@sas.ac.uk. Applications close early November.

### **Learn Arabic in Cairo Scholarship (I,L,R,C)**

- Course fees, AUS\$70 per month living allowance
- 8 months

Scholarships are available to undertake the Arabic as a Foreign Language course in Cairo. Applications are available from the Embassy of the Republic of Egypt, 1 Darwin Avenue, Yarralumla ACT 2600, Tel (02) 6273 4437, Fax (02) 6273 4279. Applications close 1 July.

### **The Lionel Murphy Postgraduate Scholarship (L,R,C)**

- \$15,000 pa for study in Australia, up to \$30,000 for study overseas
- 1 year

Applicants must be intending to undertake a postgraduate degree in Law, Science, Legal Studies or other appropriate discipline. Preference will be given to applicants who are proposing study of the law and legal system in a social context, science/law or international law. Information and application forms are available from the Lionel Murphy Foundation, GPO Box 4545, Sydney NSW 2001, Tel (02) 9223 5151, Fax (02) 9223 5267. Applications close mid-September.

### **The Lloyd's Register of Shipping Chevening Scholarship (L,R,C)**

- Tuition fees, maintenance allowance, airfare
- 1 year

Two scholarships are available to graduates with proven academic merit and leadership potential, to pursue a postgraduate course at a British University. One scholarship is for a one-year MSc course in Marine Engineering/Naval Architecture, and the other is for a one-year MSc course in Environmental Sciences. Applicants must hold, or expect to complete before October, an Honours 1 or 2/1

degree. Application forms are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel (02) 9326 2022, Fax (02) 9327 4868. Applications close late October.

### **The Meat Research Corporation (MRC) Studentships and Junior Research Fellowships (L,R,C)**

- \$15,888 pa for study in a Masters or Diploma, \$20,000 for a PhD in Australia or US\$17,500 for study overseas, plus airfares, insurance and allowances
- 2 years for Studentships (Masters or Diploma), 3 years for Junior Research Fellowships (PhD)

Applicants should be proposing to undertake research in disciplines relevant to the Australian meat and livestock industry. Applications normally close late September.

### **The Menzies Scholarships (L,R,C)**

The Menzies Scholarships are intended to provide funds for Australian Citizens (aged 21 to 45) who wish to travel to Britain to undertake a course of research and to write a paper on a subject of concern and importance to the relationship between the Australian and British communities. Tertiary qualifications are preferred but the awards are not restricted to graduates or students. Information and applications are available from the Australia-Britain Society, GPO Box 551, Sydney NSW 2000, Tel (02) 223 5244. Applications normally close October.

### **Nanyang Technological University Singapore Research Scholarships (I,L,R)**

- Tuition fees plus S\$1,400-S\$1,500 per month allowance
- 2 years for a Masters, 3 years for a PhD degree

Research scholarships are available to graduates with good Honours degrees to undertake postgraduate study. Information and application forms are available from The Registrar, Nanyang Technological University, Email: gleong@ntu.edu.sg, Fax: +65 7911604.

### **The NSW Ministry for the Arts Scholarships (L)**

- \$5,000 - \$25,000 (depending on the award)

The NSW Government offers a number of scholarships and awards to writers, artists and scholars living in NSW. Further information is available from The New South Wales Ministry for the Arts, GPO Box 5341, Sydney NSW 2000, Tel (02) 9228 3533, Fax (02) 9228 4722.

### **The Oxford Nuffield Medical Fellowship (L,R)**

- Between 27,525 and 31,945 pounds sterling pa (subject to tax), plus travel expenses
- 2 years with a possible one year extension

The awards are available for research in a clinical medicine or medical science department of the University of Oxford. The appointee is required to return to Australia for at least 3 years to perform work similar to that carried out in the United Kingdom during the tenure of the Nuffield fellowship. Further information is available from Australian Academy of Science, GPO Box 783, Canberra City ACT 2601, Tel (02) 6247 5777, Fax (02) 6257 4620. Applications close mid-March.

### **Overseas Research Students Awards Scheme (United Kingdom) (I,L,R)**

- Difference in tuition fees for a 'home' and an 'overseas' student
- The ORS Scheme provides partial remission of tuition fees to overseas students of outstanding merit and research potential. The awards are open to graduates who will be commencing full-time research studies at a participating institution in the United Kingdom, and who will be liable to pay tuition fees at the overseas student rate. Information and applications must be obtained directly from the Registrar or Secretary of the institution students are applying to in the United Kingdom. Applications normally close in April in the year of tenure.

