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FACULTY OF COMMERCE

1969 HANDBOOK

THE UNIVERSITY OF NEW SOUTH WALES

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FACULTY OF COMMERCE

1969 HANDBOOK

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A MESSAGE FROM THE DEAN

In 1968, increased enrolments in the Faculty taxed our resources to the utmost. This raised the question of whether we could do justice to ever increasing numbers of students. As a result, and after much deliberation, it was considered necessary to impose a quota restricting entrance to the Faculty as from 1969. This was recognised as essential to the attainment of the standards of quality which it has always been the policy of the Faculty to maintain.

The number of students graduating last year with exceptionally good records was impressive enough to warrant the awarding from 1969 onwards of a pass degree with merit. This should not be regarded as a substitute for the honours degree which is a higher academic distinction. The honours degree also gives partial credit towards the Master's qualification.

Another development is the introduction this year of an honours degree in Marketing—the year when the first students in this specialisation will be graduating. Some have already indicated interest in proceeding with the extra year of honours work.

In recent years the trend has been towards an increasing proportion of students enrolling for full-time study. This is partly due to a greater awareness that full-time students, with their advantages are not only more likely to complete their degree in a shorter time but also to have a higher probability of success. Certainly the proportion of part-time students withdrawing from the course is far greater.

The recently established Master of Commerce degree involving course work attracted approximately fifty candidates last year. There are also those who are undertaking research for the M.Com. and Ph.D. degrees, in addition to the graduate students of the Graduate School of Business. This is surely a reflection of an increasing awareness by the community of the importance of advanced education.

E. B. Smyth,
Dean.

CALENDAR OF DATES FOR 1969

Term 1: March 3 to May 17
Term 2: June 2 to August 9
Term 3: September 1 to November 1

January—

Monday 20 ..... Last day for acceptance of applications to enrol by new students and students repeating first year.
Monday 27 ..... Australia Day—Public Holiday.
Tuesday 28 to Saturday, Feb. 8 ..... Deferred examinations—all courses.

February—

Monday 17 ..... Enrolment week begins for new students and students repeating first year.

Monday 24 ..... Enrolment week begins for all students re-enrolling (second and later years).

March—

Monday 3 ..... First term begins.
Friday 14 ..... Last day for acceptance of enrolments—new students (late fee applies).
Friday 28 ..... Last day for acceptance of enrolments—students re-enrolling (late fee applies).

April—

Friday 4 to Monday 7 ..... Easter Holidays.
Friday 25 ..... Anzac Day—Public Holiday.

May—

Saturday 17 ..... First term ends.

June—

Monday 2 ..... Second term begins.
Monday 16 ..... Queen's Birthday—Public Holiday.
Friday 27 ..... Last day for acceptance of applications for re-admission after exclusion under rules governing re-enrolment.

July—

Tuesday 1 ..... Foundation Day.
Monday 7 to
Saturday 12 ..... Mid-year examinations begin.
Friday 18 ..... Last day for acceptance of corrected enrolment details forms.

August—

Saturday 9 ..... Second term ends.

September—

Monday 1 ..... Third term begins.

October—

Monday 6 ..... Eight-Hour Day—Public Holiday.

November—

Saturday 1 ..... Third term ends.
Saturday 8 to
Saturday 29 ..... Annual examinations.

1970

Term 1: March 2 to May 16.
Term 2: June 1 to August 8.
Term 3: August 31 to October 31.

January—

Tuesday 27 to
Saturday, Feb. 7 ..... Deferred examinations.

February—

Monday 16 ..... Enrolment week begins for new students and students repeating first year.
Monday 23 ..... Enrolment week begins for students re-enrolling (second and later years).

March—

Monday 2 ..... First term begins.

FACULTY OF COMMERCE STAFF

Dean

Professor E. B. Smyth

Chairman

Professor E. B. Smyth

Administrative Assistant

Miss E. Hing, BEc *Syd.*

SCHOOL OF ACCOUNTANCY

Professor of Accountancy and Head of School

A. S. Carrington, MCom *N.Z.*, FASA, FRANZ, FCIS, CMANZ, FIANZ.

Professor of Accountancy

E. B. Smyth, Hon. DSc *N.S.W.*, ASTC, FASA, FCIS

Associate Professor of Accountancy

W. J. McK. Stewart, BA BCom *Melb.*, FASA

Associate Professor

W. L. Burke, BA BEc *Syd.*, FASA, ACIS

Executive Assistant to Head of School

G. Howitt, BEc *Syd.*, MCom *N.S.W.*, ASTC, AASA (Senior), ACIS

Senior Lecturers

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A. A. Forster, BEc *Syd.*, FCA, FCIS
G. Howitt, BEc *Syd.*, MCom *N.S.W.*, ASTC, AASA (Senior), ACIS
A. W. Lacey, LLB *Syd.*, PhD *Lond.*, MBSC
L. N. Lee, BA BCom *Qld.*, AAUQ, AASA, ACIS
L. A. McPherson, AASA, ACIS
H. H. Mason, BA LLB *Syd.*, LLM *Adel.*

Lecturers

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G. N. Bowles, BEc *Syd.*, AASA (Senior)
D. G. Graham, BE *N.S.W.*
P. J. Grouse, MSc *Syd.*
V. M. Levy, BEc *Syd.*, AASA, ACIS
K. E. Osborne, BCom *N.S.W.*, AASA (Senior)
A. J. Pekin, BCom *Melb.*, MA(HospAdmin) *Iowa*, AHA

Senior Tutors

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Tutors
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N. C. Kakwani, MA PhD *Delhi.*

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Josephine M. Edwards, BA *N.S.W.*

Department of Economics

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K. D. Rivett, MA PhD *Melb.*
N. Runcie, BEc *Syd.*, PhD *Lond.*
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R. Fisher, MCom *N.S.W.*
I. Gordijew, BEc *Syd.*
R. V. Horn, MEc *Syd.*, DrRerPol *Cologne*
W. E. Hotchkiss, MEc *Syd.*

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Tutors
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Diane Campbell, BCom *N.S.W.*, DipEd *Syd.*
Mrs. Rita Hardie, BEc *Syd.*
I. Iredale, BCom *N.S.W.*
A. M. Kearns, BCom *N.S.W.*
J. Nightingale, BCom *N.S.W.*
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Department of Econometrics

Senior Lecturer
Vacant

Lecturer
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Department of Industrial Relations

Senior Lecturer
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DEPARTMENT OF FINANCE

Professor of Finance and Head of Department
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Lecturer
D. W. Chapman, MCom *Cape T.*

DEPARTMENT OF MARKETING

Professor of Marketing and Head of Department
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Lecturers
R. M. March, BA *Syd.*
H. Thompson, BA *Calif.*, MBA *Tulane*, PhD *Alabama*

SCHOOL OF APPLIED PSYCHOLOGY*

Professor of Applied Psychology and Head of School
A. G. Hammer, MA *Syd.*

Professor of Applied Psychology
S. H. Lovibond, BA *Melb.*, MA PhD DipSocSc. *Adel.*

SCHOOL OF WOOL AND PASTORAL SCIENCES*

Professor of Wool Technology and Head of School
P. R. McMahon, MAgrSc *N.Z.*, PhD *Leeds*, MAIAS, ARIC, ARACI

Associate Professors
I. L. Johnstone, BVSc *Syd.*, MAIAS, MAIS
W. R. McManus, BScAgr *Syd.*, PhD *N.S.W.*, MAIAS

Senior Lecturers
J. D. McFarlane, BScAgr Dip.Ed *Syd.*, MSc *N.S.W.*, MAIAS
E. M. Roberts, MAgrSc *N.Z.*, PhD *N.S.W.*, MAIAS
K. J. Whiteley, BSc *N.S.W.*, PhD *Leeds*, MAIAS

* See footnote to next page.

Lecturers

C. L. Goldstone, BAgrSc *N.Z.*, RCA (N.Z.), MAIAS
J. W. James, BA *Qld.*
J. P. Kennedy, BSc *Oxon.*, MSc *N.S.W.*, MAIAS

Tutor Demonstrator

Jean J. Carter, MSc *Syd.*

Teaching Fellow

J. B. Sherman, BSc *Glas.*, DRC

Senior Instructors

J. R. Paynter
R. Sallaway

THE GRADUATE SCHOOL OF BUSINESS

Chairman

Professor E. B. Smyth. Hon. DSc *N.S.W.*, ASTC, FASA, FCIS

Members

Professor A. S. Carrington, MCom *N.Z.*, FASA, FRANZ, FCIS, FIANZ, CMANZ
Professor R. A. Layton, MEc *Syd.*
Professor J. W. Nevile, BA *W. Aust.*, MA PhD *Calif.*
Professor R. C. Olsson, BEc *Syd.*, MBA PhD, *N.Y.*, FASA
Professor N. R. Wills, BEc MSc *Syd.*, *FRGS* (Lond.)

Department of Organizational Behaviour

Professor of Business Administration and Head of Department

N. R. Wills, BEc MSc *Syd.*, FRGS (Lond.)

Senior Lecturer

W. A. H. Jarvis, BA DipEd *Syd.*, BEd *Melb.*, PhD *Alabama*

Lecturers

K. H. E. Fargher, ED BSc BEd *Melb.*, MBA *N.S.W.*
J. W. Hunt, BA DipEd *Syd.*, MBA *N.S.W.*

* The names of other members of the staff of these Schools are listed in the University Calendar.

REQUIREMENTS FOR ADMISSION

A person who seeks to become a candidate for any degree of Bachelor of the University must first have qualified for matriculation and have satisfied the requirements for admission to the particular Faculty, course or subject chosen.

It should be noted that compliance with these conditions does not in itself entitle a candidate to enter upon a course. While it is the policy of the University to endeavour to admit all properly qualified applicants who have lodged applications by the appropriate closing date, it may be necessary at times to restrict the entry to one or more faculties because of lack of facilities.

A candidate who has satisfied the conditions for matriculation and for admission to a course of study shall be classed as a "matriculated student" of the University, after enrolment.

SECTION A

GENERAL MATRICULATION AND ADMISSION REQUIREMENTS

(for entry to the University in 1969 and until further notice)

1. A candidate may qualify for matriculation by attaining in recognised matriculation subjects at one New South Wales Higher School Certificate Examination or at one University of Sydney Matriculation Examination a level of performance determined by the Professorial Board from time to time.

2. The level of performance required to qualify for matriculation shall be

(a) passes in at least five recognised matriculation subjects, one of which shall be English and three of which shall be at Level 2 or higher;

and

(b) the attainment of an aggregate of marks, as specified by the Professorial Board, in not more than five recognised matriculation subjects, such marks being co-ordinated in a manner approved by the Board.

3. The following subjects, and such other subjects as may be approved by the Professorial Board from time to time, shall be recognised matriculation subjects:—

English	Greek	Chinese
Mathematics	Latin	Japanese
Science	French	Hebrew
Agriculture	German	Dutch
Modern History	Italian	Art
Ancient History	Bahasa Indonesia	Music
Geography	Spanish	Industrial Arts
Economics	Russian	

4. A candidate who has qualified to matriculate in accordance with the provisions of Clauses 1, 2 and 3 may be admitted to a particular Faculty, Course or Subject provided that:—

(a) his qualification includes a pass at the level indicated in the subject or subjects specified in Schedule A as Faculty, Course or Subject Pre-Requisites;

or

(b) the requirements regarding these particular Faculty, Course or Subject Pre-Requisites, as specified in Schedule A, have been met at a separate Higher School Certificate or University of Sydney Matriculation Examination.

5. Notwithstanding any of the provisions of Clauses 1 to 4, the Professorial Board may grant matriculation status to any candidate at the Higher School Certificate or University of Sydney Matriculation Examination who has reached an acceptable standard and may admit him to any Faculty, Course or Subject.

NOTE

1. For the purposes of clause 2(a), Mathematics and Science BOTH PASSED at First Level or Second Level Full Course shall together count as three subjects.
2. For the purposes of clause 2(b), Mathematics and Science TAKEN either singly or together at First Level or Second Level Full Course shall each count as one and one-half subjects.

Schedule A.

FACULTY OR COURSE	FACULTY OR COURSE PRE-REQUISITES
Applied Science (excl. Wool Technology course) Biological Sciences Engineering Industrial Arts Course Medicine Military Studies (Engineering course and Applied Science course) Science	(a) Science at Level 2S or higher, AND (b) either Mathematics at Level 2F or higher, OR Mathematics at Level 2S, provided that the candidate's performance in this subject and his general level of attainment are at standards acceptable to the Professorial Board.
Architecture Wool Technology course (Faculty of Applied Science) Sheep and Wool Technology (Education option) course	(a) Science at Level 2S or higher, AND (b) Mathematics at Level 2S or higher.
Arts Military Studies (Arts course) Social Work Degree Course	English at Level 2 or higher
Commerce	(a) Mathematics at Level 2S or higher, AND (b) either English at Level 2 or higher, OR English at Level 3, provided that the candidate's performance in this subject and his general level of attainment are at standards acceptable to the Professorial Board.
SUBJECT	**SUBJECT PRE-REQUISITES**
1.011—Higher Physics I 1.001—Physics I 1.041—Physics IC	As for Faculty of Science
2.011—Higher Chemistry I 2.001—Chemistry I 17.001—General and Human Biology 25.001—Geology I	Science at Level 2S or higher
10.011—Higher Mathematics I	Mathematics at Level 2F or higher
10.001—Mathematics I	Either Mathematics at Level 2F or higher OR Mathematics at Level 2S, provided that the candidate's performance in the subject and his general level of attainment are at standards acceptable to the Professorial Board.
10.021—Mathematics IT	Mathematics at Level 2S or higher
15.102—Economics II	As for Faculty of Commerce
50.111—English I 51.111—History I	English at Level 2 or higher
56.111—French I	French at Level 2 or higher
59.111—Russian I	Russian at Level 2 or higher
64.111—German I	German at Level 2 or higher
65.111—Spanish I	Spanish at Level 2 or higher
59.001—Russian IZ 64.001—German IZ 65.001—Spanish IZ	A foreign language, other than that in which enrolment is sought, at Level 2 or higher.

SECTION B

SUPPLEMENTARY PROVISIONS FOR MATRICULATION

1. Notwithstanding the provisions of Section A above, candidates may be accepted as "matriculated students" of the University under the following conditions subject to the approval of the Professorial Board:

   (a) Any person who holds a diploma from the New South Wales Department of Technical Education, or any other Technical College which may from time to time be recognised by the University, may be admitted to the University as a "matriculated student" with such status as the Board may determine, provided that, in the opinion of the Board, the applicant's qualifications are sufficient for matriculation to the Faculty nominated.

   (b) The Board may admit as a "matriculated student" in any Faculty with such status as the Board may determine in the circumstances:

      (i) A graduate of any approved University.

      (ii) An applicant who presents a certificate from a University showing that he has a satisfactory record and is qualified for entrance to that University, provided that in the opinion of the Board there is an acceptable correspondence between the qualifying conditions relied upon by the applicant and conditions laid down for matriculation to the nominated Faculty of the University of New South Wales.

   (c) (i) Any person who has completed the first year of the course at the Royal Military College of Australia and submits a certificate from the Commandant to that effect may be admitted as a "matriculated student" of the University.

      (ii) Any person who has completed a full course of at least three years' prescribed study at the Royal Military College of Australia and produces a certificate from the Commandant to that effect may be admitted as a "matriculated student" of the University with such status as the Board may determine.

   (d) Any person who has completed satisfactorily the passing out examination of the Royal Australian Naval College and submits a certificate from the Commanding Officer

may be admitted as a "matriculated student" of the University.

(e) (i) Any person who has completed the first year of the course at the Royal Australian Air Force College and submits a certificate from the Commandant to that effect, may be admitted as a "matriculated student" of the University.

(ii) Any person who has completed two years of the course at the Royal Australian Air Force College and submits a certificate from the Commandant to that effect, may be admitted as a "matriculated student" of the University with such status as the Board may determine.

(f) An applicant who presents a certificate from another University showing that he is qualified for entrance to that University and setting out the grounds of such qualification, provided that in the opinion of the Professorial Board, there is an acceptable correspondence between the qualifying conditions relied upon by the applicant and the conditions laid down for matriculation to the nominated Faculty of the University of New South Wales.

2. (a) The Professorial Board may in special cases, including cases concerning persons of other than Australian education, declare any person qualified to enter a Faculty as a "provisionally matriculated student" although he has not complied with the requirements set out above, and in so doing may prescribe the completion of certain requirements before confirming the person's standing as a "matriculated student". Students who satisfactorily complete these requirements will be permitted to count the courses so passed as qualifying for degree purposes.*

(b) Persons over the age of twenty-five years may be admitted to provisional matriculation status provided that—

(i) they have satisfactorily completed an approved course of systematic study extending over at least three years after passing the School Certificate Examination, or

* The Professorial Board has determined that normally confirmation of standing as a "matriculated student" will require the successful completion of not less than half the normal programme in the first year of enrolment.

(ii) they satisfy the Professorial Board that they have reached a standard of education sufficient to enable them profitably to pursue the first year of the proposed course.

(c) Any applicant for provisional status may be required to take such examination as the Professorial Board may prescribe before such status is granted.

3. The Professorial Board may at its discretion permit a person, who does not satisfy the requirements for admission, to attend lectures in a subject or subjects at the University, on payment of the prescribed fees provided that such person shall not necessarily have the privileges of "matriculated students" and shall not be eligible to proceed to a degree.

ADMISSIONS OFFICE

The Admissions Office, which is located in the Chancellery on the upper campus, provides intending students (both local and overseas) with information regarding courses, admission requirements, scholarships and enrolment. Office hours are from 9.00 a.m. to 1.00 p.m. and 2.00 p.m. to 5.00 p.m. Monday to Friday. During the enrolment period an evening service is also provided. Applications for special admission, admission with advanced standing and from persons relying for admission on overseas qualifications should be lodged with the Admissions Office.

Details of the procedure to be followed by students seeking entry to first year courses at the University may be obtained from the Admissions Office or the Metropolitan Universities Admissions Centre.

Persons seeking entry to first year courses in one or more of the three Universities in the Sydney Metropolitan Area (Macquarie University, the University of New South Wales and the University of Sydney) are required to lodge a single application form with the Metropolitan Universities Admissions Centre, First Floor, Crystal Palace Arcade, 590 George Street (near Town Hall), Sydney (Box 7049 G.P.O., Sydney, 2001). On the application form provision is made for applicants to indicate preferences for courses available in any or the three Universities. Students are notified individually of the result of their applications and provided with information regarding the procedures to be followed in accepting the offer of a place at this University and completing their enrolment at the Enrolment Bureau, Unisearch House, 221 Anzac Parade, Kensington.

ENROLMENT PROCEDURE

It is the policy of the University to endeavour to admit all properly qualified applicants who have lodged applications by the appropriate closing date. In 1969, however, facilities available to the University will make it necessary to impose quotas in the faculties of Architecture, Arts, Commerce and Medicine.

The enrolment procedure for the different classes of undergraduate student is as follows:

First Enrolments.

Students with Overseas Entry Qualifications

Overseas students and Australian Residents relying for admission on overseas qualifications must lodge an application for enrolment prior to 1st October of the year preceding that in which admission is sought.

Local and Interstate Residents

(a) Australian Residents, including students transferring from one course to another or from another University who have undertaken qualifying examinations in 1968, must lodge an application for enrolment by 20th January, 1969.

(b) Australian Residents already qualified for admission and students wishing to resume University studies must apply for enrolment by the 30th November, 1968.

First Year Repeat Students

First year students who fail all subjects at the annual examinations and who are not granted any deferred examinations must apply for re-enrolment to the Admissions Office by 20th January, 1969.

Application forms for enrolment and details of the application procedures may be obtained on application to the Registrar, P.O. Box 1, Kensington 2033.

Students in the above categories whose applications for enrolment are accepted will be required to complete their enrolment at a specified appointment time before the start of first term.

For those students who have been given an appointment and who do not subsequently receive a letter of cancellation, the enrolment procedure is:

(1) *Applicants must report to the Enrolment Bureau,* located in Unisearch House, on the western side of Anzac Parade,

Kensington, at the appointment time.* Members of the academic staff will be available at this time to give further advice regarding the course should this be necessary.

(2) *Applicants must then collect their enrolment form* and other enrolment material from the Enrolment Bureau counter, complete details, and present appropriate forms to the Cashier, together with the fees required. *Fees should be paid on the same day as the appointment.* Applicants should calculate from the table of fees below the amount they will be required to pay and should bring sufficient money or a cheque with them to cover this amount. Scholarship students, sponsored students, and other students not responsible for the payment of their own fees, must present to the Cashier with their enrolment form a written authority (scholarship voucher, letter from sponsoring company, etc.) to charge fees appropriately.

(3) *Applicants will then collect their timetable* by presenting their fees receipt (registration card) and school record card at the Enrolment Bureau. This timetable is an authority to attend classes and will not be issued until fees have been paid.

Final Dates for Completion of Enrolment. No enrolments will be accepted from new students after the end of the second week of term (14th March, 1969) except with the express approval of the Registrar and the Head of the School concerned; no later year enrolments will be accepted after 31st March without the express approval of the Registrar which will be given in exceptional circumstances only.

Later Year Enrolments.

All students enrolling other than for the first time and not included above, should enrol through the School. This enrolment must be effected before or during the week before the commencement of First Term.

Each student must obtain and complete the appropriate *University Enrolment Form* (Form UE3 for full-time students, UE4 for part-time students) and *Proposed Programme for 1969* (Form C22/69 for all students). Forms are obtainable at the Faculty of Commerce Office, Room 113, First Floor of the

* Applicants who cannot keep their appointment should attend at the Enrolment Bureau on Thursday, February 27, between 10 a.m.-12 noon, 2 p.m.-5 p.m., and 6 p.m.-8 p.m. If they fail to keep the original appointment or fail to pay their fees, a class place may not be available. Students enrolling on this Thursday will be liable to pay a late fee of $5.

Commerce Building. Neither form should be completed until students obtain a copy of the *Faculty of Commerce Handbook for 1969,* which should be available in January.

University Enrolment Form: All relevant details should be completed, but students should not fill in the sections showing the programme for 1969. Enrolling Officers will complete this section after checking the programme proposed on form C22/69.

Proposed Programme for 1969: No student should attempt to complete the programme before receiving the results of the 1968 Annual Examinations and consulting the 1969 Faculty Handbook. Important changes have been made to a number of rules relating to the B.Com. course, and the attention of students is specially directed to the following revisions:

Rule IC, concerning the Pass Degree with Merit.

Rule 7, amending Humanities subjects now offered.

Rule 19, relating to honours in the Marketing course.

Students are also referred to the section dealing with *deferred examinations* which applies in respect of subjects in which they are enrolled in 1969.

The Handbook also shows those optional subjects which will not be available in 1969. Where the Handbook indicates that a subject may not be offered, students should make further enquiries at the office of the School concerned.

The attention of students is also directed to the important provisions of Rules 3 (prescribing maximum hours of class attendance), 4 (concerning prerequisites) and 6 (concerning the order in which subjects may be taken). Any application to vary these requirements must be made on the form *Application for Concession* available from the Faculty Administrative Assistant. Students should note that they will not be exempted from the requirement that Economics II must be passed before enrolling in subjects from Group II Options offered by the School of Economics (see Rule 16). Students may not take subjects offered by the Graduate School of Business to satisfy General Option requirements.