**Queen's Trust Grants (L)**

- Up to \$15,000

The Queen's Trust provides grants to Australian Citizens aged 18-28 years, for the pursuit of excellence in their chosen fields. Support is provided for projects studying the advancement of Australian youth, development of community leadership and/or other skills which will be of benefit to Australia. Information and applications may be obtained from the Queen's Trust, Tel 1800 033 625. Applications close in late April.

**The Rhodes Scholarship (L,R,C)**

- Tuition fees, assistance with travel expenses, up to \$17,500 allowance
- 2 years, with a possible one year extension

The scholarship is tenable for postgraduate study at Oxford University. Applicants must be aged between 19 and 25 and have an honours degree or equivalent. Selection for the scholarship will be based on academic and personal achievements and community spirit. Further information is available on the Rhodes home page <http://www.usyd.edu.au/su/rhodes>. Applications close 1 September.

**The Robert Gordon Menzies Scholarship to Harvard (L,R,C)**

- Up to \$25,000 towards tuition fees, living expenses or travel costs (students who enrol in the Harvard Business School may be eligible for an additional \$12,000)
- 1 year

The scholarships are tenable at one of the Harvard University graduate schools. Applicants must be an Honours graduate of an Australian university who intend to return to Australia after studies at Harvard or to represent Australia overseas. Applicants must be eligible for, and have applied for admission to a degree program in a graduate school of Harvard University. The scholarships are awarded on the basis of academic excellence and personal qualities such as leadership and public duty. Applications and additional information may be obtained from the Administrative Officer, Council and Board Secretariat, ANU, Canberra ACT 0200. Fax (02) 6279 8524. Email: [cabs.admin@anu.edu.au](mailto:cabs.admin@anu.edu.au), Website: <http://www.anu.edu.au/cabs/scholarships>. Applications close at the end of December.

**Rotary Foundation Ambassadorial Scholarships (I,L)**

The Rotary Foundation offers scholarships to study or train in another country where Rotary clubs are located. Applicants must have completed at least two years of a university or college course , or have completed high school and have been employed for at least two years. Applicants must also be Citizens of a country in which there is a Rotary club. Information regarding scholarship availability, closing dates and applications should be obtained from the applicant's local Rotary club.

**The Russian Scholarships (L,R,C)**

- Payment an allowance and medical cover

Scholarships are available to Australian citizens to undertake undergraduate or postgraduate study in journalism, law, economics, international relations or medicine in Russia. Applications normally close in May.

**The Sir Charles Mackerras / Australia-Britain Society Music Scholarship (L)**

- 8,000 pounds sterling

The scholarship is open to an outstanding young conductor, composer or repetiteur, aged between 21 and 30 who is likely to be an influential leader in the field of music, to undertake study in the United Kingdom or the Czech republic for at least six months. Application forms are available from the British Council, PO Box 88, Edgecliff NSW 2027, Tel (02) 9326 2022, Fax (02) 9327 4868. Email: [bcsydney@sprint.com](mailto:bcsydney@sprint.com). Applications close early November.

**The STA Travel Grant (I,L,R,C)**

- Up to \$3,000

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 mid-April.

**The Swedish Institute Guest Scholarships (I,L)**

- SEK 7,100 per month living allowance
- 9 months (1 academic year)

The scholarships are open to students/researchers who wish to travel to Sweden for studies/research which cannot equally well be pursued in countries other than Sweden. Applicants must establish contact with a Swedish University willing to accept the applicant for the proposed studies. Initial requests for application forms must be made in writing, including the applicant's name and address, nationality, educational background and work experience, knowledge of any languages, statement of the purpose of study/research in Sweden, and a copy of a letter of invitation from a Swedish University Department. Requests for applications should be sent to the Swedish Institute, Department for Exchanges in Education and Research, Box 7434, SE-103 91, Stockholm, Sweden. Email: [grantinfo@si.se](mailto:grantinfo@si.se). Web site: <http://www.si.se>. Requests for application forms must reach the Swedish Institute before 1 December.

**Swiss Government Scholarship.s (L,R,C)**

- Tuition fees, living allowance, medical insurance and assistance with airfares
- 1 academic year

One scholarship is available for art/music and two for other disciplines, to undertake postgraduate study or attend an art school/ conservatory in Switzerland. Applicants will be required to pass a language test in German or French. Applicants must be aged under 35. Applications close early October.

**The Tokyo Metropolitan Government Foreign Student Scholarship Program (L,R,C)**

- 200,000 yen per month, tuition and travel expenses, plus allowances
- Up to 2.5 years

Scholarships are available for a Masters degree or postgraduate research at Tokyo Metropolitan University, or Tokyo Metropolitan Institute of Technology. Applicants must be aged under 35 years, be Australian Citizens from New South Wales, and be graduates of a university in NSW. Applications close early April.

**The Turkish Government Language & Culture and Higher Education Scholarships (I,L)**

Scholarships are available to high school graduates to undertake study at a Turkish University. Students may be required to undertake a one year Turkish language course before commencement of the degree. The scholarships pay a monthly allowance for the duration of the course. Scholarships are also available to university graduates who would like to attend Turkish Language and Culture Summer Courses conducted by Turkish Studies Centre. Further information is available from the Embassy of the Republic of Turkey, 60 Mugga Way, Red Hill ACT 2603. Applications close 30 May for Language and Culture Scholarships, and 15 July for Higher Education Scholarships.

**University College London Scholarships**

The University College London offers various scholarships to students from overseas, who hold an offer of admission to a full-time programme of study at UCL. Applicants must be self-financing and liable to pay tuition fees at the rate for overseas students. Information and applications are available from the International Office, University College London, Gower St, London WC1E 6BT, UK. Tel +44 171 380 7708, Fax +44 171 380 7380. Email: [international@ucl.ac.uk](mailto:international@ucl.ac.uk).

**Yokoyama Scholarship Awards (L,R,C)**

Assistance may be available for undergraduate and postgraduate study at a Japanese University.

Information is available from Mr Masao Iwashita, Secretary-General, Yokoyama Scholarship Foundation, 6F Shiozaki Building, 2-7-1 Hirakawacho, Chiyoda-Ku, Tokyo 102 Japan, Tel (813) 3238 2913, Fax (813) 5275 1677.

# Prizes

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The following information summarises prizes awarded by the University. Prizes are grouped by level as follows: Undergraduate, common Undergraduate/Postgraduate, Postgraduate. Within these groups prizes are listed under the faculty, school or department in which they are awarded. Prizes which are not specific to any school are listed under General. Law prizes are awarded only for students enrolled in the LLB or Jurisprudence programs.

Information regarding the establishment of new prizes may be obtained from the Student Information and Systems Office.

Prize information is normally provided in the following format:

- Prize value
- Conditions

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## **Undergraduate Prizes**

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### **The University Of New South Wales General Category for Prizes**

#### **The Heinz Harant Challenge Prize**

- \$1000 (bi-annual prize)

For an original piece of assessable work submitted in the program of completing a General Education course

#### **The Spirit of Reconciliation Prize**

- \$150

For the best piece of work with an Aboriginal theme, emphasising the importance of reconciliation, undertaken by a student in any faculty

#### **The Sydney Technical College Union Award**

- \$400 and a bronze medal

For leadership in student affairs combined with marked academic proficiency by a graduand

#### **The UNSW Human Rights Essay Prize**

- \$400

For the best research essay on a Human Rights topic by a student enrolled at the University of New South Wales proceeding to a Bachelor degree

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### **Faculties of Arts and Social Sciences, and Commerce and Economics**

#### **The W J Liu Esquire OBE Memorial Prize for Chinese Studies**

- \$200 and a book: William J Liu OBE 1893-1993: "Pathfinder"

For the best performance in a course related to Chinese matters offered in the Department of Economic History, or in the Schools of History or Political Science

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### **School of Accounting**

#### **The Australian Society of CPA's Prize for Year 1**

- \$500 and an inscribed medallion

For the highest aggregate in ACCT1501 Accounting and Financial Management 1A and ACCT1511 Accounting and Financial Management 1B in the Bachelor of Commerce in Accounting or Bachelor of Commerce in Accounting and Finance degree program

#### **The Australian Society of CPA's Prize for Year 2**

- \$500 and an inscribed medallion

For 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), in the Bachelor of Commerce in Accounting or the Bachelor of Commerce in Accounting and Finance degree program