Admission to Honours Courses requires the approval of the Head of School concerned (see Rule 10). Students who have good

first year records should seek such approval before submitting their proposed programmes; they are invited to contact the Head of School after results are published.

Thesis requirements: Students who are required to submit a thesis as part of their course requirements should have their topics and supervisors approved in accordance with the requirements of Rule 9 (which has also been revised) and instructions issued by the Schools concerned. The thesis should be included in the student's programme for appropriate year(s), with the proposed year of submission being shown in brackets. Enrolling Officers will include the thesis on the Enrolment Form when it is intended to submit in the current year, but the responsibility for obtaining approval of the date of submission rests with the student.

Deferred examinations. When a student has been granted any deferred examination(s) he should prepare his proposed programme on the assumption that he will pass the deferred examination(s). However, he should submit alternative programme(s) to be used by the Enrolling Officer in the event of failure in the deferred examination(s); in such cases only names and proposed programmes are required on the alternative *Proposed Programme* forms.

Students who are uncertain as to their standing in the course, or wish to clarify other matters should contact the Faculty Administrative Assistant. In particular, students expecting to complete the course in 1969 should make a point of checking their programme with the Faculty Administrative Assistant to avoid the possibility of any omissions from the requirements.

A student who enrols in a subject in contravention of Faculty rules or of this instruction without the written approval of the Dean may have his enrolment in that subject terminated.

A student who has been notified by the Registrar that he has been **excluded** under the "Show Cause" regulations and who nevertheless contrives to enrol in a programme not expressly approved by the Head of School, may have his course suspended.

The enrolment form and completed form C22/69 must be returned to the Faculty Administrative Assistant (Miss E. Hing), Faculty of Commerce Office, before January 20, 1969. Forms received after this date may only be collected during the late enrolment period.

When a proposed programme is approved, no enrolment interview will be necessary and the student may collect his stamped and initialled enrolment form from the Faculty Office on Wednesday, 26th February, Thursday, 27th February, Friday, 28th February, 1969, between the hours of 2 p.m.-5 p.m. or 6 p.m.-8 p.m. He may then complete enrolment by the payment of fees either during enrolment week or before the end of second week of term, Friday, March 14th. Students who fail to attend at the specified times during enrolment week will be required to attend at specified late enrolment periods, but students who complete their enrolment at such times will incur late fees.

If a student proposes a programme that is inconsistent with the Rules or is otherwise irregular, he may be called for interview.

Students who fail to lodge the enrolment form and form C22/69 before January 20, 1969, or who fail to keep an appointment for interview must enrol at a late enrolment session and pay the prescribed late fee.

Note: First year students who failed all subjects at the 1968 Annual Examinations and who were not granted any deferred examinations will NOT follow the above procedure. They are required to apply for enrolment to the Admissions Office by 20th January, 1969.

Miscellaneous Subject Enrolments.—Students may be accepted for enrolment in miscellaneous subjects provided the University considers that the subject(s) will be of benefit to the student and there is accommodation available. Only in exceptional circumstances will subjects taken in this way count towards a degree or diploma. Students seeking to enrol in miscellaneous subjects should obtain a letter of approval from the Head of the appropriate School or his representative permitting them to enrol in the subject concerned. The letter should be given to the enrolling officer at the time of enrolment. Where a student is under exclusion he may not be enrolled in miscellaneous subjects unless given approval by the Professorial Board.

Students who have completed the final examinations but have a thesis still outstanding are required to enrol for the period necessary to complete the thesis and to pay the requisite fees.

Course details must be completed during the prescribed Enrolment Week. For details of fee requirements, including late fee provisions, see under Fees.

Master of Commerce. Candidates continuing formal post-graduate courses are required to obtain and complete the relevant forms which are obtainable from the Faculty of Commerce Office. These should be returned to the Faculty Office by 27th January, 1969.

During enrolment week, Wednesday 26th, Thursday 27th, Friday 28th February, 1969, between the hours of 2 p.m.-5 p.m. or 6 p.m.-8 p.m., the candidate should collect his signed enrolment form from the Faculty Office. He may then complete enrolment by the payment of fees either during enrolment week or before the end of second week of term, Friday, 14th March.

UNIVERSITY UNION CARD

All students other than miscellaneous students are issued with a University Union membership card. This card must be carried during attendance at the University and shown on request.

The number appearing on the front of the card in the space at the top righthand corner is the student registration number used in the University's records. This number should be quoted in all correspondence.

The card must be presented when borrowing from the University libraries, when applying for travel concessions and when notifying a change of address. It must also be presented when paying fees on re-enrolment each year when it will be made valid for the year and returned. Failure to present the card could result in some inconvenience in completing re-enrolment.

A student who loses a Union card must notify the University Union as soon as possible.

New students will be issued with University Union cards by mail to their term address as soon as possible after fee payment. In the meantime, the fees receipt form should be carried during attendance at the University and shown on request. If the Union card is not received within three weeks of fee payment the University Union should be notified.

COMMERCE UNDERGRADUATE FEES

(a) Degree Courses

Where course fees are assessed on the basis of term hours of attendance the hours for each subject for purposes of fee assessment shall be those prescribed in the Calendar, irrespective of any variation from the prescribed hours which may be necessary in conducting the subject. The granting of an exemption from portion of any of the requirements of a subject in which a student is enrolled does not carry with it any exemption from the payment of fees.

For the purpose of fee determination, assessment is on a term basis.

A full-time course fee will be charged for any term where more than 11 hours per week instruction, etc., is involved.

(i) Full-time Course Fee—more than 11 hours attendance per week—$92 per term.

(ii) Part-time Course Fee—over four hours and up to 11 hours attendance per week—$55 per term.

(iii) Part-time Course Fee—four hours or less attendance per week—$28 per term.

(iv) Course Continuation Fee—A fee of $23 per annum (no term payment) is payable by:

Category (a) students who have once been enrolled for a thesis and have only that requirement outstanding,

or

Category (b) students given special permission to take annual examinations without attendance at the University. (Students in this category are not required to pay the subscriptions to the University Union, the Students' Union, the Sports Association and the Library fee.)

(b) Other Fees

In addition to the course fees set out above all registered undergraduates will be required to pay—

Matriculation Fee—$7—payable at the beginning of first year.

*** Fees quoted in this schedule are current at the time of publication and may be amended by the Council without notice.**

Library Fee—annual fee—$12.
Excursion Fees—Geography IA—$4
Geography IIA—$20
University Union—entrance fee†—$20.
Student Activities Fees
University Union†—$12—annual subscription.
Sports Association†—$2—annual subscription.
Students' Union†—$5—annual subscription.
Miscellaneous—$10—annual fee.
Total—$29.

Graduation or Diploma Fee—$7—payable at the completion of the course.

Special Examination Fees

Deferred examination—$5 for each subject.

Examinations conducted under special circumstances—$7 for each subject.

Review of examination result—$7 for each subject.

Late Fees

First Enrolments

Fees paid on the late enrolment session and before commencement of term	$6
Fees paid during the 1st and 2nd weeks of term	$12
Fees paid after the commencement of the 3rd week of term with the express approval of the Registrar and Head of the School concerned	$23

Re-enrolments

First Term:

Failure to attend enrolment centre during enrolment week	$6
Fees paid after the commencement of the 3rd week of term to 31st March	$12
Fees paid after 31st March where accepted with the express approval of the Registrar	$23

Second and Third Terms:

Fees paid in 3rd and 4th weeks of term	$12
Fees paid thereafter	$23
Late lodgement of corrected enrolment details forms (late applications will be accepted for three weeks only after the prescribed dates)	$5

† Life members of these bodies are exempt from the appropriate fee or fees.

COMMERCE POSTGRADUATE FEES

(a) Master of Business Administration

(i) Registration Fee—$5.

(ii) Graduation Fee—$7.

(iii) Course Fee — calculated on the basis of a term's attendance at the rate of $6 per hour per week. Thus the fee for a programme requiring an attendance of 24 hours per week for the term is 24 x $6 = $144 per term.

(iv) Thesis or Project Fee—$35 (an additional fee of $23* is payable by students who have completed their final examinations for the degree but have not completed the thesis or project for which they have been previously enrolled).

Other Fees

As set out below.

Late Fees

As set out earlier under *Re-enrolments* in the section on "Late Fees".

(b) Master of Commerce

Fees are payable from the commencement date of a candidate's registration and remain payable until the candidate's thesis is presented to the Examinations Branch.

(i) Qualifying Examination	$12
(ii) Registration Fee	$5
(iii) Internal full-time student annual fee	$69
Internal full-time student term fee	$23
(iv) Internal part-time student annual fee	$36
Internal part-time student term fee	$12
(v) External student annual fee†	$23
(vi) Final Examination (including Graduation fee)	$35

(c) Master of Commerce

The following fees apply when formal course work is undertaken over two years full-time or three years part-time and a report submitted on a project.

(i) Registration Fee	$5
(ii) Course Fee—per subject	$36
(iii) Project Fee—(at the time of first enrolment in the project)	$23
(iv) Project Fee—(for each† subsequent enrolment in the project)	$23
(v) Graduation Fees	$7

* Students paying this fee who are not in attendance at the University are not required to pay the Student Activities Fees.

† Students in this category are not required to pay the Student Activities Fees, the University Union Entrance Fee, or the Library Fee.

Other Fees (M.B.A., and M.Com.)

In addition to the fees set out above, all students in the above categories are required to pay:—

Library Fee—Annual Fee, $12.
University Union—entrance fee†—$20.
Student Activities Fees
University Union†—$12—annual subscription
Sports Association†—$2—annual subscription
Students' Union†—$5—annual subscription.
Miscellaneous—$10—annual fee.
Total—$29.

Late Fees (M.Com. only)

Initial Registration

Fees paid from commencement of sixth week after date of offer of registration to end of eighth week $12

Renewal at Commencement of each Academic Year

Fees paid from commencement of third week of term to 31st March $12

Fees paid after 31st March where accepted with the express approval of the Registrar $23

WITHDRAWAL FROM COURSE

Students withdrawing from a course are required to notify the Registrar in writing. Fees for the course accrue until a written notification is received.

Where notice of withdrawal from a course is received by the Registrar before the first day of First Term a refund of all fees paid, other than the matriculation fee, will be made.

Where a student terminates for acceptable reasons a course of study before half a term has elapsed, one-half of the term's fee may be refunded. Where a student terminates a course of study after half a term has elapsed, no refund may be made in respect of that term's fees.

The Library fee is an annual fee and is not refundable where notice of withdrawal is given after the commencement of First Term. On notice of withdrawal a partial refund of the Student Activities Fees is made on the following basis:

University Union—$2 in respect of each half term.
University of New South Wales Students' Union—where notice is given prior to the end of the fifth week of first term, $2; thereafter no refund.

† Life members of these bodies are exempt from the appropriate fee or fees.

University of New South Wales Sports Association—where notice is given prior to 30th April, a full refund is made; thereafter no refund.

Miscellaneous—where notice is given prior to 30th April, $5; thereafter no refund.

PAYMENT OF FEES

Completion of Enrolment

All students are required to attend the appropriate enrolment centre during the prescribed enrolment period* for authorisation of course programme. Failure to do so will incur a late fee of $6.

First year students (including students repeating first year) must complete enrolment (including fee payment) before they are issued with class timetables or permitted to attend classes. A first year student who has been offered a place in a course to which entry is restricted and fails to complete enrolment (including fee payment) at the appointed time may lose the place allocated.

Fees should be paid during the prescribed enrolment period, but will be accepted during the first two weeks of First Term. (For late fees, see earlier). No student is regarded as having completed an enrolment until fees have been paid. *Fees will not be accepted (i.e., enrolment cannot be completed) from new students after the end of the second week of term (i.e., 14th March, 1969), and after 31st March, from students who are re-enrolling,* except with the express approval of the Registrar, which will be given in exceptional circumstances only.

Payment of Fees by Term

Students who are unable to pay their fees by the year may pay by the term, in which case they are required to pay first term course fees and other fees for the year, within the first two weeks of First Term. Students paying under this arrangement will receive accounts from the University for Second and

* The enrolment periods for Sydney students are prescribed annually in the leaflets "Enrolment Procedure for New Students" and "Enrolment Procedure for Students Re-enrolling".

Third Term fees. These fees must be paid within the first two weeks of each term.

Assisted Students

Scholarship holders or Sponsored Students who have not received an enrolment voucher or appropriate letter of authority from their sponsor at the time when they are enrolling, should complete their enrolment, paying their own fees. A refund of fees will be made when the enrolment voucher or letter of authority is subsequently lodged with the Cashier.

Extension of Time

Any student who is unable to pay fees by the due date may apply in writing to the Registrar for an extension of time. Such application must give year or stage, whether full-time or part-time, and the course in which the applicant wishes to enrol, state clearly and fully the reasons why payment cannot be made and the extension sought, and must be lodged before the date on which a late fee becomes payable. Normally the maximum extension of time for the payment of fees is until 31st March for fees due in First Term and for one month from the date on which a late fee becomes payable in Second and Third Terms.

Where an extension of time is granted to a first year student in First Term, such student may only attend classes on the written authority of the Registrar, but such authority will not normally be given in relation to any course where enrolments are restricted.

Failure to Pay Fees

Any student who is indebted to the University and who fails to make a satisfactory settlement of his indebtedness upon receipt of due notice ceases to be entitled to membership and privileges of the University. Such a student is not permitted to register for a further term, to attend classes or examinations, or to be granted any official credentials.

No student is eligible to attend the annual examinations in any subject where any portion of his course fees for the year is outstanding after the end of the fourth week of Third Term (26th September, 1969).

In very special cases the Registrar may grant exemption from the disqualification referred to in the two preceding paragraphs upon receipt of a written statement setting out all relevant circumstances.

GENERAL CONDUCT

Acceptance as a member of the University implies an undertaking on the part of the student to observe the regulations, by-laws and other requirements of the University, in accordance with the declaration signed at the time of the enrolment.

In addition, students are expected to conduct themselves at all times in a seemly fashion. Smoking is not permitted during lectures, in examination rooms or in the University Library. Gambling is also forbidden.

Members of the academic staff of the University, senior administrative officers, and other persons authorized for the purpose, have authority, and it is their duty, to check and report on disorderly or improper conduct or any breach of regulations occurring in the University.

ATTENDANCE AT CLASSES

Students are expected to be regular and punctual in attendance at all classes in the course or subject in which they are enrolled. All applications for exemption from attendance at lectures or practical classes must be made in writing to the Registrar.

In the case of illness or of absence for some other unavoidable cause a student may be excused by the Registrar from attendance at classes for a period of not more than one month, or on the recommendation of the Dean of the appropriate Faculty for any longer period.

Applications to the Registrar for exemption from re-attendance at classes, either for lectures or practical work, may only be granted on the recommendation of the Head of the appropriate School. The granting of an exemption from attendance does not carry with it exemption from payment of fees.

Application forms for exemption from lectures are available at the Admissions Office and should be lodged there (with a medical certificate where applicable). If term examinations have been missed this fact should be noted in the application.

Where a student has failed a subject at the annual examinations in any year and re-enrols in the same course in the following year, he must include in his programme of studies for that year the subject in which he has failed. This requirement will

not be applicable if the subject is not offered the following year; is not a compulsory component of a particular course; or if there is some other cause, which is acceptable to the Professorial Board, for not immediately repeating the failed subject.

Where a student has attended less than eighty per cent of the possible classes, he may be refused permission to sit for the examination in that subject.

COURSE TRANSFERS

Students wishing to transfer from one course to another (including transfer from full-time to part-time study or vice versa) must make application to the Admissions Office. Applications to transfer to courses where quotas apply will not be accepted after 20th January. The Admissions Office will give each applicant an acknowledgement of his application to transfer.

Having made application to the Admissions Office students transferring are required to attend the School Enrolment Centre at the time set down for the year/stage of the new course in which they expect to enrol. They must present the letter granting approval of the transfer to the enrolling officer.

Students who have not received a letter granting approval to the transfer before the date on which they are required to enrol must present their acknowledgement to the enrolling officer who will decide whether to permit them to attend classes provisionally in the new course. Students who are permitted to attend classes provisionally should not pay fees until they have received their letter granting formal approval to transfer.

CHANGES IN COURSE PROGRAMMES AND WITHDRAWAL FROM SUBJECTS

Students seeking approval to substitute one subject for another or add one or more subjects to their programme must make application to the Head of the School responsible for the course on a form available from School offices. In the case of students wishing to withdraw from subjects or terminate their enrolment the application must be lodged at the Examinations and Student Records Section. The Registrar will inform students

of the decision. Approval of withdrawal from subjects is not automatic, each application being determined after considering the circumstances advanced as justifying withdrawal. It is emphasised that withdrawal from subjects after Term I or failure to sit for the examinations in any subjects for which the student has enrolled is regarded as failure to pass the subjects unless written approval to withdraw has been obtained from the Registrar.

RESUMPTION OF COURSES

Students wishing to resume their studies after an absence of twelve months or more are required to apply to the Admissions Office for permission to re-enrol by 20th January, 1969. Students re-enrolling in this way will normally be required to satisfy conditions pertaining to the course at the time of re-enrolment. This condition applies also to students who have been re-admitted to a course after exclusion under the rules restricting students re-enrolling.

ANNUAL EXAMINATIONS

The annual examinations take place in November-December for students in 30-week courses, and in September for students in 21- and 24-week courses. Timetables showing time and place at which individual examinations will be held are posted on the central notice boards. Misreading of the timetable is not an acceptable excuse for failure to attend an examination. Examination results are posted to the term addresses of students. No results will be given by telephone.

Examination results may be reviewed for a fee of $7 a subject, which is refundable in the event of an error being discovered. Applications for review must be submitted on the appropriate form, together with the necessary fee by the date indicated on the notification of results.

In the assessment of a student's progress in University courses, consideration is given to work in laboratory and class exercises and to any term or other tests given throughout the year, as well as to the annual examination results.

A student who through serious illness or other cause outside his control in unable to attend an examination is required to bring the circumstances (supported by a medical certificate or

other evidence) to the notice of the Registrar not later than seven days after the date of the examination.

A student who believes that his performance at an examination has been affected by serious illness during the year or by other cause outside his control, and who desires these circumstances to be taken into consideration in determining his standing is required to bring the circumstances (supported by a medical certificate or other evidence) to the notice of the Registrar not later than seven days after the date of the examination.

All medical certificates should be as specific as possible concerning the severity and duration of the complaint and its effect on the student's ability to take the examinations.

A student who attempts an examination, yet claims that his performance is prejudiced by sickness on the day of the examination, must notify the Registrar or Examination Supervisor before, during, or immediately after the examination, and may be required to submit to medical examination.

A student suffering from a physical disability which puts him at a disadvantage in written examinations may apply to the Registrar for special provision when examinations are taken The student may be required to support his request with medical evidence.

All students will receive an enrolment details form by 30th June. It is not necessary to return this form, unless any information recorded there is incorrect. Amended forms must be returned to the Examinations Branch by 19th July. Amendments notified after the closing date will not be accepted unless exceptional circumstances exist and approval is obtained from the Registrar. Where a late amendment is accepted, a late fee of $5.00 will be payable. Amended forms returned to the Registrar will be acknowledged in writing within fourteen days.

Examinations are conducted in accordance with the following rules and procedure:

(a) Candidates are required to obey any instruction given by an examination supervisor for the proper conduct of the examination.

(b) Candidates are required to be in their places in the examination room not less than ten minutes before the time for commencement.

(c) No bag, writing paper, blotting paper, manuscript or book, other than a specified aid, is to be brought into the examination room.

(d) No candidate shall be admitted to an examination after thirty minutes from the time of commencement of the examination.

(e) No candidate shall be permitted to leave the examination room before the expiry of thirty minutes from the time the examination commences.

(f) No candidate shall be re-admitted to the examination room after he has left it unless during the full period of his absence he has been under approved supervision.

(g) A candidate shall not by any improper means obtain, or endeavour to obtain, assistance in his work, give, or endeavour to give, assistance to any other candidate, or commit any breach of good order.

(h) Smoking is not permitted during the course of examinations.

(i) A candidate who commits any infringement of the rules governing examinations is liable to disqualification at the particular examination, to immediate expulsion from the examination room, and to such further penalty as may be determined in accordance with the By-laws.

DEFERRED EXAMINATIONS

Deferred examinations may be granted in the following cases:

(i) When a student through illness or some other acceptable circumstance has been prevented from taking the annual examination or has been placed at a serious disadvantage during the annual examinations. Applications for deferred examination in this category must be lodged with the Registrar with appropriate evidence of the circumstances (e.g., medical certificate) not later than seven days after the examination concerned. All such applications shall be reported to the Head of the School responsible for the subject. Before a deferred examination is granted on medical grounds, regard shall be paid to the student's class and assignment work in the subject, to his general performance in the year, and to the significance of the annual examination in compiling the composite mark.

(ii) To help resolve a doubt as to whether a student has reached the required standard in a subject.

(iii) To allow a student by further study to reach the required standard in a subject. The granting of a deferred examination in such cases will be based on the general quality of the student's performance.

(iv) Where a student's standing at the annual examinations is such that his progression or graduation could depend on his failure in one subject only, then his position in that subject shall be again reviewed with a view to determining whether a deferred examination may be granted notwithstanding his failure otherwise to qualify for such concession.

However, students are advised that from 1969* the Faculty of Commerce intends to award deferred examinations under (ii) and (iii) above only in exceptional circumstances. Every practicable effort will be made to resolve a doubt before the final composite mark and published grades are determined.

In subjects under the control of the various schools in the Faculty of Commerce 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, term, mid-year and other prescribed examinations, essays and assignments. The exact method of weighting the components of the composite mark may differ from subject to subject, but students will be advised of the weighting at the commencement of first term.

To help resolve any further doubt as to whether a student has reached the required standard in a subject, a student may be required to sit for oral and/or written supplementary examinations in the relevant subjects. Supplementary examinations will normally be held in the first two weeks of December. When an examiner considers that he requires extra evidence in the form of an oral or written examination, the student will be advised by the Faculty of Commerce of the place and time of the examination. Students will be required to attend no sooner than five days after the posting of notices by the Faculty of Commerce.

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

* Subject to the approval of Council.

Deferred examinations must be taken at the centre in which the student is enrolled, unless he has been sent on compulsory industrial training to remote country centres or interstate. An application to take an examination away from the centre in which enrolled must be lodged with the Registrar immediately examination results are received. Normally, the student will be directed to the nearest University for the conduct of the deferred examination.

Applications for deferred examinations in the first category must be lodged with the Registrar with appropriate evidence of the circumstances (e.g. medical certificate) not later than seven days after the examination concerned.

A student eligible to sit for a deferred examination must lodge with the Accountant an application accompanied by the fee of $5 per subject, by the date indicated on the notification of results.

APPLICATION FOR ADMISSION TO DEGREE

Applications for admission to a degree of the University must be made on the appropriate form by 31st January. Applicants should ensure that they have completed all requirements for the degree.

RESTRICTION UPON STUDENTS RE-ENROLLING

The University Council has adopted the following rules governing re-enrolment with the object of requiring students with a record of failure to show cause why they should be allowed to re-enrol and retain valuable class places. These rules will be applied retrospectively from January, 1962.