### **The Australian Society of CPA's Prize for Year 3**

- \$500, an inscribed medal, Society certificate and a 2 year membership to the Australian Society of CPAs

For 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 in Accounting or Accounting and Finance degree program

### **The Chartered Accountants' Prize**

- \$250

For the best performance in ACCT1501 Accounting and Financial Management 1A and ACCT1511 Accounting and Financial Management 1B in Year 1 of the Bachelor of Commerce or Bachelor of Economics and those combined degrees within the set

### **The E S Wolfenden Memorial Prize**

- \$300

For 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 Prize**

- \$250

For 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**

- \$100 book voucher

For the best performance in ACCT1511 Accounting and Financial Management 1B by a student majoring in the School of Accounting

### **The PricewaterhouseCoopers Prize (Accounting and Financial Management 1A/B, 2A/B or 2A/2B Hons)**

- \$500

For 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 and Financial Management 2A (Honours) ACCT2552 Accounting and Financial Management 2B (Honours) by a student majoring in the School of Accounting

### **Actuarial Studies**

#### **The AMP Prize**

- \$500

For the best performance in ACTL 2003 Stochastic Models for Actuarial Applications

### **The AMP Prize**

- \$500

For the best performance in ACTL3004 Financial Economics for Insurance and Superannuation

### **The Hewlett-Packard Prize**

- Hewlett-Packard Financial Calculator

For the best performance in ACTL2001 Financial Mathematics

### **The Hewlett-Packard Prize**

- Hewlett-Packard Financial Calculator

For meritorious performance in ACTL2001 Financial Mathematics

### **The Institute of Actuaries of Australia Prize**

- \$500 and a 3 year student membership

For the best performance in ACTL1001 Actuarial Studies and Commerce

### **The Insureware Prize**

- \$1000

For the best performance in ACTL3003 Insurance Risk Models

### **The Trowbridge Consulting Prize**

- \$500

For the best performance in ACTL2002 Probability and Statistics for Actuaries

### **The Westpac Prize**

- \$500

For the best performance in ACTL2001 Financial Mathematics

### **The Tillinghast – Towers Perrin Prize**

- \$500

For the highest aggregate in the year 3 Actuarial Studies subjects, ACTL3001, ACTL3002, ACTL3003 and ACTL3004

### **School of Banking and Finance**

#### **The ANZ Bank Prize**

- \$500

For an outstanding performance in FINS3650 International Banking

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

- \$250

For the best performance in FINS3630 Bank Financial Management

**The Banque Nationale de Paris Prize**

- \$500

For the best performance in FINS4777 Advanced Topics in Corporate Finance

**The Banque Nationale de Paris Prize**

- \$500

For an outstanding performance in FINS3634 Credit Analysis and Lending

**The Commonwealth Bank of Australia Prize**

- \$500 and a framed certificate

For the best performance in FINS3616 International Business Finance

**The Deutsche Bank Prize**

- \$500

For the best performance in FINS3640 Financial Modelling for Funds Management

**The Deutsche Bank Prize**

- \$500

For the best performance in FINS3641 International Investments and Funds Management

**The Deutsche Bank Prize**

- \$500

For the best performance in FINS3642 Strategies for International Funds Management

**The Development Capital of Australia Limited Prize**

- \$350

For the best performance in FINS2624 Portfolio Management of Financial Assets

**The Ernst and Young Prize**

- \$500

For the best performance in FINS1613 Business Finance by a student majoring in Accounting

**The Hong Kong Bank Prize**

- \$500

For the best performance in FINS3650 International Banking

**The JB Were Capital Markets Ltd Prize**

- \$250

for the best performance in FINS3636 Interest Rate Risk Management

**The Macquarie Bank Prize**

- \$500

For the best performance in FINS1612 Financial Markets and Institutions

**The Macquarie Bank Prize**

- \$500

For the best performance in FINS1613 Business Finance

**The Macquarie Bank Prize**

- \$500

For the best performance in FINS3633 Real Estate Finance and Investment

**The Macquarie Bank Prize**

- \$500

For the best performance in FINS3634 Credit Analysis and Lending

**The Macquarie Bank Prize**

- \$500

For an outstanding performance in FINS3635 Options, Futures and Risk Management Techniques