(i) As from 1st January, 1962, a student shall show cause why he should be allowed to repeat a subject in which he has failed more than once. (Failure in a deferred examination as well as in the annual examination counts, for the purpose of this regulation, as one failure). Where

such subject is prescribed as a part of the student's course he shall be required to show cause why he should be allowed to continue the course. A student in the medical course shall show cause why he should be allowed to repeat the second year of the course if he has failed more than once to qualify for entry to the third year.

(ii) Notwithstanding the provisions of clause (i), a student shall be required to show cause why he should be allowed to continue a course which he will not be able to complete in the time set down in the following schedule:

Number of years in course	*Total time allowed from first enrolment to completion (years)*
3	5
4	6
5	8
6	9
7	11
8	12

*(iii) No full-time student shall, without showing cause, be permitted to continue a course unless all subjects of the first year of his course are completed by the end of his second year of attendance. No student in the Faculty of Arts shall, without showing cause, be permitted to continue a course unless he completes four subjects by the end of his second year of attendance.

No part-time student shall, without showing cause, be permitted to continue a course unless all subjects of the first two stages of his course are completed by the end of his fourth year of attendance and all subjects of the third and fourth stages of his course by the end of his seventh year of attendance.

No student in the Faculty of Medicine shall, without showing cause, be permitted to continue with the medical course unless he completes the second year of the course by the end of his third year of attendance, and the third year of the course by the end of his fourth year of attendance.

* Rule (iii) in so far as it relates to students in the Faculty of Arts will apply retrospectively as from the 1st January, 1967, and in so far as it relates to students in the Faculty of Medicine, will apply to students enrolling for the first time in 1967 or thereafter.

(iv) A student who has a record of failure in a course at another University shall be required to show cause why he should be admitted to this University. A student admitted to a course at this University following a record of failure at another University shall be required to show cause, notwithstanding any other provisions in these rules, why he should be permitted to continue in that course if he is unsuccessful in the annual examinations in his first year of attendance at this University.

(v) Any student excluded under any of the clauses (i)-(iii) may apply for re-admission after two academic years and such application shall be considered in the light of any evidence submitted by him.

(vi) A student wishing "to show cause" under these provisions shall do so in writing to the Registrar. Any such application shall be considered by the Professorial Board, which shall determine whether the cause shown is adequate to justify his being permitted to continue his course or re-enrol as the case may be.

(vii) The Vice-Chancellor may on the recommendation of the Professorial Board exclude from attendance in a course or courses any student who has been excluded from attendance in any other course under the rules governing re-enrolment and whose record at the University demonstrates, in the opinion of the Board and the Vice-Chancellor, the student's lack of fitness to pursue the course nominated.

(viii) A student who has failed, under the provisions of Clause (vi) of these rules, to show cause acceptable to the Professorial Board why he should be permitted to continue in his course, and who has subsequently been permitted to re-enrol in that course or to transfer to another course, shall also be required to show cause, notwithstanding any other provisions in these rules, why he should be permitted to continue in that course if he is unsuccessful in the annual examinations immediately following the first year of resumption or transfer of enrolment as the case may be.

(ix) A student may appeal to an Appeals Committee constituted by Council for this purpose, against his exclusion by the Professorial Board from any subject or course.

RE-ADMISSION AFTER EXCLUSION

Applications for re-admission must be made on the standard form and lodged with the Registrar not later than 30th June of the year prior to that for which re-admission is sought. An application should include evidence of appropriate study in the subjects (or equivalents) on account of which the applicant was excluded. In addition, evidence that the circumstances which were deemed to operate against satisfactory performance at the time of exclusion are no longer operative or are reduced in intensity, should be furnished. An applicant may be required to take the annual examinations in the relevant subjects as qualifying examinations in which case re-admission does not imply exemption from the subject.

It should be noted that a person under exclusion may not be enrolled in miscellaneous subjects unless he has received the approval of the Professorial Board.

Persons who intend applying for re-admission to the University at a future date may seek advice as to ways in which they may enhance their prospects of qualifying for re-admission. Enquiries should be made on a form obtainable from the Examinations Branch, and lodged with the Registrar.

OWNERSHIP OF STUDENTS' WORK

The University reserves the right to retain at its own discretion the original or one copy of any drawings, models, designs, plans and specifications, essays, theses or other work executed by students as part of their courses, or submitted for any award or competition conducted by the University.

CHANGE OF ADDRESS

Students are requested to notify the Registrar in writing of any change in their address as soon as possible. Failure to do this could lead to important correspondence or course information not reaching the student. The University cannot accept responsibility if official communications fail to reach a student who has not notified the Registrar of a change of address.

NOTICES

Official University notices are displayed on the notice boards and students are expected to be acquainted with the contents of those announcements which concern them.

Faculty and School Notice Boards are the usual means of communicating to students details of tutorial group allocations, changes in lecture times and locations, administrative arrangements and information on other important matters. *It is, therefore, essential that students develop the habit of reading these notice boards at frequent intervals.*

PHOTOGRAPHS

Passport size photographs of students are required for Faculty record purposes. New students who failed to comply with this instruction during Enrolment Week are requested to post or deliver a photograph to the Faculty of Commerce Office immediately. Name and address should be given in block letters on the reverse side of the photograph.

LOST PROPERTY

All enquiries concerning lost property should be made to the Chief Steward in the Commerce Building (telephone ext. 2503) or to the Lost Property Office at the Union.

PARKING WITHIN THE UNIVERSITY GROUNDS

Because of the limited amount of parking space available, only full-time 4th year undergraduates, Stage 5 and later part-time, and 400 Stage 4 part-time, and post-graduate students may apply for parking permits. Applications should be made to the Property Section (Bursar's Division), Room 236, Chancellery, where details of the charges for permits are also available.

APPLICATION OF RULES

General

Any student who requires information on the application of these rules or any service which the University offers, may make enquiries from the Admissions Office, the Student Counselling Centre or the Registrar.

Appeals

Section 5(c) of Chapter III of the By-laws provides that "Any person affected by a decision of any member of the Professorial Board (other than the Vice-Chancellor) in respect of breach of discipline or misconduct may appeal to the Vice-Chancellor, and

in the case of disciplinary action by the Vice-Chancellor, whether on appeal or otherwise, to the Council".

PREPARATION OF ESSAYS

In the course of their studies students will be required to prepare a number of essays which must reach a minimum standard of presentation. All essays should include a bibliography, adequate footnotes, and a synopsis which should summarise the argument of the essay and be set out in complete sentences. It is essential that the bibliography should state at least the names of the author(s) as shown on the publication referred to; the title, edition, date, publisher and place of publication of each book; and the title of each article, along with the name and full date of issue of the journal or other publication in which it appeared. Footnotes should be sufficiently detailed to identify the source quoted and should include page references where appropriate. Each essay should include a title sheet, giving particulars of the student's name, the subject which he is studying, the title of the essay, his tutorial group number, the day and time of his tutorial, his tutor's name and the number of words in the essay. To assist students in these and other respects, Faculty prescribes the following text:— Kate L. Turabian, *Students' Guide for Writing College Papers.* Phoenix Books, University of Chicago Press, 1963.

PREPARATION OF THESES

In writing theses as required by the rules (see Rule 9, page 66) students are expected to pay particular attention to matters of presentation. In this respect students are advised to consult:— Kate L. Turabian, *A Manual for Writers of Term Papers, Theses and Dissertations.* Phoenix Books, University of Chicago Press, 1955.

LIBRARY

The University Library is located on the upper campus and adjacent to the Chancellery, the Morven Brown Building and the John Goodsell Building.

Students are expected to read widely and critically. Library facilities are available in the main Library which provides a reference and lending service. The Library possesses a very comprehensive collection of journals of which students are advised to take full advantage.

The hours of the Library are:

First Term: Monday to Friday—9 a.m. to 10 p.m.

Second and Third Terms: Monday to Friday—8.30 a.m to 11.30 p.m.

Saturday—9 a.m. to 5 p.m.; Sunday—2 p.m. to 6 p.m.

During Vacation and Public Holidays: Refer Library Notice Board.

All students are urged, in their own interests, to familiarise themselves as soon as possible with the facilities afforded by the Library, the indexing system employed, and the rules under which publications may be borrowed. Students are advised that they are expected to devote a considerable part of the vacations to reading.

For other details, reference should be made to the brochure, *Guide to the Library,* issued on enrolment.

ACCOUNTANCY HONOURS AND POST-GRADUATE SCHOOL LIBRARY

Largely as a result of a series of annual grants of $500 made by the Public Accountants Registration Board of New South Wales, since 1961, an Honours and Post-Graduate Accountancy Library has been established within the School of Accountancy. The library contains books and periodicals on accounting, auditing and allied subjects. Honours and Post-Graduate students wishing to use the library should apply at the office of the School of Accountancy.

PREVIOUS ANNUAL EXAMINATION PAPERS

Copies of annual examination papers set in previous years can be purchased from the Union Shop which is located in the University Union, Kensington.

ENQUIRIES

Enquiries regarding matriculation, enrolment, or fees, should be made to the Admissions Office which is located in the Chancellery. Enquiries regarding courses and choice of subjects should be made to the Faculty Office in the Commerce Building.

HANDBOOKS

All students must obtain a copy of the *Faculty of Commerce* Handbook which costs 50c and is available from the University Cashier, the Co-operative Bookshop, the University Union Shop, Angus and Robertson Ltd., and Grahame Book Co. Pty. Ltd.

In addition, new students should obtain a copy of *Handbook*

for New Students, and later year students a copy of *General Rules and Information for Students.* These are available free of charge from the Faculty Office or the Admissions Office.

The University Calendar is also available, price $1.20 for the soft-bound edition, and $2 for the hard-bound edition.

WOLLONGONG UNIVERSITY COLLEGE

Students may enrol in certain specializations for the Bachelor of Commerce degree, in both full-time and part-time courses, at Wollongong University College. First year subjects were first offered at the College in 1964 and some later year subjects were made available in subsequent years. These subjects are identical with those being offered in Sydney so that students may transfer to Sydney to complete their degrees.

Further details may be obtained from the Senior Administrative Officer at Wollongong University College.

UNIVERSITY AND PROFESSIONAL SOCIETIES

The Commerce Society

The Commerce Society is the student body of the Faculty, and every Commerce student, regardless of his course, is automatically admitted as a member. The Executive and the General Committee, whose task it is to organise academic and social activities as well as representation on student affairs, are elected annually by members of the Society.

The Society awards an annual prize for academic proficiency throughout the Commerce course and leadership in student activities, and also publishes a Student Year Book *Enterprise.* In 1964 the Society was successful in gaining membership of A.I.E.S.E.C. (an international organisation for the exchange of Commerce students on international traineeships).

Freshers and all students are welcome to contact the Society through the members listed below or to write to Box 81, the University Union.

President: John Shanahan (42-6735)
Sen. Vice-President: Rob Hodge (48-4776).
Jun. Vice-President: Ken Loye (34-5605).
Honorary Secretary: Lindsay Jameson (528-7191).

A.I.E.S.E.C.

There is an active Local Committee of A.I.E.S.E.C. (Associa-

tion Internationale des Etudiants en Sciences Economiques et Commerciales) within the Faculty of Commerce.

A.I.E.S.E.C. is the principal student-administered business education scheme in the world. Students who intend to make a career in business should not miss the opportunity to belong to A.I.E.S.E.C. because of what it has to offer.

A.I.E.S.E.C. membership is open to all undergraduates and recent graduates of the faculty. It affords members the opportunity to (a) meet top level Australian Executives (b) be sponsored by the Local Committee for an overseas traineeship of 3-12 months duration in one of more than 40 member countries, (c) be invited to attend many of the frequent A.I.E.S.E.C. conferences, seminars and study tours held throughout the world each year, while they are travelling abroad.

Membership fee is $1.50 per year. Enquiries may be directed to the following:

President: Ron Mobbs (92-1151).

Secretary: Douglas O'Neill (93-2035).

Treasurer: Brett Howard (32-2722).

The Economic Society of Australia and New Zealand

Students are eligible for membership of the Economic Society of Australia and New Zealand 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 $4.50 per annum compared with a full subscription rate of $7.25 per annum. This concession applies to both full-time and part-time students. The application for membership form is available from the School of Economics office and requires the attestation of a University Lecturer or Tutor. Membership forms and information about the Society are also available from: The Hon. Asst. Secretary, The Economic Society of Aust. & N.Z. (N.S.W. Branch), c/- Mutual Life & Citizens' Assurance Co. Ltd., P.O. Box 200, North Sydney, 2060.

Members receive the Society's Journal, *The Economic Record* which is published four times a year, monthly *Economic Monographs* on current topics, *Economic Papers* (three to four times a year), and advice of recently published books. They may also subscribe at concessional rates to *The Economic Journal, The Australian Quarterly,* and *The Australian Economic Review.*

The Commerce Society nominates one representative on the Branch Council.

New South Wales Branch of the Statistical Society of Australia

The Branch offers student membership to undergraduates who are following a recognised course of study which includes Statistics. The subscription for a student member is $2 per annum.

The regular general meetings of the Branch are held usually on the second Thursday of each month from March to November, at the School of Public Health and Tropical Medicine, University of Sydney. The Branch conducts an Operations Research Section and, in conjunction with the Market Research Society, a Joint Study Group for Statistics in Market Research; both these groups are open to members of the Branch free of charge. Each year the Branch also conducts a symposium for the study and discussion of particular statistical techniques or of statistical methods in a specialised field; symposia are open to members at reduced rates.

Members of the Branch receive *The Australian Journal of Statistics,* which is published three times a year by the Statistical Society of Australia.

Applications and requests for further information should be sent to the Hon. Secretary, D. B. Knudsen, Bureau of Census and Statistics, Box 796, G.P.O. Sydney.

Market Research Society of Australia (N.S.W. Division)

Although the profession is comparatively young, the market researcher now frequently occupies a position of considerable influence close to top management. It is now recognised that good market research enables management to make more informed decisions that are, therefore, more accurate and ultimately more profitable. Demand for good market researchers exceeds supply and the gap is widening through the accelerating demand. Graduates in Commerce often find excellent opportunities to enter the market research profession.

The aim of the Society is to encourage the use of scientific method in market research and marketing, and to facilitate the acquiring of further professional skills by its members. Established in Australia for thirteen years, the Society now has over 600 members in its three State divisions and is growing quite rapidly. It is a member of the International Marketing Federation. Its activities include regular courses, seminars and "workshops" on market research and lectures by top Australian and

overseas researchers. It publishes a monthly Newsletter, and a bi-annual *Journal of Market Research.* At the regular monthly meetings a variety of papers on market research and marketing are discussed.

Membership fees are: Full $10; Associate $8; Student (full-time) $3. Address: M.R.S. of Australia, N.S.W. Div., Box 334, P.O., North Sydney. Secretary: J. Boyce (Tel. 92-0601). Enquiries from prospective members or visitors are welcomed.

The Industrial Relations Society of New South Wales

This society is formed from representatives of the universities, management, trade unions, Government and the professions. Its objects are to foster discussion, research, education and publication in industrial relations. Its activities include regular lecture meetings, study or discussion groups and an annual week-end convention. In addition all members receive free, three times per year, a copy of the *Journal of the Industrial Relations Society of Australia.* Similar societies exist in other States.

Student membership fee, which includes subscription to the *Journal,* is $2 per annum. Student membership is available to full-time students only. The ordinary membership fee is $5.

Inquiries to: Mr. A. C. Mills, Honorary Secretary,
C/- Department of Labour and National Service,
Commonwealth Centre, Chifley Square,
Sydney.

SCHOLARSHIPS AND AWARDS

Full details of scholarships and awards are set out in the University Calendar.

Students enrolled in the Degree courses in the Faculty of Commerce are eligible to apply for Commonwealth University Scholarships. They are also eligible to apply for one of the exhibitions or bursaries awarded by the University or Bursary Endowment Board. Those interested should study carefully the information given in the latest University Calendar.

C.S.R. Scholarship in Commerce

The Colonial Sugar Refining Co. Limited offers one scholarship each year to students enrolling in courses leading to the degree of Bachelor of Commerce specialising in Economics, Accountancy, Statistics, Applied Psychology or Industrial Relations. The scholarship holder will study full-time at the University during his first and fourth years, while in his second and third years he will combine part-time attendance and part-time employment with the Company, being allowed some time off from work to attend day classes. The value of the scholarship is $1,200 per annum when studying full-time and during the years of part-time employment with the Company the holder will be paid according to the Company's basic salary scale. This award may be held concurrently with a Commonwealth University Scholarship.

Manufacturers' Mutual Insurance Company Scholarship in Commerce

The Manufacturers' Mutual Insurance Company offers a Scholarship each year to the value of $200 per annum. The Scholarship is available to students who desire to enter or are enrolled in one of the full-time courses in the Faculty of Commerce leading to the degree of Bachelor of Commerce and specialising in either Economics, Accountancy, Statistics, Applied Psychology or Industrial Relations. The Scholarship will normally be tenable for three years, but may be extended for a fourth year to allow the holder to proceed to a degree with honours. The Scholarship may be held concurrently with another scholarship.

Scholarship in Wool Commerce

Felt and Textiles of Australia Ltd. has undertaken to provide a scholarship for students proceeding to the degree of Bachelor of Commerce in Wool Commerce. It provides for a living allowance of $200 per annum and is tenable for four years. No candidate for this scholarship will be rendered ineligible by reason of his holding any other scholarship.

Applications

Applications should be lodged on the appropriate form with the Registrar within seven days of the publication of the Higher School Certificate results.

PRIZES

The following prizes are available for award annually:

For Bachelor of Commerce Students

H. E. Beaver Commercial Broadcasting Essay Prize to the value of $100 for the best essay on the general subject of advertising media including radio submitted by a student enrolled in 28.101 Principles of Marketing.

Chamber of Manufactures Prize to the value of $10 for the best student in 14.131 Auditing and Internal Control.

The Economic Society Prize to the value of $6.30, plus a year's membership of the Society, valued at $6, for the best final year student in Economics.

Edwin V. Nixon and Partners Prize to the value of $21 for the best student in 14.321 Business Finance.

Esso Standard Oil (Aust.) Pty. Limited Prize to the value of $20 for the best part-time student in 14.112 Accounting II.

Greenwood, Challoner and Co. Prize to the value of $21 for the best student in 14.202 Corporation Law.

Kawneer Prize of $100 for the best student in the subject 28.113 Marketing Management recommended by the head of the Department of Marketing.

Larke Hoskins Industries Limited Prize to the value of $21 for the best full-time student in 14.112 Accounting II.

The Hungerford, Spooner and Kirkhope Prizes to the value of $25.00 each for a student with an outstanding performance in 14.111 Accounting I and for the student with the best performance in 14.161 Accounting Honours Seminar I.

The Law Book Co. of Australasia Pty. Limited Prize to the value of $21 for the best student in 14.111 Accounting I.

The Statistical Society Prize to the value of $6.30 for the best final year student in Statistics.

The Philips Electrical Prize to the value of $20 for the best student in 28.101 Principles of Marketing.

The Taxation Institute of Australia Prize to the value of $21 for the best student in 14.201 Taxation Law and Practice.

Unilever Australia Pty. Limited Prizes to the value of $21 each for the best students in the following subjects, provided they have gained distinction standard: 15.101 Economics I, 15.102 Economics II, 15.103 Economics III, 15.401 Business Statistics, 15.104 Advanced Economic Analysis.

The University of New South Wales Commerce Society Prize to the value of $21 for the best student graduating each year. Judging will take into account sporting and student activities as well as academic achievements. In addition, the winner's name will be recorded on an Honour Board in the Commerce Building.

E. S. Wolfenden and Co. Prize to the value of $21 for the best student in 14.113 Accounting III.

For Master of Business Administration Students

The Pioneer Concrete Prize to the value of $42 for the most proficient student in Financial Management, proceeding to the Master of Business Administration Degree.

P. C. Boon Prize to the value of $40 for the best student in the first year of the Master of Business Administration Course.

The John Storey Memorial Thesis Prize to the value of $100 for the best thesis submitted by a student, towards his Master of Business Administration Degree.

The John Storey Memorial Prize to the value of $60 for the best second year student.

COURSES FOR THE DEGREE OF BACHELOR OF COMMERCE

SCHOOL OF ACCOUNTANCY

Accountancy Courses

The School of Accountancy offers a full-time and part-time course leading to the Degree of Bachelor of Commerce.* These courses, which may be taken at pass or honours standard, give a comprehensive and thorough training in accountancy, built upon a foundation of general disciplines such as English, History or Philosophy and subjects such as Economics and Statistics, which are essential to any proper study in the field of commerce. The study of these general subjects should enable students to see accountancy in proper social perspective.

In the specialist field of accountancy, the treatment of accounting and the associated subject of law is particularly comprehensive. Both the pass and honours courses provide the student with an accountancy training more than sufficient to satisfy the existing requirements of professional bodies.

However, in view of the wide range of the accountant's responsibilities, these courses are designed to do more than provide a vocational training. Students are trained to think clearly and critically about accounting concepts and aims. Honours students must attend seminars devoted to the discussion of advanced problems in accounting and to the critical review of accounting theory, aims and methods. They are encouraged to undertake original work as a basis for the thesis which is prescribed for the final year.

Within the field of accountancy, in accordance with the special concern of this University with the application of advanced knowledge to industrial and commercial activities, considerable emphasis is placed upon the problems and methods of management accounting.

Upon completion of the first year of full-time study, or the second year of part-time study, a student may make written application to the Head of the School for permission to enrol for the Honours course.

* At the end of 1966, the courses offered by the School of Accountancy were revised. For students who first enrolled in 1966 or in some earlier year, special transitional arrangements have been devised. These are set out later in Rule 14.

Professional Recognition of Accountancy Courses

The revised commerce degree courses in accountancy are recognised by professional organisations in accordance with the details set out below:—

The Australian Society of Accountants has accepted this University as an approved tertiary institution for the purpose of admitting graduates as candidates to the Society's qualifying examination. Graduates who complete the revised Commerce (Accountancy) course will be permitted to sit for the qualifying examination, which will presuppose some knowledge of commercial law, statistics, the uses of accounting for planning and control, and the theory and methodology of auditing.

The Honours Course and certain Portgraduate Courses offered by this School are acceptable in satisfaction of the academic requirements for advancement to senior associate status of the Society.

The Institute of Chartered Accountants in Australia grants the maximum recognition permitted by its by-laws: a graduate completing the revised accountancy course for the Bachelor of Commerce degree will be granted exemption from the Institute's Intermediate examinations, Groups 1, 2 and 3, provided he includes in his course the optional subjects: 14.201 Taxation Law and Practice, 14.202 Corporation Law, 14.321 Business Finance. The graduate must complete only the three subjects in the Final Examination to be eligible to apply for membership.

The Public Accountants' Registration Board of New South Wales will exempt from its examinations graduates who complete the revised course provided they include in their course the optional subjects:—14.131 Auditing and Internal Control, 14.201 Taxation Law and Practice, 14.202 Corporation Law.

The Chartered Institute of Secretaries grants the maximum recognition permitted by its regulations: a graduate completing the revised accountancy course for the degree of Bachelor of Commerce will be granted exemption from eight of the thirteen subjects prescribed in the Institute's examination syllabus, provided he includes in his course the optional subjects:— 14.131 Auditing and Internal Control, 14.202 Corporation Law and 14.201 Taxation Law and Practice. Exemption on a provisional basis may be granted to undergraduates at an advanced stage of their course.

Applications for registration, exemption or admission should be made direct to the professional bodies concerned.

SCHOOL OF ECONOMICS

The School of Economics offers full-time and part-time courses leading to the degree of Bachelor of Commerce with specialisation in Economics, Statistics, Economic History, or Industrial Relations. In conjunction with the School of Applied Psychology, courses are offered allowing specialisation in Applied Psychology, and, in conjunction with the School of Wool and Pastoral Sciences, courses are offered allowing specialisation in Wool Commerce. The full-time courses extend over three years for a Pass Degree and four years for an Honours Degree; the part-time courses extend over six years for a Pass Degree and seven years for an Honours Degree.

In all specialisations, students who have a sufficiently good record in the first year of the full-time course, or in the first two years of the part-time course, may make written application to the Head of the School for permission to enrol for the Honours course. Such applications must be made and approved by the Head of School before enrolling in the second year of the full-time course, or in the third year of the part-time course. Applications should be addressed to the Head of the School as soon as possible after the publication of the results in the year concerned*.

Economics Course

The specialisation in economics aims at providing a basic training in economics which is suitable for a wide range of modern vocations. Students who so specialise will help to meet the needs for persons trained in the methods of economic analysis. The demand for persons so trained is growing as it becomes apparent that the study of economics gives an understanding of the working of modern society and develops the habit of rigorous analysis. In recent years, there has been a steadily increasing demand for graduates in economics from the Public Service and from industrial, commercial and financial institutions. This is not to say that a degree in Economics automatically produces fully-equipped professional business executives, public servants or specialised economic advisers. Only considerable additional experience will provide the necessary facility in handling problems in a professionally competent manner.

In the first two years students take two courses in Economics which cover basic economic theory, together with some analysis of modern financial, industrial and government institutions. In

* Such permission must be obtained before re-enrolment.

the third year there is a wide choice, which enables students to specialise in different fields according to their interests and tastes. For example, students may pursue studies in industrial economics, economic development and growth, international economics, mathematical economics, public finance, financial institutions and policy, etc.†

The Honours course follows the same pattern as the pass course for the first three years except that additional work at greater theoretical depth is undertaken in specially grouped Honours tutorials. Additional Honours papers must be taken at the annual examinations in certain subjects. Also, Honours students are expected to display a consistently high level of performance in order to remain in the Honours course. In the fourth year, Honours students are required to take the course in advanced economic analysis which takes them close to the boundaries of economic thinking in various areas. In their final year, such students must also undertake an original investigation of some small area of Theoretical or Applied Economics as a basis for an honours thesis.

Honours students, and pass students with a special interest in economic theory, are strongly advised to take Mathematics for Commerce (15.471), Mathematics IT (10.021), or Mathematics I (10.001) and Pure Mathematics II (10.111) as optional subjects, since economics is becoming increasingly mathematical in method, and much of economic theory is beyond the reach of those without University mathematics.

Economic History Course

The Economic History specialisation has the same general structure of the Economics course but with an emphasis on the study of economic growth in its theoretical and historical aspects. The honours course is intended to meet the needs of two groups of students: (i) those who may wish to later proceed to a higher degree in economic history and possibly become academic economic historians; and (ii) those who wish to undertake an honours degree in the general field of economics and economic history, but who do not want to do as much formal economic theory as is required of students in the Economics honours course. The pass course has been designed with the needs of intending school teachers particularly in mind.

† The full range of options is given in Rule 16, but students should take note that not all such options will necessarily be offered in every year.

Statistics Course

Students who elect to major in statistics will find that the work of the economic statistician is complementary to that of the theoretical and applied economist, and that it is of direct use to the public service and to financial, commercial and industrial enterprises. In consequence, the demand for properly trained statisticians is increasing more rapidly than the supply. The purpose of the course providing for specialisation in statistics is to train graduates capable of meeting this demand.

The specialised training in statistics is based on a study of mathematics and gives an intensive training in the logical bases of advanced statistical analysis. In developing this statistical training considerable emphasis is placed upon the actual application of advanced techniques to economic, industrial and commercial problems. Moreover, all students are required to submit a short thesis on a subject either involving statistical enquiry or dealing with the methods of statistical analysis. By these means students are given a thorough training not only in the logic of advanced statistical methods, but in their application to the types of problems encountered in the public service, industry and commerce.

Industrial Relations Course

An outstanding characteristic of our time is the increasing specialisation and consequent interdependence of economic activities. Industrial Relations is concerned with some of the implications of this development for conditions of work.

Industrial Relations may be broadly defined as the study of the system of relationships arising from work situations in modern society, of the system of conventions and law which govern those relationships, and of the way in which this system is affected by the values of the larger society within which it functions.

The industrial relations of a country, therefore, reflect its economic, social, political, legal and religious history as well as the contemporary way of life of the people who relate to one another as employee and employer. The course is thus designed on an interdisciplinary social science basis to foster an appreciation of important questions which arise in developing industrial societies. The students will be encouraged to study a variety of markedly different industrial relations systems so that they may best understand the uniqueness of their own.

Applied Psychology Course

The Commerce course offering specialisation in Applied Psychology is designed to provide training in economics, together with a theoretical training in individual and group psychology and an introduction to the skills and techniques of psychological assessment and data collection and analysis. The first subject in psychology is aimed at giving the student a foundation of psychological theory and an appreciation of the application of scientific method to the social sciences. In later years of the course detailed study is made of personality development, psychological assessment and measurement techniques. Opportunity is given for special study of some selected areas of psychology such as social psychology, motivation, human factors in engineering, learning and psychometrics.

The School of Applied Psychology also offers both a full-time and a part-time course in Applied Psychology leading to the Bachelor of Science degree. (For details, see the section in the *Calendar* dealing with courses in the Faculty of Biological Sciences.)

Wool Commerce Course

The course in Wool Commerce provides a training for persons entering the woolbroking and woolbuying professions and aims at developing the skills and knowledge required by them. It also provides a training for management in various branches of the wool industry together with a sound preparation for those seeking vocations in wool marketing, wool finance and the wool futures market.

It is anticipated that the constant review of wool marketing procedures and the intensification of wool promotion will require, in future years, an increasing number of graduates who combine a sound background knowledge of wool with commercial training and skills.

The course combines a study of wool in terms of production, marketing and appraisal with subjects such as Economics, Accountancy, Statistics, Psychology and Commercial Law. Wool studies include showfloor tutorials in the practical procedures of the woolbuyer and wool valuer. Tuition is given in wool type, yield and price appraisal. Auction procedures, shipping and finance are additional facets of wool studies.

(The School of Wool and Pastoral Sciences also provides a course in Wool Technology leading to the Degree of Bachelor of Science. For details see the University *Calendar* dealing with the courses in the Faculty of Applied Science.)

DEPARTMENT OF MARKETING

The Department of Marketing offers a full-time and part-time course in marketing leading to the Degree of Bachelor of Commerce. It is designed to meet a strong demand from the business community for personnel especially trained in this field.

Several years ago many firms from various parts of Australia, as evidence of their keen interest in the advancement of marketing education, undertook to support a Chair of Marketing during the first formative years and sought the co-operation of the University of New South Wales. The first Professor of Marketing in Australia was appointed in March, 1965, and the establishment of a Department of Marketing within the Faculty of Commerce took place in November, 1965.

There has been a great deal of public interest shown in the establishment of a Chair of Marketing, and many invitations were extended to the Professor of Marketing to speak on this development. The major immediate needs generally expressed were twofold: one for marketing training of senior marketing executives, and another for training of undergraduates who would soon go into business and who had special interest in, and aptitude for marketing positions. A programme to train senior marketing executives was undertaken jointly by the Department of Marketing and the Institute of Administration. The first classes began in March, 1966, and enrolments far exceeded expectations.

The undergraduate degree course in marketing was available to students for the first time in 1967. The first year of the full-time course and the first two years of the part-time course are similar to those in accounting and economics. Students who have met these requirements can elect to transfer into the second year of the full-time or the third year of the part-time Marketing course. This is designed to give an understanding of the nature and complexity of marketing in our society and in the problems of decision-making in marketing. It aims to give the prospective marketing executive a broad type of university training which will enable him to adapt himself effectively to modern business both in the domestic scene and in broader fields. Therefore, the content of the course includes the general field of marketing, which became a distinct discipline in recent decades, and the related disciplines of economics, accounting, psychology, sociology and mathematics.

Graduates are needed urgently in marketing research, marketing management, retailing, wholesaling and a host of other business activities, as well as in government and in education. The course

is designed to meet the broad needs for all these positions. Students primarily interested in statistical marketing research have the option of doing extra work in mathematics.

A further year for an honours course will be introduced in 1969. This will deal with the more advanced developments in marketing, and students will be required to prepare an original thesis.

GENERAL INFORMATION

The courses leading to the Pass Degree in the Schools of Accountancy and Economics and the Department of Marketing can be completed in a minimum of three years by students in full-time courses. Courses leading to the Honours Degree in the two Schools and in the Department of Marketing can be completed in a minimum of four years by students in full-time courses. Students in part-time courses can complete the courses in a minimum of six years for the Pass Degree and seven years for the Honours Degree, except in Applied Psychology, where the Honours course can be completed in a minimum of six years.

At the end of 1966 the School of Accountancy revised its course structures and Rules governing the award of the degree of Bachelor of Commerce. The content of some subjects was substantially revised; greater flexibility was provided through the transfer of certain accountancy and legal units from the *compulsory* to the *elective* category; new subjects were added. All students *re-enrolling* in courses leading to a degree in the School of Accountancy, who first enrolled in 1966 or earlier, should pay particular attention to Rule 14 covering transition arrangements.

RULES RELATING TO THE DEGREE OF BACHELOR OF COMMERCE

1. Preliminary

These Rules prescribe the requirements to be fulfilled by candidates (hereafter referred to as students) for the award of the Degree of Bachelor of Commerce. The Degree may be taken in the Pass or the Honours grade. Students may satisfy the requirements of the Degree by taking the course in Accountancy, Economics, Statistics, Economic History, Industrial Relations, Applied Psychology, Wool Commerce or Marketing. The course in Accountancy, the special requirements for which are set out in Rule 12, is offered by the School of Accountancy. The courses in Economics, Statistics, Economic History and Industrial Relations are offered by the School of Economics. The course in Applied Psychology is offered by the School of Economics (in conjunction with the School of Applied Psychology) and the course in Wool Commerce is offered by the School of Economics (in conjunction with the School of Wool and Pastoral Sciences). The special requirements for these courses are set out in Rule 15. The course in Marketing is offered by the Department of Marketing. The special requirements for this course are set out in Rule 19.

1A. Nomination of Course

Students must nominate on enrolment forms the course they intend to take when enrolling for the first year in the case of a student in a full-time course or the second year in the case of a student in a part-time course.

1B. Head of School—Interpretation

In these Rules unless the contrary intention appears Head of School shall mean the Head of the School which offers the course or the Dean of the Faculty of Commerce in cases where the student has not indicated the course he intends to take.

1C. Pass Degree with Merit

In 1969 and subsequent years in cases of superior academic performance throughout the course the pass degree will be conferred with merit.

2. Minimum time for completion

Students enrolled in full-time courses may not complete the requirements for the Pass Degree in less than three years or the Honours Degree in less than four years. Students enrolled in part-time courses may not normally complete the requirements for the Pass Degree in less than six years or the Honours Degree in less than seven years. Subject to the approval of the Head of School concerned, a student enrolled in a part-time course may complete the requirements of the Pass Degree in five years and the Honours Degree in six years providing normally that the student

(i) enrolled for the first time in 1962 or earlier and has an unbroken record of passes, *or*

(ii) enrolled for the first time in 1963 or later and has an unbroken record containing some creditable passes.

3. Hours of Attendance

Subject to Rules 2, 12, 15 and 19 and the general University Rules covering restrictions upon students re-enrolling*, a student will not normally be permitted to enrol for subjects which in total require more than *fifteen* hours per week of lecture and tutorial classes for a student enrolled in a full-time course, or more than eight hours per week of lecture and tutorial classes for a student enrolled in a part-time course. The Head of School concerned may, in exceptional circumstances, grant such exemptions from this Rule as he considers appropriate.

4. Prerequisite subjects

A student may not normally enrol for any subject until he has passed in the appropriate prerequisite subject or subjects as required by these Rules. In exceptional circumstances the Head of School concerned may permit a student to enrol for a subject concurrently with a prerequisite subject providing he has previously enrolled for the prerequisite subject and the Head of School is satisfied that the student has reached a satisfactory standard in the prerequisite subject.

5. Passing in a subject

In determining a student's eligibility to progress, consideration will be given to assignments, essays, other written

* See earlier.

work and term or other tests given throughout the year, as well as the annual examination results. To obtain a pass in any subject students must complete assignments and other set work by the prescribed dates to the satisfaction of the Head of School concerned.

6. Order of progression of subjects

Except with the approval of the Head of School concerned, no student may enrol for a subject in the second or later year of a course when there remains a subject in the preceding year or years (as set down in Tables I—XXXI below) for which he has not obtained credit or is not currently enrolled.

7. Humanities Subjects

The requirements for Humanities I and II must be satisfied by passing in any subject or subjects from the the following list* provided that

(a) 26.501 English and 26.571 An Introduction to Modern Drama are not both included, *and*

(b) the subject or subjects passed amount to a total of at least three hours of lectures and tutorials a week for three terms (the hours of lectures and tutorials per week are shown in parenthesis following each subject).

For the purposes of Rules 12, 15 and 19, the first subject selected will be called Humanities I and the second subject selected will be called Humanities II. If a student passes a subject amounting to three hours as Humanities I he will be exempt from Humanities II.

Credit will be given for subjects which are not on the list, but have been passed prior to 1967 in satisfaction of the Humanities requirements.

50.111 English I (4 hrs.)
26.501 English, A, B or C (1½ hrs.)
26.571 An Introduction to Modern Drama (1½ hrs.)

* Subjects with numbers commencing with "26" or with a suffix "H" are offered by the Department of General Studies, but not all of these subjects may be available in 1969. For further information regarding the subjects which will be available, see timetable. The other subjects in the list are offered by Schools in the Faculty of Arts, and enrolment therein is subject to the prior approval of the Head of the School responsible for the subject. Students wishing to enrol in 50.111 English I or 52.111 Philosophy I must personally obtain permission from the Head of the School concerned. Students wishing to enrol in these subjects should include them in their applications to enrol; they will be advised of any further requirements during enrolment week. Details of courses offered by the School of Political Science will be found under 'Details of Subjects'. Details of other Arts subjects may be found in the **University Calendar**, the **Faculty of Arts Handbook**, or on application to the School concerned.

51.111 History I (3 hrs.)
26.511 History (1½ hrs.)
52.111 Philosophy I (4 hrs.)
26.521 Philosophy (1½ hrs.)
62.111 History and Philosophy of Science I (4 hrs.)
54.111 Political Science I (3½ hrs.)
26.541 Political Science (1½ hrs.)
11.011H History of Fine Arts (1½ hrs.)
11.021H History of Architecture (1½ hrs.)
26.301 Music (1½ hrs.)
26.601 History of Technology (1½ hrs.)
64.111 German I
64.001 German IZ
26.641/1 German Literature & Civilization, Part I (1½ hrs.)
65.111 Spanish I
65.001 Spanish IZ
26.651/1 Spanish and Spanish American Literature, Part I (1½ hrs.)
56.111 French I
†26.561 Introduction to French Civilization (3 hrs.)

8. General Options

The *General Options,* which are referred to in the courses leading to a Pass or Honours Degree, shall, subject to requirements of prerequisite subjects, include any subject of at least two hours (other than those offered by Schools of the Faculty of Commerce as part of courses in other Faculties) available in the University subject to the approval of the Head of School concerned.

9. Thesis*

Each student enrolled for an Honours Degree in the Schools of Accountancy or Economics or for a Pass Degree in the Statistics course must present a thesis in his final year of study. Pass students in the Economics, Economic History and Industrial Relations courses may 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 School concerned. The thesis must be written under the supervision of a member of staff nominated by the appropriate Head of School.

The length of the Thesis for the Pass Degree (where required) should not exceed 6,000 words and for the Honours Degree should not exceed 10,000 words.

* This rule was amended in 1966.
† A reasonable standard in French at matriculation is a prerequisite.

The topic selected must be submitted for approval no later than the following times:

(i) For the honours courses in Accountancy or Marketing, the end of third term in the second last year of the course.

(ii) For courses in Economics, Economic History, Statistics, Industrial Relations or Wool Commerce leading to the Honours Degree, the end of First Term in the second last year of the course.*

(iii) For courses in Economics, Economic History, Statistics, or Industrial Relations leading to the Pass Degree, the end of Third Term in the second last year of the course for students enrolled in full-time courses, and the end of First Term in the second last year of the course for students enrolled in part-time courses.*

Not later than April 30 of the year following that in which a topic must be submitted for approval, the student must submit a detailed statement to his supervisor showing the manner in which the student proposes to deal with the topic.

The Thesis for courses in Economics, Economic History, Statistics, Industrial Relations leading to the Pass Degree must be presented in the appropriate form not later than *Friday of the first week of Third Term* in the year in which the Thesis is to be presented. The Thesis for any course leading to an Honours Degree, must be presented not later than November 30 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 Kate L. Turabian, *A Manual for Writers of Term Papers, Theses and Dissertations.* Phoenix Books, University of Chicago Press, 1955. The Thesis must include a bibliography and an acknowledgement 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 quarto paper with a 1 inch left-hand margin and suitably bound or stapled.

* Before choosing a thesis topic, students should consult the memorandum entitled **School of Economics: Undergraduate Thesis.** Copies are obtainable at the office of the School of Economics, which will also supply forms headed **The Undergraduate Thesis: Application for Approval of Topic.** Two copies of this form should be completed by the student and signed by a member of the staff to show that he recommends the proposed topic for consideration. They should then be lodged at the School office.

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

10. Honours Degree

Upon completion of the first year of a full-time course or the second year of a part-time course, a student may make a written application to the Head of School for permission to enrol for an Honours Degree. A student who does not apply at the appropriate time but who subsequently wishes to enrol for an Honours Degree may, in exceptional circumstances, be granted permission to so enrol.

Performance in the subjects in the first year of a full-time course or in the first two years of a part-time course shall be considered by the Head of School concerned before permitting a student to enrol for an Honours Degree.

Students enrolled for an Honours Degree will be expected to reach a high standard in their overall performance and must take such extra subjects other than those prescribed in Rules 12 and 15, and sit for such additional examinations as may be prescribed by the Head of School. Where, in the opinion of the Head of School concerned, the performance of a student is unsatisfactory, permission to continue as an Honours student may be withdrawn and the student may then proceed to an appropriate Pass Degree.

The Degree of Bachelor of Commerce with Honours will be awarded in the following grades: Class I; Class II (in two divisions); Class III.

11. Credit for subjects passed at another University

The University's Rules governing admission with advanced standing are as follows:

Any person who desires to register as a candidate for any degree or other award granted by the University may be admitted to the course leading to such degree or award with such standing, on the basis of qualifications held, as may be determined by the Professorial Board provided that:—

(i) the Board shall not grant such standing as will permit the candidate to qualify for the degree or award without attending the courses of instruction and passing the examinations in at least those subjects comprising the latter half of the course, save that where such a programme of studies would involve the candidate repeating courses

of instruction in which the Board deems the candidate to have already qualified, the Board may prescribe an alternative programme of studies in lieu thereof;

(ii) the Board shall not grant such standing under this rule as is inconsistent with the rules governing progression to such degree or award as may be operative from time to time.

(iii) where a student transfers from another University and seeks credit for work done at that University, such student shall not in general be granted standing in this University which is superior to that which he would enjoy in the University from which he transfers.

Where the identity between the requirements for any award of the University already held and that of any other award of the University is such that the requirements outstanding for the second award are less than half the requirements of that award, then a student who merely completes such outstanding requirements shall not thereby be entitled to receive the second award but shall be entitled to receive a statement over the hand of the Registrar in appropriate terms.

SCHOOL OF ACCOUNTANCY

12. Courses in Accountancy

Subject to Rule 6, the Degree requirements for the course in Accountancy are set out in tabular form as follows:

Table I	Pass Degree	Accountancy—Full-time Course
Table II	Pass Degree	Accountancy—Part-time Course
Table III	Pass Degree	Accountancy—Part-time Course (accelerated programme)
Table IV	Honours Degree	Accountancy—Full-time Course
Table V	Honours Degree	Accountancy—Part-time Course

TABLE I

BACHELOR OF COMMERCE — PASS DEGREE
ACCOUNTANCY—FULL-TIME COURSE

Subject	Hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
14.211 Commercial Law	2	1
15.101 Economics I	2	1
15.401 Business Statistics	2	1
	8	5
Year II		
14.112 Accounting II‡	2	2
15.102 Economics II	2	2
Accounting Option I*	2	0
Accounting Option II*	2	0
Humanities I†	1	½
	9	4½
Year III		
14.113 Accounting III‡	3	1
15.103 Economics III	1	1
Accounting Option III*	2	0
Accounting Option IV*	2	0
Humanities II†	1	½
	9	2½

* See Rule 12A.
† See Rule 7.
‡ Accounting III may be substituted for Accounting II in Year II and Accounting II may be substituted for Accounting III in Year III.

TABLE II

BACHELOR OF COMMERCE — PASS DEGREE
ACCOUNTANCY — PART-TIME COURSE

Subject	Hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
15.101 Economics I	2	1
	4	3
Year II		
14.211 Commercial Law	2	1
15.401 Business Statistics	2	1
	4	2
Year III		
14.112 Accounting II‡	2	2
15.102 Economics II	2	2
	4	4
Year IV		
14.113 Accounting III‡	3	1
15.103 Economics III	1	1
	4	2
Year V		
Accounting Option I*	2	0
Accounting Option II*	2	0
Humanities I†	1	½
	5	½
Year VI		
Accounting Option III*	2	0
Accounting Option IV*	2	0
Humanities II†	1	½
	5	½

* See Rule 12A.
† See Rule 7.
‡ Accounting III may be substituted for Accounting II in Year III and Accounting II may be substituted for Accounting III in Year IV

TABLE III

BACHELOR OF COMMERCE — PASS DEGREE
ACCOUNTANCY — PART-TIME COURSE
(ACCELERATED PROGRAMME*)

Subject		Hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
		4	3
Year II			
14.211	Commercial Law	2	1
15.401	Business Statistics	2	1
	Humanities I†	1	½
		5	2½
Year III			
14.112	Accounting II§	2	2
15.102	Economics II	2	2
	Humanities II†	1	½
		5	4½
Year IV			
14.113	Accounting III§	3	1
	Accounting Option I‡	2	0
	Accounting Option II‡	2	0
		7	1
Year V			
15.103	Economics III	1	1
	Accounting Option III‡	2	0
	Accounting Option IV‡	2	0
		5	1

* See Rule 2.
† See Rule 7.
‡ See Rule 12A.
§ Accounting III may be substituted for Accounting II in Year III and Accounting II may be substituted for Accounting III in Year IV.