**The NRMA Insurance Limited Prize**

- \$500

For the best performance in FINS3631 Risk and Insurance

**The R C Olsson Prize**

- \$300

For the best performance in FINS3625 Applied Corporate Finance

**The Reuters Australia Prize**

- \$500

For the best performance in FINS2622 Asian Capital Markets

**The Sydney Futures Exchange Prize**

- \$500

For the best performance in FINS3635 Options, Futures and Risk Management

**The JB Ware Capital Markets Limited Prize**

- \$250

For the best performance in S1 & S2 for FINS3636 Interest Rate Risk Management

**School of Business Law and Taxation****The Greenwood Challoner Prize**

- \$500

For the best performance in LEGT7741 Business Entities.

**The Pricewaterhouse Coopers Prize**

- \$500

For the best performance in LEGT7812 Corporate Fraud, and Crime and LEGT5575 Corporate Fraud and Crime

**The Taxpayer's Association of New South Wales Prize**

- \$250

For the best performance in LEGT5581 Taxation Principles and Planning Policy.

**School of Economics****The Australian Finance Conference Prize**

- \$150

For the best performance in ECON3106 Public Finance in the Bachelor of Commerce or Bachelor of Economics degree program

**The Economic Society Prize in Economics**

- \$150 and 3 years membership of the Society

For the best performance at Honours level in the final year of the Bachelor of Arts in Economics; Bachelor of Commerce in Economics, Economics and Econometrics; Economics and Finance, or Economics and Industrial Relations; or Bachelor of Economics in Economics degree program

**The Institute of Actuaries of Australia Prize**

- \$500 and a 3 year student membership of the Institute of Actuaries of Australia

For the best performance in ACTL1001 Actuarial Studies and Commerce

**The Insuraware Prize**

- \$1,000

For the best performance in ACTL3003 Insurance Risk Models

**The Nestle Australia Limited Prize**

- \$200

For the best performance in ECON2209/ECON5248 Business Forecasting for an essay on sales forecasting

**The Statistical Society of Australia (NSW Branch) Prize**

- \$200

For the best overall performance in the Bachelor of Economics in Econometrics degree program

**The Tillinghast - Towers Perrin Prize**

- \$500

for the highest aggregate mark in ACTL3001 Actuarial Studies, ACTL3002 Life Insurance and Superannuation Models, ACTL3003 Insurance Risk Models and ACTL3004 Financial Economics for Insurance and Superannuation by a graduating student in the Bachelor of Commerce in Actuarial Studies

**The Trowbridge Consulting Prize**

- \$500

for the best performance in ACTL2002 Probability and Statistics for Actuaries

**The Westpac Prize in Financial Mathematics**

- \$500

For the best performance in ACTL2001 Financial Mathematics

**School of Industrial Relations and Organisational Behaviour****The Australian Business Limited Industrial Relations Prize**

- \$500

For the best performance in IROB2703 Industrial Relations 2A (Comparative Industrial Relations) in the Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics degree program

**The AWU Industrial Relations Prize**

- \$400

For the best performance in IROB2704 Industrial Relations 2B (Social Organisation of Work) in the Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics degree program

**The Christine Stojkowska Memorial Prize**

- \$500

For the best overall performance in the Industrial Relations or Human Resource Management core courses by a female student in the Bachelor of Commerce, Bachelor of Economics, Bachelor of Arts or Bachelor of Social Science degree program

**The Industrial Relations Society of NSW Prize**

- Books valued at approximately \$200

For the best performance in IROB1701 Industrial Relations 1A (Australian Industrial Relations) in the Bachelor of Commerce, Bachelor of Economics or Bachelor of Arts degree program

**The Julia Moore Prize in Industrial Relations**

- \$500

For the best aggregate performance in IROB3705 Industrial Relations 3A and IROB3706 Industrial Relations 3B by a final year female student majoring in Industrial Relations

**The NSW Labor Council Industrial Relations Prize**

- \$400

For the best performance in Industrial Relations 1B (Trade Unionism) in the Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics degree program

**The Terrance Muldoon Memorial Prize**

- \$300

For the best performance in Industrial Relations Honours (Final Year) in either the Bachelor of Commerce (Honours) or Bachelor of Arts (Honours) degree program

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## School of Information Systems, Technology and Management