TABLE IV

BACHELOR OF COMMERCE — HONOURS DEGREE
ACCOUNTANCY — FULL-TIME COURSE

Subject	Hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
14.211 Commercial Law	2	1
15.101 Economics I	2	1
15.401 Business Statistics	2	1
	8	5
Year II		
14.112 Accounting II§	2	2
14.161 Accounting Honours Seminar I	1	0
15.102 Economics II	2	2
Accounting Option I*	2	0
Accounting Option II*	2	0
Humanities I†	1	½
	10	4½
Year III		
14.113 Accounting III§	3	1
14.162 Accounting Honours Seminar II	1	0
15.103 Economics III	1	1
Accounting Option III*	2	0
Accounting Option IV*	2	0
Humanities II†	1	½
	10	2½
Year IV		
14.163 Accounting Honours Seminar III	4	0
Special Subject‡	2	0
14.191 Thesis	2	0
	8	0

* See Rule 12A.
† See Rule 7.
‡ It is intended that this subject will be at honours level but in special circumstances the Head of the School may permit a student to take a pass course subject from the accounting options.
§ Accounting III may be substituted for Accounting II in Year II and Accounting II may be substituted for Accounting III in Year III.

TABLE V

BACHELOR OF COMMERCE — HONOURS DEGREE
ACCOUNTANCY — PART-TIME COURSE

Subject	Hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
15.101 Economics I	2	1
	4	3
Year II		
14.211 Commercial Law	2	1
15.401 Business Statistics	2	1
	4	2
Year III		
14.112 Accounting II§	2	2
14.161 Accounting Honours Seminar I	1	0
15.102 Economics II	2	2
	5	4
Year IV		
14.113 Accounting III§	3	1
14.162 Accounting Honours Seminar II	1	0
15.103 Economics III	1	1
	5	2
Year V		
Accounting Option I*	2	0
Accounting Option II*	2	0
Humanities I†	1	½
Special Subject‡	**2**	**0**
	7	½
Year VI		
Accounting Option III*	2	0
Accounting Option IV*	2	0
Humanities II†	1	½
	5	½

* See Rule 12A.
† See Rule 7.
‡ It is intended that this subject will be at honours level but in special circumstances the Head of the School may permit a student to take a pass course subject from the accounting options.
§ Accounting III may be substituted for Accounting II in Year III and Accounting II may be substituted for Accounting III in Year IV

Year VII

14.163	Accounting Honours Seminar III	4	0
14.191	Thesis	2	0
		6	0

12A. Accounting Options

The Accounting Options referred to in Rule 12 may be chosen from the two groups listed in the following table subject to the conditions set out in Rule 13. Students must complete **four** (4) options including at least **two** (2) subjects from Group "A".

Subjects selected from the list in accordance with the requirements for Accounting Options in the courses set out in Rule 12 shall be called successively Accounting Option I Accounting Option II, Accounting Option III and Accounting Option IV.

GROUP A*

	Subject	Hours per week
14.121	Government Accounting	2
14.131	Auditing and Internal Control	2
14.201	Taxation Law and Practice	2
14.202	Corporation Law	2
14.203	Trustee Law and Accounting	2
14.321	Business Finance	2
14.322	Data Processing and Information Systems	2
14.332	Operations Research in Business	2
14.342	Development of Accounting Thought	2
14.402	Organisation Theory	2

GROUP B*

10.001	Mathematics I	6
12.001	Psychology	5
14.301	Production	2
14.212	Administrative Law	2
15.233	Public Finance and Financial Policy†	2
15.253	Economics of Industry and Labour†	2
15.471	Mathematics for Commerce	6
15.502	Industrial Relations I	2
28.101	Principles of Marketing	2
	or any other approved University Subject	

* Not all of these subjects will necessarily be offered each year.
† 15.102 Economics II is a prerequisite and 15.103 Economics III is a co-requisite for these subjects.

13. Rules for Progression—School of Accountancy

All students studying the Accountancy course for the degree of Bachelor of Commerce must observe the following rules for progression unless specifically exempted by the Head of the School. Such exemptions will be granted in exceptional cases only.

(i) No student shall proceed to 14.112 Accounting II, 14.113 Accounting III, 14.203 Trustee Law and Accounting, 14.321 Business Finance, 14.322 Data Processing and Information Systems or 14.342 Development of Accounting Thought, until he has passed 14.111 Accounting I.

(ii) No student shall proceed to 14.131 Auditing and Internal Control unless he has passed in or is currently enrolled in 14.113 Accounting III.

(iii) No student shall proceed to 14.202 Corporation Law, 14.203 Trustee Law and Accounting or 14.212 Administrative Law unless he has passed in 14.211 Commercial Law.

(iv) No student shall proceed to 14.201 Taxation Law and Practice unless he has passed 14.202 Corporation Law.

(v) No student shall proceed to 14.332 Operations Research in Business unless he has passed 14.111 Accounting I and 15.401 Business Statistics.

(vi) No student shall proceed to 15.102 Economics II until he has passed 15.101 Economics I or to 15.103 Economics III until he has passed 15.102 Economics II.

(vii) No student shall proceed to 15.233 Public Finance and Financial Policy or 15.253 Economics of Industry and Labour until he has passed 15.102 Economics II and unless he has passed or is currently enrolled in 15.103 Economics III.

14. Transition Arrangements—School of Accountancy (affecting students who first enrolled prior to 1967)

(i) All students enrolling for the first time in 1967 or subsequent years will be required to follow the new rules.

(ii) All full-time students who enrolled for the first time in 1966 and all part-time students who enrolled for the first time in 1965 or 1966 will be required to complete their degree under the new rules.

(iii) All other existing students will be required to complete

their degree under the old rules subject to normal progression.

(iv) **Students following the new rules**
Pass degree students will be required to pass the fourteen subjects outlined in Tables I to III or their equivalents. Honours degree students will be required to pass the eighteen subjects outlined in Tables IV and V or their equivalents.

(v) **Students completing their degree under the old rules**
Pass degree students will be required to pass sixteen subjects and honours degree students twenty subjects. These subjects shall include those subjects outlined in the relevant Tables under the new course or their equivalents *together with either*

(a) 14.102 Accounting II and an additional Accounting Option

or

(b) two additional Accounting Options

14.102 Accounting II will have no equivalent subject under the new rules and will not be offered after 1966. **Note:** at least two Accounting Options must be taken from Group "A".

(vi) 14.151 Cost Accounting* will continue to be offered. No other existing subject which does not appear in new Tables I to V will be offered in 1967 and subsequent years.

(vii) In changing over to these rules, students will be given credit for subjects in which they have already passed. The old subject will be accepted in place of the new subject by which it has been replaced. The equivalents are set out in the following table:

Old Subject	*New Subject*
14.101 Accounting I	14.111 Accounting I
14.104 Accounting IV	14.112 Accounting II
14.103 Accounting III	14.113 Accounting III
14.142 Accounting Seminar II	14.161 Accounting Honours Seminar I
14.141 Accounting Seminar I	14.162 Accounting Honours Seminar II
14.143 Accounting Seminar III	14.163 Accounting Honours Seminar III
14.502 Commercial Law II	14.202 Corporation Law
14.501 Commercial Law I	14.211 Commercial Law

*Pre-requisite is 14.112 Accounting II or its equivalent.

(viii) The number, name and content of the undermentioned subjects are generally unchanged:

14.121 Government Accounting
14.131 Auditing and Internal Control
14.151 Cost Accounting
14.201 Taxation Law and Practice
14.301 Production
14.321 Business Finance
15.101 Economics I
15.102 Economics II
15.401 Business Statistics
28.101 Principles of Marketing (previously 14.311 Marketing)
Humanities I
Humanities II

(ix) Set out below are subjects which were introduced as Accounting Options in 1967:

14.203 Trustee Law and Accounting
14.212 Administrative Law
14.322 Data Processing and Information Systems
14.332 Operations Research in Business
14.342 Development of Accounting Thought
14.402 Organisation Theory

Not all of these subjects will necessarily be offered each year.

(x) Students who enrolled before 1963 may count 12.111 Psychology or 15.11 Descriptive Economics as Group "B" Accounting Options.

SCHOOL OF ECONOMICS

15. Courses in Economics, Economic History, Economic Statistics, Industrial Relations, Applied Psychology and Wool Commerce

Subject to Rule 6 the Degree requirements for the courses in Economics, Economic History, Statistics, Industrial Relations, Applied Psychology and Wool Commerce are set out in tabular form as follows:

Table VI	Pass Degree. Economics—Full-time Course.
Table VII	Pass Degree. Economics—Part-time Course.
Table VIII	Honours Degree. Economics—Full-time Course.

Table IX	Honours Degree. Economics—Part-time Course.
Table X	Pass Degree. Economic History—Full-time Course.
Table XI	Pass Degree. Economic History—Part-time Course.
Table XII	Honours Degree. Economic History—Full-time Course.
Table XIII	Honours Degree. Economic History—Part-time Course.
Table XIV	Pass Degree. Statistics—Full-time Course.
Table XV	Pass Degree. Statistics—Part-time Course.
Table XVI	Honours Degree. Statistics—Full-time Course.
Table XVII	Honours Degree. Statistics—Part-time Course.
Table XVIII	Pass Degree. Industrial Relations—Full-time Course.
Table XIX	Pass Degree. Industrial Relations—Part-time Course.
Table XX	Honours Degree. Industrial Relations—Full-time Course.
Table XXI	Honours Degree. Industrial Relations—Part-time Course.
Table XXII	Pass Degree. Applied Psychology—Full-time Course.
Table XXIII	Pass Degree. Applied Psychology—Part-time Course.
Table XXIV	Honours Degree. Applied Psychology—Full-time Course.
Table XXV	Honours Degree. Applied Psychology—Part-time Course.
Table XXVI	Pass Degree. Wool Commerce—Full-time Course.
Table XXVII	Pass Degree. Wool Commerce—Part-time Course.
Table XXVIII	Honours Degree. Wool Commerce—Full-time Course.†
Table XXIX	Honours Degree. Wool Commerce—Part-time Course.†

Where a choice of subjects is available in satisfying the requirements for Humanities I, Humanities II, General Option, or Economics Options I-IV, the hours shown are the minimum hours of class attendance possible. Some of the subjects which can be so chosen require more hours of class attendance than shown in the Tables.*

* In selecting these subjects, students should pay particular attention to Rules 7, 8, 16 and 17. Students who first enrolled in 1962 or earlier should, in addition, pay particular attention to Rule 18.

† Honours courses in Wool Commerce are under review. Interested students should contact the School of Economics for information.

TABLE VI

BACHELOR OF COMMERCE — PASS DEGREE
ECONOMICS — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Plus one of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
54.111	Political Science I	2½	1
Year II			
15.102	Economics II	2	2
15.402	Econometric Methods ¶	2	1
	Economics Option I† *or*		
	General Option‡	2	0
	Humanities I§‖	1	½
Year III			
15.103	Economics III	1	1
	General Option‡ *or*		
	Economics Option I†	2	0
	Economics Option II†	2	0
	Economics Option III†	2	0
	Economics Option IV†	2	0
	Humanities II§	1	½

* Students with mathematical aptitude are advised to take 10.001 Mathematics I so that they may take Mathematics II in a later year. Students who do not take Business Statistics in first year must substitute 15.422 Statistical Analysis I for 15.402 Econometric Methods, but may take 15.402 Econometric Methods as an economics option.

† See Rule 16.

‡ See Rule 8.

§ See Rule 7.

‖ Students who take 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher) in Year II may postpone Humanities I till Year III.

¶ This subject is compulsory for students who first enrolled or transferred to the Economics Course in 1968 or later. Other students may substitute a subject, which is not an introductory subject, chosen from the list in Rule 16.

TABLE VII

BACHELOR OF COMMERCE — PASS DEGREE
ECONOMICS — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
	One of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
54.111	Political Science I	2½	1
Year III			
15.102	Economics II	2	2
15.402	Econometric Methods‖	2	1
Year IV			
15.103	Economics III	1	1
	Humanities I†	1	½
	Economics Option I‡	2	0
Year V			
	Economics Option II‡	2	0
	Economics Option III‡	2	0
	Humanities II†	1	½
Year VI			
	General Option§	2	0
	Economics Option IV‡	2	0

* Students with mathematical aptitude are advised to take 10.001 Mathematics I so that they may take Mathematics II in a later year. Students who do not take Business Statistics in first year must substitute 15.422 Statistical Analysis I for 15.402 Econometric Methods, but may take 15.402 Econometric Methods as an economics option.

† See Rule 7.

‡ See Rule 16.

§ See Rule 8. Students may take the General Option in Year V, in which case Humanities II will be taken in Year VI.

‖ This subject is compulsory for students who first enrolled or transferred to the economics course in 1968 or later. Other students may substitute a subject, which is not an introductory subject, chosen from the list in Rule 16.

TABLE VIII

BACHELOR OF COMMERCE — HONOURS DEGREE
ECONOMICS — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Plus one of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
54.111	Political Science I	2½	1
Year II			
15.112	Economics II	2	2
15.402	Econometric Methods**	2	1
	Economics Option I† *or*		
	General Option‡	2	0
	Humanities I§‖	1	½
Year III			
15.113	Economics III *or*		
15.173	Economics IIIM¶	1	1
	General Option‡ *or*		
	Economics Option I†	2	0
	Economics Option II†	2	0
	Economics Option III†	2	0
	Humanities II§	1	½
15.193	Thesis	—	—
Year IV			
15.104	Advanced Economic Analysis	6	0
	Economics Option IV†	2	0
15.193	Thesis (continued)	2	—

* Students with mathematical aptitude are advised to take 10.001 Mathematics I so that they can take Mathematics II in a later year. Students who do not take Business Statistics in first year must substitute 15.422 Statistical Analysis I for 15.402 Econometric Methods, but may take 15.402 Econometric Methods as an economics option.

† See Rule 16

‡ See Rule 8.

§ See Rule 7.

‖ Students who take 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher) in Year II may postpone Humanities I, till Year III.

¶ Students must have passed 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher) before entering this subject.

**This subject is compulsory for students who first enrolled or transferred to the Economics Course in 1968 or later. Other students may substitute a subject, which is not an introductory subject, chosen from the list in Rule 16.

TABLE IX

BACHELOR OF COMMERCE — HONOURS DEGREE
ECONOMICS — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
	One of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
54.111	Political Science I	2½	1
Year III			
15.112	Economics II	2	2
15.402	Econometric Methods¶	2	1
Year IV			
15.113	Economics III *or*		
15.173	Economics IIIM‖	1	1
	Economics Option I†	2	0
	Humanities I‡	1	½
Year V			
	Economics Option II†	2	0
	Economics Option III†	2	0
	Humanities II‡	1	½
Year VI			
15.104	Advanced Economic Analysis	6	0
15.193	Thesis	—	—
Year VII			
	General Option	2	0
	Economics Option IV†	2	0
15.193	Thesis (continued)	2	—

* Students with mathematical aptitude are advised to take 10.001 Mathematics I so that they may take Mathematics II in a later year. Students who do not take Business Statistics in first year must substitute 15.422 Statistical Analysis I for 15.402 Econometric Methods, but may take 15.402 Econometric Methods as an economics option.
† See Rule 16.
‡ See Rule 7.
§ See Rule 8.
‖ Students must have passed 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher) before entering this subject.
¶ This subject is compulsory for students who first enrolled or transferred to the Economics Course in 1968 or later. Other students may substitute a subject, which is not an introductory subject, chosen from the list in Rule 16.

TABLE X

BACHELOR OF COMMERCE — PASS DEGREE
ECONOMIC HISTORY — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Plus one of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following four subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
27.041	Geography IA	2	3
54.111	Political Science I	2½	1
Year II			
15.102	Economics II	2	2
15.302	Economic History I§	2	1
	Humanities I‡	1	½
	Humanities II‡	1	½
	General Option	2	0
Year III			
15.103	Economics III	1	1
15.303	Economic History II	2	0
15.243	Economic Development	2	0
	Economics Option†	2	0
	and either		
15.213	History of Economic Thought *or*		
15.223	Comparative Economic Systems	2	0

* Students with mathematical aptitude are advised to take 10.001 Mathematics I or 10.021 Mathematics IT. They must subsequently take either 15.422 Statistical Analysis I or 15.401 Business Statistics in lieu of the Economics Option.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.

TABLE XI

BACHELOR OF COMMERCE — PASS DEGREE
ECONOMIC HISTORY — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
	One of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following four subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
27.041	Geography IA	2	3
54.111	Political Science I	2½	1
Year III			
15.102	Economics II	2	2
	Economics Option†	2	0
Year IV			
15.103	Economics III	1	1
15.302	Economic History I§	2	1
	Humanities I‡	1	½
Year V			
15.243	Economic Development§	2	0
15.303	Economic History II§	2	0
	Humanities II‡	1	½
Year VI			
15.213	History of Economic Thought *or*		
15.223	Comparative Economic Systems§	2	0
	General Option	2	0

* Students with mathematical aptitude are advised to take 10.001 Mathematics I or 10.021 Mathematics IT. They must subsequently take either 15.422 Statistical Analysis I or 15.401 Business Statistics in lieu of the Economics option.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.

TABLE XII

BACHELOR OF COMMERCE — HONOURS DEGREE
ECONOMIC HISTORY — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Plus one of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following four subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
27.041	Geography IA	2	3
54.111	Political Science I	2½	1
Year II			
15.112	Economics II¶	2	2
15.312	Economic History I	2	1
	Humanities I‡	1	½
	Economics Option†	2	0
Year III			
15.113	Economics III**	1	1
15.303	Economic History II	2	0
15.313	Economic History III	2	0
15.213	History of Economic Thought §	2	0
15.243	Economic Development§	2	0
15.193	Thesis	—	—
Year IV			
15.304	Economic History IV	6	0
15.193	Thesis (continued)	2	0
	Humanities II‡	1	½

* Students with mathematical aptitude are advised to take 10.001 Mathematics I or 10.021 Mathematics IT. They must subsequently take either 15.422 Statistical Analysis I or 15.401 Business Statistics in lieu of the Economics Option.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
¶ Subject to the approval of the Head of the School, this subject may be replaced by 15.102 Economics II.
** Subject to the approval of the Head of the School, this subject may be replaced by 15.103 Economics III.

TABLE XIII

BACHELOR OF COMMERCE — HONOURS DEGREE
ECONOMIC HISTORY — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
	One of the following five subjects		
10.001	Mathematics I*	4	2
10.011	Higher Mathematics I*	4	2
10.021	Mathematics IT*	4	2
15.401	Business Statistics	2	1
15.471	Mathematics for Commerce*	4	2
	Plus one of the following four subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
27.041	Geography IA	2	3
54.111	Political Science I	2½	1
Year III			
15.112	Economics II¶	2	2
15.312	Economic History I	2	1
Year IV			
15.113	Economics III**	1	1
15.243	Economic Development§	2	0
	Humanities I‡	1	½
Year V			
15.303	Economic History II	2	0
15.313	Economic History III	2	0
	Economics Option†	2	0
Year VI			
15.304	Economic History IV	6	0
15.193	Thesis	—	—
Year VII			
15.213	History of Economic Thought§	2	0
15.193	Thesis (continued)	2	0
	Humanities II‡	1	½

* Students with mathematical aptitude are advised to take 10.001 Mathematics I or 10.021 Mathematics IT. They must subsequently take either 15.422 Statistical Analysis I or 15.401 Business Statistics in lieu of the Economics Option.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
¶ Subject to the approval of the Head of the School, this subject may be replaced by 15.102 Economics II.
**Subject to the approval of the Head of the School, this subject may be replaced by 15.103 Economics III.

TABLE XIV

BACHELOR OF COMMERCE — PASS DEGREE
STATISTICS — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
10.001	Mathematics I *or*		
15.471	Mathematics for Commerce*	4	2
	Humanities I†	1	½
Year II			
15.102	Economics II	2	2
15.422	Statistical Analysis I	2	2
10.111	Pure Mathematics II *or*		
10.121	Pure Mathematics II (Higher)*	3	2
	Humanities II†	1	½
Year III			
15.103	Economics III	1	1
15.423	Statistical Analysis II	3	1
15.433	Applied Statistics	3	1
15.193	Thesis	2	0

* Students who take Mathematics for Commerce in Year I must in Year II replace 10.111 Pure Mathematics II with a Group I Economics Option (See Rule 16) **plus** a General Option (See Rule 8).
† See Rule 7.

TABLE XV

BACHELOR OF COMMERCE — PASS DEGREE
STATISTICS — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
10.001	Mathematics I *or*		
15.471	Mathematics for Commerce*	4	2
	Humanities I†	1	½
Year III			
10.111	Pure Mathematics II *or*		
10.121	Pure Mathematics II (Higher)*	3	2
	Humanities II†	1	½
Year IV			
15.102	Economics II	2	2
15.422	Statistical Analysis I	2	2
Year V			
15.103	Economics III	1	1
15.423	Statistical Analysis II	3	1
15.193	Thesis	—	—
Year VI			
15.433	Applied Statistics	3	1
15.193	Thesis (continued)	2	0

* Students who take Mathematics for Commerce in Year I must in Year II replace 10.111 Pure Mathematics II with a Group I Economics Option (See Rule 16) **plus** a General Option (See Rule 8).

† See Rule 7.

TABLE XVI

BACHELOR OF COMMERCE — HONOURS DEGREE
STATISTICS — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
10.001	Mathematics I *or*		
15.471	Mathematics for Commerce*	4	2
	Humanities I‡||	1	½
Year II			
10.111	Pure Mathematics II *or*		
10.121	Pure Mathematics II (Higher)*	3	2
15.112	Economics II†	2	2
15.422	Statistical Analysis I	2	2
	Humanities II||	1	½
Year III			
15.113	Economics III‡ *or*		
15.173	Economics IIIM	1	1
15.423	Statistical Analysis II	3	1
	Economics Option I§	2	0
	Economics Option II§	2	0
15.193	Thesis	—	—
Year IV			
15.434	Econometrics	2	1
15.433	Applied Statistics *or*	3	1
15.443	Mathematical Economics	2	0
15.424	Seminar in Statistics	2	0
15.193	Thesis (continued)	2	0

* Students who have taken Mathematics for Commerce in Year I must substitute for Pure Mathematics II a General Option **plus** one subject chosen from the list of Economics Options in Rule 16.

† With the permission of the Head of School this subject may be replaced by 15.102 Economics II.

‡ With the permission of the Head of School this subject may be replaced by 15.103 Economics III. For entry to 15.173 Economics IIIM students must have passed 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher).

§ Students may satisfy the requirements of both Economics Options I and II by passing 10.112 Pure Mathematics III. The Economics Options I and II will be chosen from the list of subjects in Rule 16.

|| See Rule 7.

TABLE XVII

BACHELOR OF COMMERCE — HONOURS DEGREE
STATISTICS — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
10.001	Mathematics I *or*		
15.471	Mathematics for Commerce*	4	2
	Humanities I‖	1	½
Year III			
10.111	Pure Mathematics II *or*		
10.121	Pure Mathematics II (Higher)*	3	2
	Humanities II‖	1	½
Year IV			
15.112	Economics II†	2	2
15.422	Statistical Analysis I	2	2
Year V			
15.423	Statistical Analysis II	3	1
15.113	Economics III‡ *or*		
15.173	Economics IIIM‡	1	1
Year VI			
	Economics Option I§	2	0
	Economics Option II§	2	0
15.434	Econometrics	3	0
15.193	Thesis	—	—
Year VII			
15.433	Applied Statistics *or*	3	1
15.443	Mathematical Economics	2	0
15.424	Seminar in Statistics	2	0
15.193	Thesis (continued)	2	0

* Students who have taken Mathematics for Commerce in Year I must substitute for Pure Mathematics II a General Option **plus** one subject chosen from the list of Economics Options in Rule 16.

† With the permission of the Head of School this subject may be replaced by 15.102 Economics II.

‡ With the permission of the Head of School this subject may be replaced by 15.103 Economics III. For entry to 15.173 Economics IIIM students must have passed 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher).

§ Students may satisfy the requirements of both Economics Options I and II by passing 10.112 Pure Mathematics III. The Economics Options I and II will be chosen from the list of subjects in Rule 16.

‖ See Rule 7.

TABLE XVIII

BACHELOR OF COMMERCE — PASS DEGREE
INDUSTRIAL RELATIONS‡ — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
15.401	Business Statistics	2	1
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law	2	1
54.111	Political Science I	2½	1
Year II			
15.102	Economics II	2	2
15.502	Industrial Relations I	2	0
15.552	Industrial Law I	2	0
	Humanities I*	1	½
	Humanities II*	1	½
Year III			
15.103	Economics III	1	1
12.651	Psychology (Industrial Relations) *or*		
15.553	Industrial Law II	3	0
15.503	Industrial Relations II	2	1
	Economics Option I†	2	0
	Economics Option II†	2	0

* See Rule 7.
† To be chosen from the Economics Options listed in Rule 16.
‡ Students who have passed 15.501 General Law before March, 1968, will be exempted from 14.211 Commercial Law. Students who have passed 12.101 Psychology before March, 1968, will be exempted from 12.001 Psychology I.

TABLE XIX

BACHELOR OF COMMERCE — PASS DEGREE
INDUSTRIAL RELATIONS‡ — PART-TIME COURSE.

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
15.401	Business Statistics	2	1
	Plus one of the following three subjects		
12.001	Psychology I	3	2
14.211	Commercial Law I	2	1
54.111	Political Science I	2½	1
Year III			
15.102	Economics II	2	2
	Humanities I*	1	½
	Humanities II*	1	½
Year IV			
15.502	Industrial Relations I	2	0
15.552	Industrial Law I	2	0
Year V			
15.103	Economics III	1	1
15.503	Industrial Relations II	2	1
Year VI			
15.553	Industrial Law II *or*	3	0
12.651	Psychology (Industrial Relations)	3	0
	Economics Option I†	2	0
	Economics Option II†	2	0

* See Rule 7.

† To be chosen from the Economic Options listed in Rule 16.

‡ Students who have passed 15.501 General Law before March, 1968, will be exempted from 14.211 Commercial Law. Students who have passed 12.101 Psychology before March, 1968, will be exempted from 12.001 Psychology I.

TABLE XX

BACHELOR OF COMMERCE — HONOURS DEGREE
INDUSTRIAL RELATIONS‡ — FULL-TIME COURSE

Subject	Min. hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
15.101 Economics I	2	1
15.401 Business Statistics	2	1
Plus one of the following three subjects		
12.001 Psychology I	3	2
14.211 Commercial Law	2	1
54.111 Political Science I	2½	1
Year II		
15.102 Economics II *or*		
15.112 Economics II	2	2
15.512 Industrial Relations I	2	0
15.552 Industrial Law I	2	0
Humanities I*	1	½
Humanities II*	1	½
Year III		
15.103 Economics III *or*		
15.113 Economics III	1	1
15.513 Industrial Relations II	2	1
12.651 Psychology (Industrial Relations) *or*		
15.553 Industrial Law II	3	0
Economics Option I†	2	0
Economics Option II†	2	0
Year IV		
15.504 Industrial Relations III	4	0
Economics Option III†	2	0
15.193 Thesis	2	0

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ Students who have passed 15.501 General Law before March, 1968, will be exempted from 14.211 Commercial Law. Students who have passed 12.101 Psychology before March, 1968, will be exempted from 12.001 Psychology I.

TABLE XXI

BACHELOR OF COMMERCE — HONOURS DEGREE
INDUSTRIAL RELATIONS‡ — PART-TIME COURSE

Subject	Min. hours per week for 3 terms	
	Lectures	Tutorials
Year I		
14.111 Accounting I	2	2
15.101 Economics I	2	1
Year II		
15.401 Business Statistics	2	1
Plus one of the following three subjects		
12.001 Psychology I	3	2
14.211 Commercial Law	2	1
54.111 Political Science I	2½	1
Year III		
15.102 Economics II *or*		
15.112 Economics II	2	2
15.512 Industrial Relations I	2	0
Year IV		
15.103 Economics III *or*		
15.113 Economics III	1	1
15.552 Industrial Law I	2	0
Humanities I*	1	½
Year V		
12.651 Psychology (Industrial Relations) *or*		
15.553 Industrial Law II	3	0
15.513 Industrial Relations II	2	1
Humanities II*	1	½
Year VI		
15.504 Industrial Relations III	4	0
15.193 Thesis	—	—
Year VII		
15.193 Thesis (continued)	2	0
Economics Option I†	2	0
Economics Option II†	2	0

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ Students who have passed 15.501 General Law before March, 1968, will be exempted from 14.211 Commercial Law. Students who have passed 12.101 Psychology before March, 1968, will be exempted from 12.001 Psychology I.

TABLE XXII

BACHELOR OF COMMERCE — PASS DEGREE
APPLIED PSYCHOLOGY — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
12.001	Psychology I	3	2
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Humanities I*	1	½
Year II			
12.012	Psychology II	3	5
15.102	Economics II	2	2
	Humanities II*	1	½
	Economics Option I†	2	0
Year III			
15.103	Economics III	1	1
12.013	Psychology III§	4	5
	Economics Option II†	2	0
	General Option‡	2	0

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ See Rule 8.

§ Students are required to undertake such additional field work and clinical studies, averaging two hours per week, as may be prescribed by the Head of the School of Applied Psychology.

TABLE XXIII

BACHELOR OF COMMERCE — PASS DEGREE
APPLIED PSYCHOLOGY — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
12.001	Psychology I	3	2
	Humanities I*	1	½
Year III			
15.102	Economics II	2	2
	Economics Option I†	2	0
Year IV			
12.012	Psychology II	3	5
15.103	Economics III	1	1
Year V			
12.013	Psychology III§	4	5
Year VI			
	General Option‡	2	0
	Economics Option II†	2	0
	Humanities II*	1	½

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ See Rule 8.

§ Students are required to undertake such additional field work and clinical studies, averaging two hours per week, as may be prescribed by the Head of the School of Applied Psychology.

TABLE XXIV

BACHELOR OF COMMERCE — HONOURS DEGREE
APPLIED PSYCHOLOGY — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
12.001	Psychology I	3	2
14.111	Accounting I	2	2
15.101	Economics I	2	1
	Humanities I*	1	½
Year II			
12.012	Psychology II	3	5
15.112	Economics II§	2	2
	Humanities II*	1	½
	Economics Option†	2	0
Year III			
15.113	Economics III¶	1	1
12.013	Psychology III**	4	5
	General Option‡	2	0
Year IV			
12.024	Psychology	2	4

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ See Rule 8.

§ Subject to the approval of the Head of School, this subject may be replaced by 15.102 Economics II where specific honours work is prescribed in another subject.

¶ Subject to the approval of the Head of School, this subject may be replaced by 15.103 Economics III where specific honours work is prescribed in another subject.

**Students are required to undertake such additional field work and clinical studies, averaging two hours per week, as may be prescribed by the Head of the School of Applied Psychology.

TABLE XXV

BACHELOR OF COMMERCE — HONOURS DEGREE
APPLIED PSYCHOLOGY — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
12.001	Psychology I	3	2
	Humanities I*	1	½
Year III			
15.112	Economics II§	2	2
	Humanities II*	1	½
	Economics Option†	2	0
Year IV			
12.012	Psychology II	3	5
15.113	Economics III¶	1	1
Year V			
12.013	Psychology III**	4	5
Year VI			
12.024	Psychology	2	4
	General Option‡	2	0

* See Rule 7.

† To be chosen from the Economics Options listed in Rule 16.

‡ See Rule 8.

§ Subject to the approval of the Head of School, this subject may be replaced by 15.102 Economics II where specific honours work is prescribed in another subject.

¶ Subject to the approval of the Head of School, this subject may be replaced by 15.103 Economics III where specific honours work is prescribed in another subject.

**Students are required to undertake such additional field work and clinical studies, averaging two hours per week, as may be prescribed by the Head of the School of Applied Psychology.

TABLE XXVI

BACHELOR OF COMMERCE — PASS DEGREE
WOOL COMMERCE — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
14.211	Commercial Law	2	1
	Plus one of the following five subjects		
15.401	Business Statistics	2	1
10.001	Mathematics I	4	2
10.011	Higher Mathematics I	4	2
10.021	Mathematics IT	4	2
15.471	Mathematics for Commerce	4	2
Year II			
15.102	Economics II	2	2
9.541	Wool I	2	3
9.551	Wool Production‡	2	0
	Option I†	2	0
	Humanities I*	1	½
Year III			
15.103	Economics III	1	1
9.521	Wool Textiles	2	0
	Option II†	2	0
	Option III†	2	0
	Humanities II*	1	½

* See Rule 7.

† To be chosen from the list below except that students must take 15.401 Business Statistics in lieu of Option I if they have not taken it in first year.

- 9.542 Wool II
- 9.002 Wool Technology
- 28.101 Principles of Marketing
- 28.102 Case Studies in Marketing
- 12.691 Behavioural Science.
- 10.111 Pure Mathematics II
- 15.422 Statistical Analysis I
- 15.423 Statistical Analysis II
- 15.233 Public Finance and Financial Policy
- 15.253 Economics of Industry and Labour
- 14.332 Operations Research in Business
- 14.112 Accounting II
- 14.113 Accounting III
- 14.322 Data Processing and Information Systems
- 14.402 Organization Theory
- 14.321 Business Finance

‡ Students who passed **both** 9.011 Sheep Production and 9.111 Sheep Husbandry before March, 1968, will be exempted from the subject Wool Production.

TABLE XXVII

BACHELOR OF COMMERCE — PASS DEGREE
WOOL COMMERCE — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
14.211	Commercial Law	2	1
	Plus one of the following five subjects		
15.401	Business Statistics	2	1
10.001	Mathematics I	4	2
10.011	Higher Mathematics I	4	2
10.021	Mathematics IT	4	2
15.471	Mathematics for Commerce	4	2
Year III			
15.102	Economics II	2	2
9.551	Wool Production‡	2	0
	Humanities I*	1	½
Year IV			
9.541	Wool I	2	3
15.103	Economics III	1	1
Year V			
9.521	Wool Textiles	2	0
	Option I†	2	0
	Humanities II*	1	½
Year VI			
	Option II†	2	0
	Option III†	2	0

* See Rule 7.

† See footnote marked (†) under Table XXVI.

‡ Students who passed **both** 9.011 Sheep Production **and** 9.111 Sheep Husbandry before March, 1968, will be exempted from the subject Wool Production.

16. Economics Options

The Economics Options referred to in the Tables in Rule 15 may be chosen from the two groups listed below subject to the conditions set out in Rule 17. (Subjects selected from this list in accordance with the requirements for Economics Options in the courses set out in Rule 15 shall be called successively Economics Option I, Economics Option II, Economics Option III and Economics Option IV.)

GROUP I†

Subject	*Hours per week*
10.001 Mathematics I*	6
10.011 Higher Mathematics I*	6
10.021 Mathematics IT*	6
10.111 Pure Mathematics II	5
10.121 Higher Pure Mathematics II	6
10.112 Pure Mathematics III	5
10.122 Higher Pure Mathematics III	7
10.311 Theory of Statistics I‡	7
10.321 Higher Theory of Statistics I	8
10.312 Theory of Statistics II	8
10.322 Higher Theory of Statistics II	9
12.001 Psychology I*	5
12.012 Psychology II	8
14.112 Accounting II	4
14.113 Accounting III	4
14.202 Corporation Law§	2
14.211 Commercial Law*	3
14.212 Administrative Law§	2
15.302 Economic History I	3
15.422 Statistical Analysis I	4
15.423 Statistical Analysis II	4

* Introductory subjects, see Rule 17(i). Students who wish to enrol in these subjects must satisfy any pre-University requirements prescribed by the School offering the subject.

† For details of subjects not described in this **Handbook**, refer to the University **Calendar** or to the **Handbook** of the appropriate Faculty.

‡ Only students who have passed 10.001 Mathematics I or 10.011 Higher Mathematics I, or have obtained Credit or Higher in 10.021 Mathematics IT, may take this option.

§ See Rule 13 (iii).

Subject	*Hours per week*
15.433 Applied Statistics	3
15.471 Mathematics for Commerce*	6
15.502 Industrial Relations I*	2
15.552 Industrial Law I*	2
15.553 Industrial Law II	3
27.041 Geography 1A*‡	5
27.042 Geography IIA (Pass)	4½
27.052 Geography IIA (Honours)	6
51.111 History I*	3
51.112 History II (Pass)	3
51.122 History II (Honours)	4
51.113 History IIIA (Pass)	3
51.123 History IIIA (Honours)	4
51.114 History IV (Honours)	2
52.111 Philosophy I*	4
52.112 Philosophy II (Pass)	4
52.122 Philosophy II (Honours)	5
52.113 Philosophy IIIA (Pass)	4
52.123 Philosophy IIIA (Honours)	6
53.111 Sociology I*	4
53.112 Sociology II (Pass)	4½
53.122 Sociology II (Honours)	6½
54.111 Political Science I*	3½
54.112 Political Science II (Pass)	3
54.122 Political Science II (Honours)	5
54.113 Political Science IIIA (Pass)	3
54.123 Political Science IIIA (Honours)	5

GROUP II†

15.193 Thesis	2
15.213 History of Economic Thought	2
15.223 Comparative Economic Systems	2

* Introductory subjects, see Rule 17 (i), and footnote on previous page.
† Not all these subjects will necessarily be offered each year.
‡ Enrolments in Geography IA in 1969 may be subject to selection by the School of Geography.

15.233	Public Finance and Financial Policy	2
15.243	Economic Development	2
15.253	Economics of Industry and Labour	2
15.263	International Economics	2
15.303	Economic History II	2
15.434	Econometrics	3
15.443	Mathematical Economics	2
15.503	Industrial Relations II	3

17. Rules for Progression and Prerequisite Subjects in the School of Economics

The choice of Economics Options from Groups I and II in Rule 16 is subject to the following conditions:

(i) Only one introductory subject (subjects without prerequisites as indicated in the table by an asterisk) may be chosen from Group I except that students who first enrolled in the Economics Course before 1965 or who transferred to the Economics course before 1966 may choose up to two introductory subjects from Group I.

(ii) Unless special permission to the contrary is granted by the Head of the School of Economics, students in the Economics course must choose at least two subjects from Group II. Permission will be readily granted to students who elect to take two or more mathematics subjects from Group I (see also (vii) below).

(iii) Only one of the subjects from each of the following pairs will count towards the Degree:

10.001 Mathematics I and 15.471 Mathematics for Commerce

15.401 Business Statistics and 15.422 Statistical Analysis I.

15.501 General Law and 14.211 Commercial Law I.

(iv) Part I of any subject is a prerequisite for Part II of that subject and Part II is a prerequisite for Part III, except that Accounting II is not a prerequisite for Accounting III.

(v) In addition to the general prerequisite condition set out in (iv) the following table of prerequisites also applies. Subject to Rule 4 and before enrolling in any subject in the left-hand column a student must have passed in the prerequisite subject(s) listed in the right-hand column.

Subject	*Prerequisite*
All Group II subjects in Rule 16	15.102 Economics II *and* 15.103 Economics III (Corequisite)
15.302 Economic History I	15.101 Economics I
15.402 Econometric Methods	15.101 Economics I *and* 15.401 Business Statistics *or* 15.422 Statistical Analysis I
15.422 Statistical Analysis I	10.001 Mathematics I *or* 10.011 Higher Mathematics I *or* 10.021 Mathematics IT *or* 15.471 Mathematics for Commerce
15.433 Applied Statistics*	15.422 Statistical Analysis I *and* 15.423 Statistical Analysis II
15.434 Econometrics	15.422 Statistical Analysis I *and* 15.423 Statistical Analysis II
15.443 Mathematical Economics	*Either* 10.001 Mathematics I *and* 10.111 Pure Mathematics II *or* 15.471 Mathematics for Commerce

(vi) A student who passed one of the following subjects before March 1967 will be deemed to have passed in two Economics Options and a student who passed in two of these subjects before March 1967 will be deemed either to have passed in four Economics Options or in the first year elective and three Economics Options.

Subject	*Hours per week*
10.001 Mathematics I	6
10.111 Pure Mathematics II	5
10.121 Pure Mathematics II (Higher)	6
10.112 Pure Mathematics III	5
10.122 Pure Mathematics III (Higher)	7
10.311 Theory of Statistics I	7
10.321 Theory of Statistics I (Higher)	8
10.312 Theory of Statistics II	8
10.322 Theory of Statistics II (Higher)	9
15.471 Mathematics for Commerce	6

(vii) If a student in the Economics courses passes 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.311 Theory of Statistics I or 10.321 Higher Theory of Statistics I, he or she will be exempted from the General Option. If a student in the Economics or Statistics courses passed 10.112 Pure Mathematics III or 10.122 Higher Pure Mathematics III he or she may count it as two Economics Options.

* 15.433 Applied Statistics and 15.422 Statistical Analysis II are co-requisite in Year III of the full-time course in Statistics.

(viii) Honours students who choose mathematical subjects need not take them at Honours standard. However, subject to the permission of the Head of the School of Mathematics, they may take 10.111 Pure Mathematics II and 10.112 Pure Mathematics III at Honours standdard.

(ix) Students who take a Mathematics Option as part of their first year (or second stage) programme, and where their course does not prescribe that they must proceed to 15.422 Statistical Analysis I, are strongly advised to proceed to 15.422 Statistical Analysis I. It should also be noted that 10.001 Mathematics I and 10.111 Pure Mathematics II or 15.471 Mathematics for Commerce, are prerequisites for 15.443 Mathematical Economics.

18. Transition Arrangements—School of Economics (affecting students who first enrolled prior to 1963)

Students who have discontinued their courses but are readmitted after 1965 must complete the requirements for the degree as set out in one of the Tables VI to XXIX. They will not be treated as transition students. However, they may apply to the Head of the School of Economics for exemption from one or more subjects in recognition of subjects passed prior to 1963.

DEPARTMENT OF MARKETING

19. Courses in Marketing

Subject to Rule 6, the degree requirements for the course in Marketing are set out in tabular form as follows:

Table XXX Pass Degree. Marketing—Full-time Course.
Table XXXI Pass Degree. Marketing—Part-time Course.
Table XXXII Honours Degree. Marketing—Full-time Course.
Table XXXIII Honours Degree. Marketing—Part-time Course.

TABLE XXX

BACHELOR OF COMMERCE — PASS DEGREE
MARKETING — FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
14.211	Commercial Law	2	1
15.101	Economics I	2	1
	Plus any one of		
15.401	Business Statistics*	2	1
10.001	Mathematics I	4	2
15.471	Mathematics for Commerce	4	2
Year II			
12.691	Behavioural Science	4	0
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
28.102	Case Studies in Marketing	2	0
	Special Option I:—		
	One of the following:—		
14.112	Accounting II	2	2
14.113	Accounting III	3	1
14.301	Production	2	0
14.321	Business Finance	2	0
14.322	Data Processing and Information Systems	2	0
15.422	Statistical Analysis I	2	2
53.111	Sociology I	4	0
	or Any other approved University subject		
Year III			
15.103	Economics III	1	1
28.113	Marketing Management	2	2
28.133	Marketing Research	3	0
	Humanities I†	1	½
	Humanities II†	1	½
	Special Option II:—		
	One of the following:—		
14.402	Organisation Theory	2	0
15.433	Applied Statistics	3	1

* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Analysis I or 15.401 Business Statistics as Special Option I.

† See Rule 7.

TABLE XXXI

BACHELOR OF COMMERCE — PASS DEGREE
MARKETING — PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
14.211	Commercial Law	2	1
	Plus any one of		
15.401	Business Statistics*	2	1
10.001	Mathematics I	4	2
15.471	Mathematics for Commerce	4	2
Year III			
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
	Special Option I:—		
	One of the following:—		
14.112	Accounting II	2	2
14.113	Accounting III	3	1
14.301	Production	2	0
14.321	Business Finance	2	0
14.322	Data Processing and Information Systems	2	0
15.422	Statistical Analysis I	2	2
53.111	Sociology I	4	0
	or Any other approved University subject		
Year IV			
12.691	Behavioural Science	4	0
28.102	Case Studies in Marketing	2	0
	Humanities I†	1	½
Year V			
15.103	Economics III	1	1
28.133	Marketing Research	3	0
	Humanities II†	1	½
Year VI			
28.113	Marketing Management	2	2
	Special Option II:—		
	One of the following:—		
14.402	Organisation Theory	2	0
15.433	Applied Statistics	3	1

* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Analysis I or 15.401 Business Statistics as Special Option I.
† See Rule 7.

TABLE XXXII

BACHELOR OF COMMERCE—HONOURS DEGREE
MARKETING—FULL-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
14.211	Commercial Law	2	1
15.101	Economics I	2	1
	Plus any one of		
15.401	Business Statistics*	2	1
10.001	Mathematics I	4	2
15.471	Mathematics for Commerce	4	2
Year II			
12.691	Behavioural Science	4	0
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
28.102	Case Studies in Marketing	2	0
	Special Option I:—		
	One of the following:—		
14.112	Accounting II	2	2
14.113	Accounting III	3	1
14.301	Production	2	0
14.321	Business Finance	2	0
14.322	Data Processing and Information Systems	2	0
15.422	Statistical Analysis I	2	2
53.111	Sociology I	4	0
	or Any other approved University subject		
Year III			
15.103	Economics III	1	1
28.113	Marketing Management	2	2
28.133	Marketing Research	3	0
	Humanities I†	1	½
	Humanities II†	1	½
	Special Option II:—		
	One of the following:—		
14.402	Organisation Theory	2	0
15.433	Applied Statistics	3	1
Year IV			
28.201	Behavioural Science in Marketing	2	0
28.202	Comparative Marketing Systems	2	0
28.203	Seminar in Marketing Theory	2	0
28.204	Thesis	2	0

* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Analysis I or 15.401 Business Statistics as Special Option I.
† See Rule 7.