### The AMP Undergraduate Information Systems Prize

- \$500

For the best performance in INFS3604 Information Function Management

### The KPMG Prize for Information Systems Management

- \$1000

For the best performance Year 3 of the Information Systems Management program

### The Macquarie Bank ISD Prize

- \$500

For the best performance in INFS2609 Commercial Programming

### The Oracle Prize

- \$500

For the best performance in INFS3608 Advanced Database Systems

### The Westpac Database Prize

- \$500

For the best performance in INFS3608 Advanced Database Systems

### The Westpac Telecommunications Prize

- \$500

For the best performance in INFS3606 Advanced Data Networks

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## School of International Business

### The Dr Byoung-Se Cho Prize

- \$500

For the best performance in IBUS2104 Korean Business in the Bachelor of Arts, Bachelor of Education, Bachelor of Economics, Bachelor of Social Science or Bachelor of Laws degree program

### The Robert and Christian Nicholls Memorial Prize

- \$500

For the best performance in IBUS5604 Pacific Business and Management

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## School of Marketing

### The Australian Posters Prize

- \$250

For the best performance in MARK2051 Consumer Behaviour in the Bachelor of Commerce, Bachelor of Economics, combined Bachelor of Commerce or combined Bachelor of Economics degree program

### The Lee Steinberg Prize

- \$100

For the best performance in MARK3082 Strategic Marketing Management in the Bachelor of Commerce, Bachelor of Economics, combined Bachelor of Commerce or combined Bachelor of Economics degree program

### The Philips Electronics Australia Limited Prize

- \$250

For the best performance in MARK2012 Marketing Fundamentals in the Bachelor of Commerce, Bachelor of Economics, combined Bachelor of Commerce or combined Bachelor of Economics degree program

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## Undergraduate and Postgraduate Prizes

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### School of Accounting

#### The Hays Accountancy Personnel Prize

- \$250

For the best performance in ACCT3708 Auditing, ACCT3718 Auditing (Honours) or ACCT5908 Auditing in the Bachelor of Commerce or Bachelor of Economics or Master of Commerce degree program

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### School of Economics

#### The Australian Record Industry Association (ARIA) Prize

- \$500

For the best performance in one aspect of ECON2209/ECON5248 Business Forecasting in the Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours) degree program

#### The Australian Record Industry Association (ARIA) Prize

- \$250

For meritorious performance in one aspect of ECON2209/ECON5248 Business Forecasting in the Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours) degree program

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## School of Information Systems, Technology and Management

### The Information Systems Audit and Control Association Prize

- \$300

For the best project in INFS4805/INFS5905 Information Systems Auditing in the Bachelor of Commerce or Master of Commerce degree program

### The KPMG Prize

- \$250

For the best performance in INFS4805/INFS5905 Information Systems Auditing in the Bachelor of Commerce degree program at Honours level or Master of Commerce

### The PriceWaterhouse Coopers Information Systems Security Prize

- \$400

For the best performance in INFS5984/INFS4774 Information Systems Security

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## School of Information Systems, Technology and Management

### The AMP Postgraduate Information Systems Prize

- \$600

For the best performance in INFS5953 Information Systems Management in the Master of Commerce degree program

### The Melvin Weinstock Prize in Librarianship and Archives Administration

- \$600

For high academic achievement, contribution to the life of the School, and potential to make an outstanding contribution as an Information professional, shown by a graduand during a Doctoral, Masters or Graduate Diploma program

### The Zenith Information Management and Library Employment Agency Prize

- \$500

For the best performance in IMGT5560 Professional Issues and Attachments in the Master of Commerce or Master of Information Management degree program

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## School of Marketing

### The AC Nielsen Australia Award for Marketing Research

- \$350

For the best performance in MARK5914 Market Research

### The Peter D Walker Industrial Marketing Prize

- \$300

For the best performance in MARK5922 Business -to-Business Marketing in the Master of Commerce degree program

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## Postgraduate Prizes

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### Faculty of Commerce and Economics

#### The Ray Hann Prize

- 6000.00 Renminbi (Chinese currency)

For the best aggregate performance in the first four courses of the program of study in International Professional Accounting