TABLE XXXIII

BACHELOR OF COMMERCE—HONOURS DEGREE

MARKETING—PART-TIME COURSE

Subject		Min. hours per week for 3 terms	
		Lectures	Tutorials
Year I			
14.111	Accounting I	2	2
15.101	Economics I	2	1
Year II			
14.211	Commercial Law	2	1
	Plus any one of		
15.401	Business Statistics*	2	1
10.001	Mathematics I	4	2
15.471	Mathematics for Commerce	4	2
Year III			
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
	Special Option I:——		
	One of the following:—		
14.112	Accounting II	2	2
14.113	Accounting III	3	1
14.301	Production	2	0
14.321	Business Finance	2	0
14.322	Data Processing and Information Systems	2	0
15.422	Statistical Analysis I	2	2
53.111	Sociology I	4	0
	or Any other approved University subject		
Year IV			
12.691	Behavioural Science	4	0
28.102	Case Studies in Marketing	2	0
	Humanities I†	1	½
Year V			
15.103	Economics III	1	1
28.133	Marketing Research	3	0
	Humanities II†	1	½
Year VI			
28.113	Marketing Management	2	2
28.201	Behavioural Science in Marketing	2	0
	Special Option II:—		
	One of the following:—		
14.402	Organisation Theory	2	0
15.433	Applied Statistics	3	1
Year VII			
28.202	Comparative Marketing Systems	2	0
28.203	Seminar in Marketing Theory	2	0
28.204	Thesis	2	0

* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Analysis I or 15.401 Business Statistics as Special Option I.
† See Rule 7.

DOCTOR OF PHILOSOPHY

This is an advanced research degree. Full details of the conditions for the award of this degree are set out in the University *Calendar*.

MASTER OF COMMERCE

Conditions for Award

1. An application to register as a candidate for the degree of Master of Commerce shall be made on the prescribed form which shall be lodged with the Registrar at least two full calendar months before the commencement of the term in which the candidate desires to register.

2. (i) An applicant for registration for the degree shall have been admitted to the degree of Bachelor of Commerce in the University of New South Wales or to an appropriate degree of any other approved University.

(ii) In exceptional cases a person may be permitted to register as a candidate for the degree if he submits evidence of such academic and professional attainments as may be approved by the Professorial Board on the recommendation of the Faculty of Commerce (hereinafter referred to as "the Faculty").

3. Notwithstanding any other provisions of these conditions the Faculty may require an applicant to demonstrate fitness for registration by carrying out such work and sitting for such examinations as the Faculty may determine.

4. In every case, before permitting an applicant to register as a candidate the Faculty shall be satisfied that adequate supervision and facilities are available.

5. An approved applicant shall register in one of the following categories:

(i) student in full-time attendance at the University;
(ii) student in part-time attendance at the University;
(iii) student working externally to the University;

and shall pay such fees as may be determined from time to time by the Council.* Registration as a student working externally will be permitted only in cases where adequate arrangements can be made for external supervision. Course work cannot be taken externally.

6. The requirements for the Degree of Master of Commerce may be satisfied in either of two ways. Candidates who have a

* See pp. 28-29 for Postgraduate Course fees.

distinguished first degree and who provide evidence of research ability may be permitted to present themselves for examination by thesis only. Other candidates shall be required to follow a programme which places less emphasis on research and more on formal instruction.

7. A candidate presenting himself for examination by thesis only shall, upon application for registration, submit the title and outline of the proposed field of research. The research and investigation shall be carried out under the direction of a supervisor appointed by the Faculty and the results thereof shall be embodied in a thesis. No candidate shall be considered for the award of the degree until the lapse of six complete terms from the date on which the registration becomes effective, save that in the case of a candidate who has obtained the degree of Bachelor with honours or who has had previous research experience, this period may, with the approval of the Faculty, be reduced by up to three terms.

8. A candidate following a formal course of study leading to the degree shall:—

(a) undertake a course of formal study prescribed by Faculty as set out in the "Course Requirements for the Master of Commerce Degree", save that a candidate who has obtained an appropriate degree at the honours level may be given credit for honours course work. The course of formal study will extend over two full-time or three part-time years;

(b) pass all examinations prescribed by the Faculty.

(c) submit a report on a topic approved by Faculty. The report will normally be submitted at the end of the second full-time or third part-time year.

9. (a) Every candidate shall submit three copies of the thesis or report. All copies shall be presented in a form which complies with the requirements of the University for the preparation and submission of higher degree theses.† A candidate may submit also for examination any work he has published whether or not such work is related to the thesis.

(b) It shall be understood that the University retains the three copies of the thesis or report submitted for examination and is free to allow the thesis or report to be consulted or borrowed. Subject to the provisions

† See pp. 112-14.

of the Copyright Act 1912 (as amended) the University may issue the thesis or report in whole or in part, in photostat or microfilm or other copying medium.

10. For each candidate's thesis or report there shall be two examiners appointed by the Professorial Board on the recommendation of the Faculty, one of whom shall in the case of a thesis, be an external examiner.

MASTER OF BUSINESS ADMINISTRATION

Conditions for Award

1. An application to register as a candidate for the degree of Master of Business Administration shall be made on the prescribed form which shall be lodged with the Registrar at least six full calendar months before the commencement of the course.
2. An applicant for registration for the degree—
   (i) shall have been admitted to a degree in the University of New South Wales or other approved University;
   (ii) may be required if deemed necessary by the Faculty of Commerce (hereinafter referred to as "the Faculty") to complete such preliminary courses at a requisite standard at the University of New South Wales or other approved University as from time to time may be approved by the Faculty on the recommendation of the Board of Studies of the Graduate School of Business.
   (iii) shall have satisfied the Faculty that he is fitted to undertake postgraduate study in business administration.
3. In exceptional cases a person may be permitted to register as a candidate for the degree if he submits evidence of such academic and professional attainments as may be approved by the Professorial Board on the recommendation of the Faculty.
4. Notwithstanding any other provisions of these conditions, the Faculty may require an applicant to demonstrate his fitness for registration by carrying out such work and passing such examinations as the Faculty may determine.†
5. An approved applicant shall pay such fees as may be determined from time to time by the Council.*

* See pp. 28-29 for Postgraduate Course fees.
† In general, applicants are required to sit for the Admission Test for Graduate Study in Business Administration by the Educational Testing Service, Princeton, New Jersey, U.S.A.

6. To qualify for the degree a candidate shall—
   (i) undertake the formal course of study which if undertaken on a full-time basis, shall normally be completed within two years, or if undertaken on a part-time basis shall normally be completed within three years;
   (ii) Pass all examinations prescribed by the Faculty; and
   (iii) Complete under supervision a written report on a project demonstrating originality and approved by Faculty on the recommendation of the Board of Studies of the Graduate School of Business.
7. A candidate undertaking the course on a full-time basis shall normally submit the report on his project upon completion of his formal course work. A candidate undertaking the course on a part-time basis shall normally submit the report on his project not later than twelve months after the completion of his formal course of study.
8. The report on the project shall be examined by two examiners appointed by the Professorial Board on the recommendation of the Faculty.
9. A candidate may be required to attend for an oral examination at a time and place nominated by the University.

PREPARATION AND SUBMISSION OF THESES FOR HIGHER DEGREES

1. Every candidate for the degree of Master shall submit to the Registrar three copies of the thesis and supporting work. All copies of the thesis shall include a summary of approximately 200 words and a certificate signed by the candidate to the effect that the work has not been submitted for a higher degree to any other University or institution.
2. Every candidate for the degree of Doctor of Philosophy shall submit to the Registrar four copies of the thesis and supporting work. All copies of the thesis shall contain a short abstract of the thesis comprising not more than 300 words.
3. Every candidate for the degree of Doctor of Medicine shall submit to the Registrar four copies of the thesis and supporting work. All copies of the thesis shall contain a short abstract of the thesis comprising not more than 400 words which inter alia shall indicate wherein the thesis has made an original contribution.

4. The specifications currently approved for higher degree theses are as follows:
   (a) All copies of the thesis shall be in double spaced typescript.
   (b) The size of the paper shall be quarto (approximately 10 in. x 8 in.) except for drawings and maps on which no restriction is placed.
   (c) The margins on each sheet shall be not less than 1½ in. on the left-hand side, ½ in. on the right-hand side, 1 in. at the top and ¾ in. at the bottom.
   (d) There shall be a title sheet showing thesis title, author's name, degree and date of submission.
   (e) Pages shall be numbered consecutively.
   (f) Diagrams, charts, etc., must not be submitted on the back of typed sheets.

   Unless otherwise specifically instructed by the supervisor, diagrams, charts, etc., should be included where possible with the text, facing the page on which reference to them is made, otherwise they may be clearly referred to in the text, numbered and folded for insertion in a pocket on the back inside cover of the thesis binding. Folded diagrams or charts included in the text should be arranged so as to open out to the top and right.
5. The original copy of the thesis for deposit in the Library shall be bound in accordance with the following specifications:—

   The thesis shall be bound in boards, covered with blue or green bookcloth or backray, or other binding fabric. The bound volume shall be lettered on the spine as follows:
   (a) At the bottom and across — UNSW or if the volume is too thin for this — U
   NSW
   (b) 2½ in. from the bottom and across, with the degree and year of the thesis, for example—
   MSc
   1960
   (c) Evenly spaced between the statement of the degree and the year and the top of the spine the name of the author, first initials and then the surname, reading upwards in one line.

   No further lettering or any decoration is required on

the spine or anywhere else on the binding. In the binding of theses which include mounted photographs, folded graphs and so on, leaves at the spine shall be packed to ensure even thickness of the volume. The Library copy of the thesis shall be bound by one of a panel of approved bookbinders, each of whom is aware of the University's requirements. Names of approved bookbinders may be secured from the Examinations Branch.

The other copies of the thesis shall be bound in such a manner as allows their transmission to the examiners without possibility of their disarrangement.

6. The thesis and other relevant work may be submitted to the Registrar at any time during the year provided the candidate has completed the minimum period of registration. In order that a successful candidate may have a reasonable chance of having the degree conferred at one of the formal degree conferring ceremonies the candidate should arrange for the thesis and other relevant work to be in the hands of the Registrar at least fourteen weeks prior to the date of such ceremony.

THE DEGREE OF MASTER OF COMMERCE

The Degree of Master of Commerce can be taken within the Faculty of Commerce and involves either the preparation and submission of a thesis based on the results of original research or a programme which places less emphasis on research and more on formal instruction. Candidates for this Degree must normally hold the Degree of Bachelor of Commerce in the University of New South Wales or an appropriate Degree from any other approved University, but in any case must satisfy the Faculty of their ability to carry out the programme of study and research.

School of Accountancy

ACCOUNTANCY GRADUATE COURSE (MASTER OF COMMERCE)

The course will be conducted on a full-time basis over two years or on a part-time basis over three years. The formal study programme consists of:

(a) five subjects selected from the following list; *or*

(b) four subjects selected from the list, together with one other subject selected from any of the Master of Commerce subjects offered in the Faculty; *or*

(c) four subjects selected from the list, together with two approved final year subjects from the undergraduate courses of the Schools of Accountancy or Economics.

The selected programme must include one of the undermentioned combinations of subjects, which will normally be taken in the first year;

(a) 14.163/1 Financial Accounting Theory and 14.901G Corporate Organisation and Accounting; *or*

(b) 14.163/2 Managerial Accounting Theory and 14.902G Controllership.

The selection of the remaining three subjects must be approved by the Head of the School of Accountancy. Prerequisites for the course subjects are listed but exemption from the prerequisites may be granted by the Head of the School of Accountancy where he is satisfied that the candidate is adequately prepared for the subject by reason of other studies or experience.

Subject	*Hours*	*Prerequisite*
14.163/1 Financial Accounting Theory	2	14.113 Accounting III
14.901G Corporate Organisation and Accounting	2	14.113 Accounting III
14.163/2 Managerial Accounting Theory	2	14.112 Accounting II
14.902G Controllership	2	14.112 Accounting II *and* 14.113 Accounting III
14.903G Contemporary Auditing Problems	2	14.131 Auditing and Internal Control
14.904G Studies in Taxation	2	14.201 Taxation Law and Practice
14.905G Operations Research	2	10.001 Mathematics I *or* 15.471 Mathematics for Commerce
14.906G Information Systems	2	14.322 Data Processing and Information Systems
10.001 Mathematics I	6	—

School of Economics

The courses in Economics and Econometrics leading to the degree of Master of Commerce may be taken on a full-time basis over two years, or on a part-time basis over three years.

ECONOMICS GRADUATE COURSE (MASTER OF COMMERCE)

In all subjects of the full-time and part-time courses the division between lectures and seminars, and even the number of hours are

to be flexible and may vary from term to term. However, the number of hours per subject per week will not be less than two or more than four.

The subjects listed in the left-hand column below have as prerequisites those listed in the right-hand column.

Subject	*Prerequisite*
15.134G Economic Theory A	—
15.144G Economic Theory B	10.001 Mathematics *or* 15.474G Mathematics for Economists (co-requisite)
15.474G Mathematics for Economists	—
15.105G Welfare Economics	15.134G Economic Theory A
15.115G Industrial Economics	15.134G Economic Theory A
15.125G Economic Policy	15.134G Economic Theory A *and* 15.144G Economic Theory B

FULL-TIME COURSE

FIRST YEAR
(30 weeks' full-time course)

15.134G Economic Theory A
15.144G Economic Theory B
10.001 Mathematics I *or*
10.021 Mathematics IT *or*
15.474G Mathematics for Economists*

SECOND YEAR
(30 weeks' full-time course)

(i) *Any two of*
15.105G Welfare Economics
15.115G Industrial Economics
15.125G Economic Policy
(ii) Report

PART-TIME COURSE

The part-time course requires attendance at the University for one afternoon each week in the second and third years.

FIRST YEAR
(30 weeks' part-time course)

15.134G Economic Theory A
10.001 Mathematics I *or*
10.021 Mathematics IT *or*
15.474G Mathematics for Economists*

SECOND YEAR
(30 weeks' part-time course)

15.144G Economic Theory B
15.105G Welfare Economics *or* 15.115G Industrial Economics

* Students who have previously taken 10.001 Mathematics I must substitute another subject nominated by the Head of the School of Economics.

THIRD YEAR

(30 weeks' part-time course)

(i) One subject not previously taken chosen from

15.105G Welfare Economics
15.115G Industrial Economics
15.125G Economic Policy

(ii) Report

ECONOMETRICS GRADUATE COURSE (MASTER OF COMMERCE)

FULL-TIME COURSE

FIRST YEAR

(30 weeks' full-time course)

15.434	Econometrics*	3
15.443	Mathematical Economics† Option‡	2

SECOND YEAR

(30 weeks' full-time course)

15.435G	Advanced Econometrics	3
15.445G	Advanced Mathematical Economics	3
	Report	

PART-TIME COURSE

The part-time course requires attendance at the University for one afternoon each week in the second and third years.

FIRST YEAR

(30 weeks' part-time course)

15.443	Mathematical Economics† Option‡	2

SECOND YEAR

(30 weeks' part-time course)

15.434	Econometrics*	3
15.445G	Advanced Mathematical Economics	3

THIRD YEAR

(30 weeks' part-time course)

15.435G	Advanced Econometrics	3
	Report	

* 15.423 Statistical Analysis II is a pre-requisite for this subject.
† 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher) is a pre-requisite for this subject.
‡ To be nominated by the Head of the School of Economics in the light of the student's interests.

THE DEGREE OF MASTER OF BUSINESS ADMINISTRATION

Following the appointment of the Foundation Professor of Business Administration in 1961, a postgraduate course leading to the degree of Master of Administration, was introduced and offered for the first time in 1963. In 1965 the name of the award was amended to Master of Business Administration.

Since its inception, the University has had in mind the designing of an appropriate course of study in business administration. Although Faculties of Economics or Commerce have long been established in Australian Universities, none of them, unlike their counterparts in North America, had developed until recently as an interdisciplinary field of study facilities for the teaching of business administration either at undergraduate or graduate level.

The rapid development of the Australian economy since the second world war has thrust upon educators an urgent need to provide facilities for the teaching of such subjects as organisation and management theory, managerial economics, human behaviour in industry, quantitative methods and information systems in business, the social framework of the firm, and the functional areas of business such as production, marketing, and finance. Possession of such knowledge is of the first importance to managers and administrators of the modern organisation, faced as they are, often for the first time, with large numbers of employees, rapidly changing technologies, increasing mechanisation and changing social and political climates. To meet these particular educational needs, the University has now established the Graduate School of Business, wherein graduates of this and other universities may obtain an education in the essentials of modern administration.

The course offered by the Graduate School reflects the partial reliance of modern administrative theory and practice on analytical tools drawn from the social sciences, statistics and accountancy. The value of the case method in teaching administration is emphasised in the business policy strand wherein the functional fields of business are closely examined and analysed.

Although the Graduate School of Business is within the Faculty of Commerce, admission to the Master's programme is not restricted to graduates in Commerce and Economics. The conditions for the award permit a graduate of any Faculty to apply for admission to the programme. Admission is selective.

Graduates wishing to be admitted to the programme should

write to the Registrar of the University of New South Wales at least six months before the commencement of each course each year setting out their academic record and indicating their desire to be admitted to the Master's programme in Business Administration. Admission to the programme will depend on the prior approval of the Faculty of Commerce.

Class Hours

Students undertaking the course on a *full-time* basis will be required to attend for 16 hours a week in the first year and 12 hours a week in the second year. Those undertaking it on a *part-time* basis will be required to attend for nine hours a week in the first year, and nine hours a week in the second year, and 10 hours a week in the third year.

Prerequisite Courses

Unless specifically recommended by the Board of Studies, no candidate registering for the course will be required to complete preliminary courses of study over and above those already completed during his period of undergraduate study.

Course of Study

(i) **FULL-TIME CANDIDATES**

FIRST YEAR*	Hours per week for 3 terms
24.001G Organisation and Management Theory	3
24.002G Behavioural Science	3
24.003G Quantitative Methods	2
24.004G Management Accounting	2
24.005G Social Framework of Business I	1
24.006G Business Economics	2
24.007G Production	1
24.008G Marketing	2
Total	16

SECOND YEAR	Hours per week for 3 terms
24.009G Business Policy	6
24.010G International Business	1
24.105G Social Framework of Business II	1
	8

Together with *two* electives chosen from the following†:—

24.203G Advanced Quantitative Methods	2 hours
24.204G Advanced Management Accounting	2 hours
24.208G Advanced Marketing	2 hours

* During the long vacation at the end of the full-time first year, students will be required to work with an approved business firm for further practical experience.

† Subject to teaching programmes being available.

24.211G	Finance	2 hours	
24.212G	Business Planning	2 hours	
24.213G	Business and Law	2 hours	
24.214G	Advanced Organization and Method	2 hours	
24.215G	Business History	2 hours	
24.217G	Small Business	2 hours	4
		Total	12

(The report on the project must normally be submitted before the end of the second year.)

(ii) **PART-TIME CANDIDATES**

FIRST YEAR

		Hours per week for 3 terms
24.001G	Organisation and Management Theory	3
24.002G	Behavioural Science	3
24.004G	Management Accounting	2
24.005G	Social Framework of Business I	1
	Total	9

SECOND YEAR

		Hours per week for 3 terms
24.003G	Quantitative Methods	2
24.006G	Business Economics	2
24.007G	Production	1
24.008G	Marketing	2
24.010G	International Business	1
24.105G	Social Framework of Business II	1
	Total	9

THIRD YEAR

			Hours per week for 3 terms
24.009G	Business Policy		6
	Together with *two* electives chosen from the following*:—		
24.203G	Advanced Quantitative Methods	2 hours	
24.204G	Advanced Management Accounting	2 hours	
24.208G	Advanced Marketing	2 hours	
24.211G	Finance	2 hours	
24.212G	Business Planning	2 hours	
24.213G	Business and Law	2 hours	
24.214G	Advanced Organization and Method	2 hours	
24.215G	Business History	2 hours	
24.217G	Small Business	2 hours	4
		Total	10

(The report on the project must normally be submitted between the end of the third year and the end of the fourth year.)

* Subject to teaching programmes being available.

Project

In addition, all candidates will be required to complete a written project on some aspect of the administrative process demonstrating originality. Candidates attending the course full-time will be required to submit a written report on their project for examination at the conclusion of formal course work. Part-time candidates must submit a written report on their project not later than twelve months after completion of formal course work.

ADMINISTRATIVE GRADUATE COURSE (GRADUATE DIPLOMA)

In 1967 the University approved the introduction of a graduate diploma course in administration, which was offered for the first time in 1968. The Graduate School of Business administers the course, although other schools and faculties provide teaching service. The Graduate Diploma is governed by a Committee of Administrative Studies, within the Faculty of Commerce. Its members include representatives from faculties other than Commerce.

The primary objective of the course is the provision of an educational programme in administration appropriate to the needs of professional people either fully or partly engaged in administrative and managerial activities. It is oriented in particular to the needs of the practising architect, builder, engineer and accountant, who, for a variety of reasons, is unable to undertake the more comprehensive Master's Degree course in Business Administration.

The Graduate Diploma course in Administration extends over two years, and is offered on a part-time basis only.

***Admission requirements**

An applicant for registration for the Graduate Diploma in Administration

(i) shall have been admitted to a degree in the University of New South Wales or other approved university or possess such professional qualifications as are approved by the Committee of Administrative Studies.

* The complete conditions for the award of Graduate Diplomas are set out in Section C of the University Calendar.

(ii) shall have satisfied the Committee of Administrative Studies that he has had adequate professional experience prior to his registering for admission to the course.

The University reserves the right to restrict the number of candidates which may be enrolled. Candidates are required to pass all prescribed examinations at the first attempt.

Course Outline

FIRST YEAR

(30 weeks' part-time course)

		Hours per week for 3 terms
14.071G	Management Accounting	2
24.501G	Organisation and Management Theory	2
24.502G	Behavioural Science	2
24.503G	Economic and Financial Management	2
24.504G	Quantitative Methods	1
		9

SECOND YEAR

(30 weeks' part-time course)

		Hours per week for 3 terms
24.505G	Business Policy *plus*	2
	Three electives	6
		8

The three electives, all of which will not be available in any one year, may be selected from the following:

		Hours per week for 3 terms
8.674G	Civil Engineering Construction Management	2
11.951G	Architectural Management	2
14.072G	Business Law	2
14.212	Administrative Law	2
15.502	Industrial Relations	2
24.507G	Production Management	2
24.508G	Office Management and Systems	2
24.509G	Automatic Data Processing	2
24.510G	Social Administration	2
24.511G	Personnel Management	2
24.512G	Small Business	2
24.513G	Public Administration	2
28.101	Principles of Marketing	2

Subject to the approval of the Board of Studies of the Graduate School of Business candidates may select any other appropriate university subject.

DETAILS OF SUBJECTS

(For General Studies subjects see the *General Studies Handbook*, which is available to students free of charge.)

The following pages contain a list of most of the subjects offered for courses leading to the Degrees of Bachelor of Commerce, Master of Commerce and Master of Business Administration. In general the list is arranged according to subject numbers and the School responsible for the subject.

Details of subjects available in the Bachelor of Commerce courses but not included in this list may be found in the current University *Calendar* or may be obtained from the School responsible for the subject. Details of subjects in the Faculty of Arts which may be taken as Humanities subjects or as Options may be found in the current Arts Faculty Handbook.

Students are required to have their own copy of the prescribed Text-books. The list of Reference Books shows some of the books which may be recommended for additional reading but other books and articles in learned journals may be added to the list by lecturers concerned. Normally students may consult either the edition shown or later editions.

SCHOOL OF WOOL AND PASTORAL SCIENCES

The following subjects are given within the Faculty of Applied Science for students enrolled in the Wool Commerce course for the Degree of Bachelor of Commerce. Details of text-books, additional reading, and time-tables for the following subjects may be obtained from the School of Wool and Pastoral Sciences.

9.002 Wool Technology

A survey of the growth and development of the wool fibre population, a detailed study of the standard objective measurement techniques used in wool testing, and the impact of developments in these fields on wool marketing.