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## Notes

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## Notes

# The University of New South Wales • Kensington Campus

## Theatres

Applied Science Theatre F11  
Athol Lykke Theatre C27  
Biomedical Theatres E27  
Central Lecture Block (CLB) E19  
Clancy Auditorium C24  
Classroom Block (*Western Grounds*) H3  
Fig Tree Theatre B14  
Heffron Theatres (Dwyer, Mellor, Murphy,  
*Nyholm, Smith*) E12  
Io Myers Studio D9  
Keith Burrows Theatre J14  
Macaulay Theatre E15  
Mathews Theatres D23  
Parade Theatre E3  
Physics Theatre K14  
Rex Vowels Theatre F17  
Science Theatre F13  
Webster Theatres G15

## Buildings

AGSM G27  
Applied Science F10  
Arcade D24  
Barker Apartments N13  
Basser College C18  
Baxter College D14  
Biological Sciences D26  
Blockhouse G6  
Chancellery C22  
Civil Engineering H22  
Dalton F12  
Electrical Engineering G17  
Goldstein College D16  
Golf House A27  
Heffron E12  
International House C6  
Geography and Surveying K17  
Goodsell F20  
Kensington Colleges (*Office*) C17  
Library (*University*) E21  
Library Stage 2 F21  
Mechanical Engineering J17  
Main K15  
Mathews F23  
Morven Brown C20

Myers, Sir Rupert M15  
New College L6  
Newton J12  
NIDA D2  
Parking Station (Barker Street) N18  
Parking Station (Botany Street) H25  
Pavilions, The E24  
Philip Baxter College D14  
Quadrangle E15  
Red Centre H13  
Roundhouse E6  
Sam Cracknell Pavilion H8  
Samuels F25  
Shalom College N9  
Squarehouse E4  
The Scientia G19  
University Regiment J2  
Valentine Annexe H22  
Wallace Wurth School of Medicine C27  
Warrene College M7  
Webster, Sir Robert G14  
Willis Annexe J18

## Faculty Offices

Arts and Social Sciences C20  
Australian Graduate School of Management  
AGSM G27  
Built Environment H13  
Commerce and Economics F20  
Engineering K17  
Law (Library Stage 2) F21  
Life Sciences D26  
Medicine B27  
Science and Technology E12

## School Offices

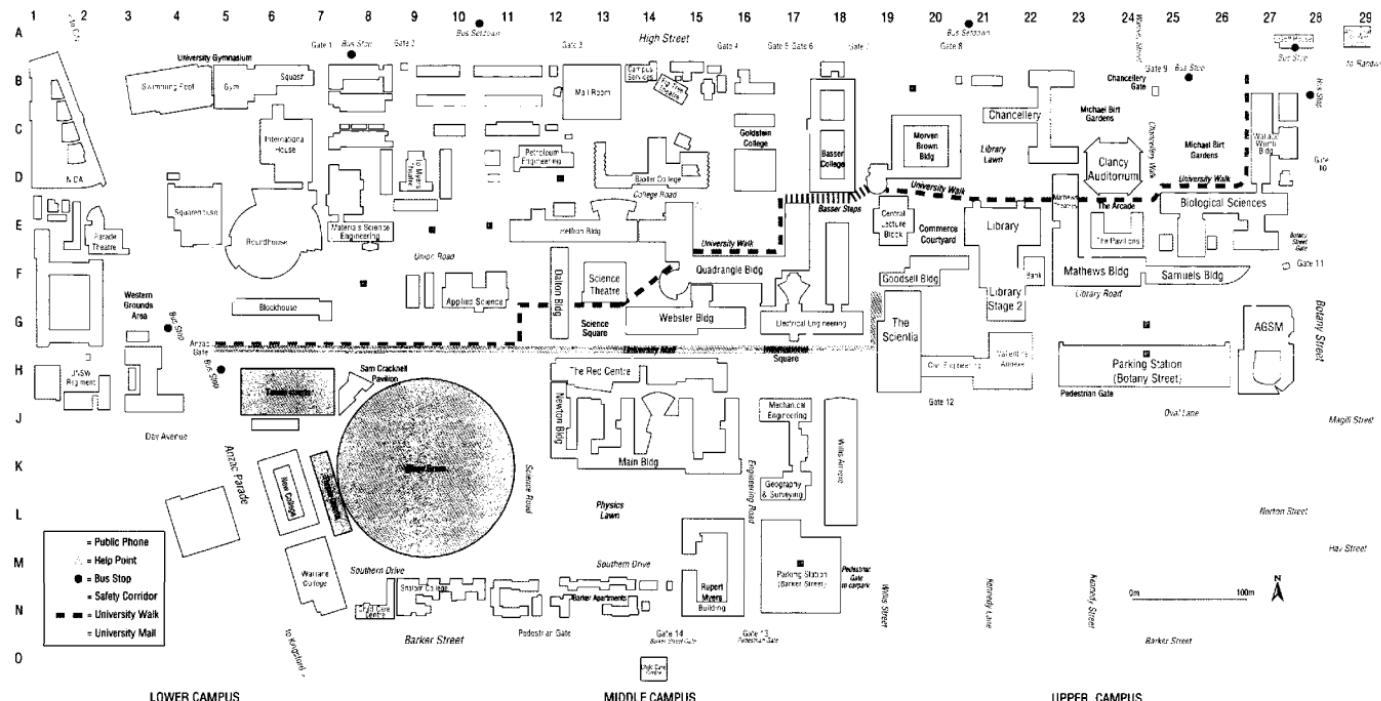
Accounting E15  
Anatomy B27  
Applied Bioscience D26  
Architecture Program H13  
Banking and Finance F20  
Biochemistry and Molecular Genetics D26  
Biological Science D26  
Building Construction  
Management Program H13

Business Law and Taxation E15  
Chemical Engineering and Industrial Chemistry  
F10  
Chemistry E12  
Civil and Environmental Engineering H20  
Community Medicine D26  
Computer Science and Engineering K17  
Economics F20  
Education Studies F23  
Electrical Engineering and Telecommunications  
G17  
English C20  
Geography F10  
Geology F10  
Geomatic Engineering K17  
Health Services Management F25  
History C20  
Industrial Design Program H13  
Industrial Relations and Organisational  
Behaviour F20  
Information, Archive and Library Studies F23  
Information Systems E15  
Interior Architecture Program H13  
International Business E15  
Landscape Architecture Program H13  
Law (Library Stage 2) F21  
Marketing F20  
Materials Science and Engineering EB  
Mathematics H13  
Mechanical and Manufacturing Engineering J17  
Media and Communications G15  
Medical Education C27  
Microbiology and Immunology D26  
Mining Engineering K15  
Modern Language Studies C20  
Music and Music Education G15  
Optometry M15  
Paediatrics C27  
Pathology C27  
Petroleum Engineering D12  
Philosophy C20  
Physics K15  
Physiology and Pharmacology C27  
Planning and Urban Development Program H13  
Political Science C20  
Psychology F23  
Safety Science B11a  
Science and Technology Studies C20  
Social Science and Policy C20  
Social Work F23

Sociology C20  
Theatre Film and Dance G14

## Services

Aboriginal Student Centre A29  
Access Scheme – Equity and Diversity Unit E15  
Accommodation – Housing Office E15  
Admissions and Enrolment – Student Centre C22  
Biomedical Library F23  
Campus Conferencing C22  
Campus Services B14a  
Cashier C22  
Careers and Employment Office E15  
Chaplain E4  
Child Care Centres –  
    House at Pooh Corner N8  
    Kangas House O14  
    Tiggers/Honey Pot – 34 Botany St.  
Co-op program M15  
CONTACT E15  
Counselling Service E15  
Educational Testing Centre E4  
Equity and Diversity Unit E15  
Facilities Department C22  
Health Service E15  
Housing Office E15  
Human Resources C22  
Law Library F21  
NewSouthQ Student Centre C22  
Public Affairs and Development C22  
Publishing and Printing Services C22  
Religious Services E4  
Research Office M15  
Roundtable Conferencing and Catering E4  
SECURITY/Lost Property/Parking H13  
Sports Association H8  
Student Centre C22  
Student Guild E15  
Student Recruitment Office C22  
Unisearch Limited M15  
University Gymnasium B5  
University Union  
    Blockhouse G6  
    Roundhouse E6  
    Squarehouse E4  
UNSW Bookshop E15  
UNSW International H13



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:

Arts and Social Sciences  
Built Environment  
College of Fine Arts  
Commerce and Economics  
Engineering  
Law  
Medicine  
Science  
Australian Graduate School  
of Management (AGSM)  
Australian Taxation Studies Program (ATAX)  
University College,  
Australian Defence Force Academy(ADFA)  
General Education.

For further information about the University –  
its organisation; 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.