9.521 Wool Textiles

Introduction to the history and structure of the textile industries. Yarn count systems. Textile mathematics relating to yarns. Theories of spinning by draft versus twist and roller drafting. The effect of fibre length, fibre diameter and twist on the properties of yarn. The origin, properties, uses and identification of natural and synthetic textile fibres and their relationship to wool. Re-manufactured fibres, their processing and uses. Descriptive treatment of yarn manufacturing processes by woollen and worsted systems from raw greasy wool to finished yarn. Twisting processes. The preparation of yarn for fabric manufacture. Fancy yarns. Recent developments in yarn manufacturing processes. Elements of fabric manufacture.

9.541 Wool I

Fleece characteristics—fibre fineness, crimp and quality number, staple length, soundness, colour and yield. Component parts of the fleece. The wool product of Merino, British and Australian breeds. Wool defects and discolorations. Vegetable fault in relation to district, price and processing. Theory of wool classing, shearing shed procedure, practical wool sorting, classing and typing.

9.542 Wool II

Carbonizing and fellmongering. Central classing and repacking. Preparation of the wool selling brokers' catalogue. Wool buying techniques, wool shipment and finance. Composition and functions of the Australian Wool Board and International Wool Secretariat. A.W.B. Table of Types and Descriptions, history and application. Carpet wool. Wool top appraisal. Wool production and marketing in overseas countries. Wool futures. Practical wool sorting, classing and typing.

9.551 Wool Production

The place of the sheep and wool industry in the economy of Australia. The major sheep and woolgrowing areas of Australia and the different types within those areas. The breeds of sheep in use in Australia. Anatomy and physiology of sheep as a basis for the consideration of sheep management. Sheep management with particular emphasis on selection of breeding stock, reproduction, pasture improvement and utilisation, prime lamb production, fodder conversation and drought feeding. The major sources of loss and their control.

SCHOOL OF MATHEMATICS

10.001 Mathematics I

Calculus analysis, analytic geometry, linear algebra, an introduction to abstract algebra, an introduction to computer programming.

TEXT BOOKS

Beaumont, R. A. and Pierce, R. S. *The Algebraic Foundations of Mathematics.* Addison-Wesley.
Blatt, J. M. *Introduction to Fortran IV Programming.* Prentice-Hall.
Purcell, E. J. *Calculus with Analytic Geometry.* Appleton-Century-Crofts.

REFERENCE BOOKS

Ball, R. W. *Principles of Abstract Algebra.* Holt, Rinehart & Winston.
Coulson, A. E. *An Introduction to Matrices.* Longmans.
Keane, A. and Senior, S. A. *Complementary Mathematics.* Science Press.
McCoy, N. H. *Introduction to Modern Algebra.* Allyn & Bacon.
Neill, H. and Moakes, A. J., *Vectors, Matrices and Linear Equations.* Oliver & Boyd.
Rose, I. H. *Algebra: An Introduction to Finite Mathematics.* Wiley.
Shanahan, P. *Introductory College Mathematics.* Prentice-Hall.
Smith, W. K. *Limits and Continuity.* Collier-Macmillan. Paperback.
Taylor, H. E. and Wade, T. L. *University Freshman Mathematics.* Wiley.
Whitesitt, J. E. *Principles of Modern Algebra.* Addison-Wesley.

SUPPLEMENTARY READING LIST

Adler, I. *The New Mathematics.* Mentor.
Allendoerfer, C. B. and Oakley, C. O. *Principles of Mathematics.* McGraw-Hill.
Courant, R. and Robbins, H. *What is Mathematics.* Oxford.
Sawyer, W. W. *A Concrete Approach to Abstract Algebra.* Freeman.
Sawyer, W. W. *Prelude to Mathematics.* Pelican.

10.011 Higher Mathematics I

Subject matter same as 10.001, but a more advanced course for suitably qualified students.

TEXT BOOKS

Courant, R. and John, F. *Introduction to Calculus and Analysis.* Wiley.
Bland, A. A. *Problems in Calculus and Analysis.* Wiley.
Blatt, J. M. *Introduction to Fortran IV Programming.* Prentice-Hall.
Beaumont, R. A. and Pierce, R. S. *The Algebraic Foundations of Mathematics.* Addison-Wesley.

REFERENCE BOOKS

As for 10.001 Mathematics I.

SUPPLEMENTARY READING LIST

As for 10.001 Mathematics I.

10.021 Mathematics IT

Subject matter same as 10.001, but subject designed for students not wishing to proceed with Mathematics beyond first year.

TEXT BOOKS

Blatt, J. M. *Introduction to Fortran IV Programming.* Prentice-Hall.

Purcell, E. J. *Calculus with Analytic Geometry.* Appleton-Century-Crofts.

REFERENCE BOOKS

Allendoerfer, C. B. and Oakley, C. O. *Fundamentals of College Algebra.* McGraw-Hill.

Fine, N. J. *Introduction to Modern Mathematics.* Rand McNally & Co.

Hoyt, J. P. *A Brief Introduction to Probability Theory.* International Text Book Co.

Johnson, W. G. and Zaccaro, L. N. *Modern Introductory Mathematics.* McGraw-Hill.

Nahikian, H. M. *Topics in Modern Mathematics.* Macmillan.

10.111 Pure Mathematics II

Unit A. LINEAR ALGEBRA. Linear algebra, linear vector spaces, Rank operators and eigen values, scalar product, Hermitian operators. Introduction to Hilbert space. Expansion in orthogonal functions. Fourier series.
Pre-requisite 10.011 or 10.001

Unit B. ANALYSIS. Complex variables: Power series, Cauchy Theorem, Theorem of residues. Linear second order differential equations: Two solutions. Wronskian power series solution, singular points. Laplace transforms.
Pre-requisite 10.011 or 10.001

Unit C. ABSTRACT ALGEBRA. Introduction to abstract algebra and number theory, linear inequalities—linear programming.
Pre-requisite 10.011 or 10.001

TEXT BOOK (Unit A)

Lang, S. *Linear Algebra.* Addison Wesley, World Student Series.

TEXT BOOKS (Unit B)

Churchill, R. V. *Complex Variables and Applications.* McGraw-Hill.

Betz, H., Burcham, P. B. and Ewing, G. M. *Differential Equations with Applications.* Harper.

REFERENCE BOOKS

Knopp, K. *Theory of Functions, Part I.* Dover.

Birkhoff, G. and Rota, G. C. *Ordinary Differential Equations.* 2nd ed. Blaisdell.

TEXT BOOKS (Unit C)

Miller, K. *Elements of Modern Abstract Algebra.* Harper.

Gass, H. *Linear Programming.* McGraw-Hill.

REFERENCE BOOK

Lederman. *W. Introduction to the Theory of Finite Groups.* Oliver & Boyd.

10.121 Higher Pure Mathematics II

Unit A. *(Double Unit)* Analysis. Functions of a real variable. Functions of a complex variable. Differential equations.
Pre-requisite 10.011

Unit B. Algebra. Linear and abstract algebra. Pre-requisite 10.011.

TEXT BOOKS (Unit A)
Goldberg, R. R. *Methods of Real Analysis.* Blaisdell.
Nehari, Z. *Introduction to Complex Analysis.* Rev. ed. Allyn & Bacon.
Birkhoff, G. and Rota, G. C. *Ordinary Differential Equations.* 2nd ed. Blaisdell.

REFERENCE BOOKS
Heins, M. *Complex Function Theory.* Academic Press.
Knopp, K. *Infinite Series.* Dover.
Fulks, W. *Advanced Calculus.* Wiley.
TEXT BOOK (Unit B)
Lang, S. *Linear Algebra.* Addison-Wesley.

10.112 Pure Mathematics III

Algebra. Differential geometry. Foundations of mathematics. Partial differential equations. Hilbert and Banach spaces. Number theory and combinatorial analysis.

TEXT BOOKS

Griffin, H. *Elementary Theory of Numbers.* McGraw-Hill International Students Edition.
Miller, K. S. *Elements of Modern Abstract Algebra.* Harper International Students Reprint.
Ryser, H. *Combinatorial Analysis,* Carus Monograph Series. Wiley.
Willmore, J. J. *An Introduction to Differential Geometry.* Oxford
Simmons, G. F. *Introduction to Topology and Modern Analysis.* McGraw-Hill International Students Edition.

REFERENCE BOOKS

Birkhoff, G. S. and Rota, G. C. *Ordinary Differential Equations.* Ginn & Co.
Carslaw, R. S. and Jaeger, J. *Operational Methods in Applied Mathematics.* Dover.
Hall, M. *Combinatorial Analysis.* Blaisdell.
Hurewicz, W. *Lectures on Ordinary Differential Equations.* Wiley.
Jacobson, N. *Lectures in Abstract Algebra* (Vols. I and II). Van Nostrand.
Sneddon, I. N. *Elements of Partial Differential Equations.* McGraw-Hill.
van der Waerden, B. L. *Modern Algebra.* Ungar.

10.122 Higher Pure Mathematics III

Real variable theory. Measure and integration. Complex variable theory. Differential geometry and tensors. Group theory. Algebra. Topology, general and algebraic. Algebraic geometry. Partial differential equations. Foundations of mathematics.

TEXT BOOKS
Cartan, H. *Elementary Theory of Analytic Functions of One or Several Complex Variables.* Addison-Wesley.
Herstein, I. N. *Topics in Algebra.* Blaisdell.
Rudin, W. *Real and Complex Analysis.* McGraw-Hill.
Sneddon, I. N. *Elements of Partial Differential Equations.* McGraw-Hill.
Willmore, J. J. *An Introduction to Differential Geometry.* Oxford.

REFERENCE BOOKS

Ahlfors, L. V. *Complex Analysis.* McGraw-Hill.
Birkhoff, G. S. and Rota, G. C. *Ordinary Differential Equations.* Ginn & Co.
Bateman, H. *Partial Differential Equations.* Cambridge.
Coppel, W. A. *Stability and Asymptotic Behaviour of Differential Equations.* Heath.
Dugundji, J. *Topology.* Allyn & Bacon.
Hu, S. T. *Elements of General Topology.* Holden Day.
Hurewicz, W. *Lectures on Ordinary Differential Equations.* Wiley.
Ince, E. L. *Ordinary Differential Equations.* Dover.
Kelley, J. L. *General Topology.* Van Nostrand.
Lang, S. *Algebra.* Addison-Wesley.
Titchmarsh, E. C. *Theory of Functions.* Oxford.
van der Waerden, B. C. *Modern Algebra.* Ungar.
Webster, A. G. *Partial Differential Equations in Mathematical Physics.* Dover.

10.311 Theory of Statistics I

An introduction to an axiomatic treatment of probability. Variates (univariates, multivariates, expectations, moment generating and characteristic functions). Standard distributions. Sampling distributions. Point estimation (moments, maximum likelihood, minimum χ^2, etc.). Confidence interval estimation, exact and approximate. Elementary Neyman-Pearson theory of tests of significance, standard significance tests. Regression (including curvilinear) on a single fixed variable.

INTRODUCTORY READING

Bross, I. D. J. *Design for Decision.* Macmillan.
Huff, D. *How to Lie with Statistics.* Gollancz.
Moroney, M. J. *Facts from Figures.* Pelican.

TEXT BOOKS

Hogg, R. V. and Craig, A. T. *Introduction to Mathematical Statistics.* 2nd ed. Macmillan.
Kendall, M. G. and Stuart, A. *The Advanced Theory of Statistics,* Vols. I and II. 2nd ed. Griffin.
Statistical Tables. University of N.S.W. Press.

REFERENCE BOOKS

Anderson, R. L. and Bancroft, T. A. *Statistical Theory in Research.* McGraw-Hill.
Mood, A. M. and Graybill, F. A. *Introduction to the Theory of Statistics.* McGraw-Hill.
Parzen, M. *Modern Probability Theory and its Applications.* Wiley.
Pearson, E. S. and Hartley, H. O. *Biometrika Tables for Statisticians.* Cambridge.

10.321 Higher Theory of Statistics I

10.311 at greater depth and covering a slightly wider field.
Text and Reference books as for 10.311.

10.312 Theory of Statistics II

The multivariate normal distribution. Analyses of variance: random, fixed and mixed models, with powers; randomisation tests. Stochastic processes. Contingency tables. Introduction to high speed computers. A special project on a selected topic. A selection of topics from: Sequential analysis; theory of sampling; distribution free methods; bioassay; linear programming; response surfaces; discriminant functions; theory of games; experimental design.

TEXT BOOKS

As for 10.311 and 10.321 plus:

Feller, W. *An Introduction to Probability Theory and its Applications.* Vol. I. 3rd ed. Wiley, (I.S.E.)

Graybill, F. A. *An Introduction to Linear Statistical Models.* McGraw-Hill.

Johnson, N. L. and Leone, F. C. *Statistics and Experimental Design.* Vol. II. Wiley.

Pearson, E. S. and Hartley, H. O. *Biometrika Tables for Statisticians.* Cambridge.

REFERENCE BOOKS

Anderson, T. W. *An Introduction to Multivariate Statistical Analysis.* Wiley.

Cochran, W. G. *Sampling Techniques.* Wiley.

Cochran, W. G. and Cox, G. M. *Experimental Design.* Wiley. (I.S.E.)

Cox, D. R. *Planning of Experiments.* Wiley.

Cox, D. R. and Miller, H. D. *The Theory of Stochastic Processes.* Methuen.

Finney, D. J. *Statistical Methods for Biological Assay.* Griffin.

Gass, S. R. *Linear Programming — Methods and Applications.* McGraw-Hill.

Feller, W. *An Introduction to Probability Theory and its Applications.* Vol. II. Wiley.

Karlin, S. *A First Course in Stochastic Processes.* Academic.

10.322 Higher Theory of Statistics II

10.312 at greater depth and covering a slightly wider field.
Text and reference books as for 10.312.

SCHOOL OF APPLIED PSYCHOLOGY

12.001 Psychology I

Theory. This deals with the subject-matter and methods of psychology, the biological and social determinants of behaviour, the basic processes of personality development, motivation, perception, thinking, learning, individual differences in ability patterns, and adjustment.

Emphasis throughout the subject is placed on scientific appraisal of human behaviour. Hypotheses and experimental and other evidence are examined for their scientific validity.

Practical. The practical strand reinforces some of the matter of theory lectures by way of group experiments and demonstrations, and provides some experience in methods of psychological observation and statistical procedures appropriate to them.

TEXT BOOKS

Part A—Theory

Whittaker, J. O. *Introduction to Psychology. Saunders,* 1965.

Whittaker, J. O. *Student's Workbook to accompany "Introduction to Psychology". S*aunders, 1965.

Part B—Practical

McCollough, C. and Van Atta, L. *Introduction to Descriptive Statistics and Correlation.* McGraw-Hill, 1965.

Llewellyn, K. *Statistics for Psychology I.* Univ. N.S.W. Press, 1968.

REFERENCE BOOKS

Part A—Theory

Deese, J. *Principles of Psychology.* Allyn & Bacon, 1967.

Dyal, J. A. *Readings in Psychology: Understanding Human Behaviour.* McGraw-Hill, 1967.

Freud, S. *Psychopathology of Everyday Life.* Any edition.

Hilgard, E. R. and Atkinson, R. C. *Introduction to Psychology.* 4th ed. Harcourt, Brace & World, 1967.

McKinney, F. *Understanding Personality: Cases in Counselling.* Houghton, 1965.

Morgan, C. T. and King, R. A. *Introduction to Psychology.* McGraw-Hill, 1966.

Scientific American, Readings from. *Frontiers of Psychological Research.* Freeman, 1964.

Snellgrove, L. *Psychological Experiments and Demonstrations.* McGraw-Hill, 1967.

Part B—Practical

Chase, C. I. *Elementary Statistical Procedures.* McGraw-Hill, 1967.

Elzey, F. F. *A First Reader in Statistics.* Wadsworth, 1967.

12.012 Psychology II

This is the second year of Psychology for students enrolled in the Applied Psychology specialization.

Comprises a study of the development and structure of personality, psychological testing and associated practical work and statistics. In

the theory lectures attention is given to the effects of interpersonal relationships at successive stages of development; the influence of heredity and socio-economic factors upon personality variables, motivation theory within the framework of personality theory; approaches to the description of personality structure; and the administrative and theoretical aspects of psychological testing. The practical course illustrates the lecture course content and extends to practice in interviewing and in the administration and interpretation of personality and ability tests.

Part A—Personality

TEXT BOOKS

Mischel, W. *Personality and Assessment.* Wiley, N.Y., 1968.
Sarason, I. G. *Personality: An Objective Approach.* Wiley, N.Y., 1966.

REFERENCE BOOKS

Blum G. S. *Psychodynamics: the Science of Unconscious Mental Forces.* Wadsworth, California, 1966.
Hall, C. S. and Lindzey, G. *Theories of Personality.* Wiley, N.Y., 1957.
Lazarus, R. S. *Adjustment and Personality.* McGraw-Hill, N.Y., 1961.
Martin, W. and Stendler, C. R. *Readings in Child Development.* Harcourt Brace, N.Y., 1961.
Mednick, M. and Mednick, S. *Research in Personality.* Holt, Rinehart & Winston, N.Y., 1964.
McCurdy, H. G. *The Personal World.* Harcourt Brace, N.Y., 1961.
McNeil, E. B. *The Concept of Human Development.* Wadsworth.
Rosenblith, J. and Allinsmith, W. *The Causes of Behaviour.* Allyn & Bacon.
Sarnoff, I. *Personality, Dynamics and Development.* Wiley, N.Y., 1962.
Vernon, P. E. *Personality Assessment.* Methuen, London, 1964.
Vernon, P. E. *Personality Tests and Assessments.* Methuen, 1953.

Part B—Psychological Statistics II

TEXT BOOK

Armore, S. J. *Introduction to Statistical Analysis and Inference.* Wiley, Sydney, 1966.

REFERENCE BOOKS

Armore, S. J. *Workbook of Computational Procedures.* Wiley, Sydney, 1968.
Du Bois, P. H. *An Introduction to Psychological Statistics.* Harper, N.Y., 1965.
Edwards, A. L. *Statistical Methods for the Behavioural Sciences.* Holt, N.Y., 1954.
Ferguson, G. A. *Statistical Analysis in Psychology and Education.* McGraw-Hill, Sydney, 1966.
Games, P. A. and Klare, G. R. *Elementary Statistics. McGraw-Hill,* Sydney, 1967.
Guilford, J. P. *Fundamental Statistics in Psychology and Education.* McGraw-Hill, Sydney, 1965.
McCollough, C. and Van Atta, L. *Statistical Concepts.* McGraw-Hill, Sydney, 1963.

Peatman, J. G. *Introduction to Applied Statistics.* Harper, N.Y., 1963.
Ray, W. S. *Basic Statistics. Appleton,* New York, 1968.
Spence, J. *et al. Elementary Statistics.* 2nd ed. Appleton, N.Y., 1968.

Part C—Psychological Testing

TEXT BOOK

Anastasi, A. *Psychological Testing.* Macmillan, 1968.

REFERENCE BOOKS

Cronbach, L. J. *Essentials of Psychological Testing.* Harper, 1960.
Freeman, F. S. *Theory and Practice of Psychological Testing.* Holt, 1962.
Helmstadter, G. C. *Principles of Psychological Measurement.* Appleton, 1964.
Lyman, H. B. *Test Scores and What they Mean.* Prentice-Hall, 1963.
Nunnally, J. C. *Tests and Measurements.* McGraw-Hill, 1959.
Vernon, P. E. *Intelligence and Attainment Tests.* U.L.P., 1960.
Vernon, P. E. *The Measurement of Abilities.* U.L.P., 1956.
Vernon, P. E. *The Structure of Human Abilities.* Methuen, 1961.
Vernon, P. E. *Personality Tests and Assessments.* Methuen, 1953.

12.013 Psychology III

This subject is the third stage in Psychology for students enrolled in the Applied Psychology specialization.

In this third stage of Psychology, psychological statistics and two selected areas are developed and studied intensively at an advanced level. Candidates should plan their reading requirements and their selection of areas for special study in consultation with the Head of the School of Applied Psychology.

The areas of special study will include the following, although not all may be available in any one year: Abnormal Psychology, Differential Psychology, Psychometrics, Child Psychology, Social Psychology, Learning, Perception, Motivation.

Part A—Psychological Statistics III

TEXT BOOK

McNemar, Q. *Psychological Statistics.* Wiley, 1962.

REFERENCE BOOKS

Cohen, J. *Some Statistical Issues in Psychological Research,* pp. 95-121. in Wolman, B. B. ed. *Handbook of Clinical Psychology.* McGraw-Hill, N.Y., 1965.
Hays, W. L. *Statistics for Psychologists.* Holt, N.Y., 1963.
Rodger, R. S. *Statistical Reasoning in Psychology.* 2nd ed. U.T.P., London, 1967.

Part B Electives

Differential Psychology

TEXT BOOK

Tyler, L. E. *The Psychology of Human Differences.* 3rd ed. Appleton-Century, 1965.

REFERENCE BOOKS

Anastasi, A. *Differential* Psychology. 3rd ed. Macmillan, 1958.
Bloom, B. S. *Stability and Change in Human Characteristics.* Wiley, N.Y., 1964.
Cattell, R. B. *The Scientific Analysis of Personality.* Penguin, Middlesex, 1965.
Vernon, P. E. *The Structure of Human Abilities.* 2nd ed. Methuen, 1961.

Abnormal Psychology

TEXT BOOKS

Buss, A. H. *Psychopathology.* Wiley, 1966.
Goldstein, M. J. and Palmer, J. O. *The Experience of Anxiety,* Oxford, 1964.
Kisker, G. W. *The Disorganized Personality.* McGraw-Hill, 1964.

REFERENCE BOOKS

Coleman, J. C. *Abnormal Psychology and Modern Life.* 3rd ed. Scott, Foresman, 1964.
Crowcroft, A. *The Psychotic,* Penguin, 1967.
Engel, G. L. *Psychological Development in Health and Disease.* Saunders, 1962.
Fenichel, O. *The Psychoanalytic Theory of Neurosis,* Routledge, 1945.
Frazer, S. H. and Carr, A. C. *Introduction to Psychopathology.* Macmillan, 1964.
Gorlow, L. and Katkovsky, W., eds. *Readings in the Psychology of* Adjustment. 2nd ed. McGraw-Hill, 1968.
Jackson, D. D., ed. *The Etiology of Schizophrenia,* Basic Books, 1960.
Lundin, R. W. *Principles of Psychopathology.* Merrill, 1965.
Maher, B. A. *Principles of Psychopathology.* McGraw-Hill, 1966.
Nemiah, J. C. *Foundations of Psychopathology.* Oxford, 1961.
Palmer, J. O. and Goldstein, M. J. *Perspectives in Psychopathology.* Oxford, 1966.
Pronko, N. K. *Textbook of Abnormal Psychology.* Williams & Wilkins, 1963.
Robinson, H. B. and Robinson, N. M. *The Mentally Retarded Child.* McGraw-Hill, 1965.
Rosen, E. and Gregory, I. *Abnormal Psychology.* Saunders, 1965.
Shirley, H. F. *Pediatric Psychiatry.* Harvard, 1964.
Wolman, B. B. *Handbook of Clinical Psychology.* McGraw-Hill, 1965.
Zax, M. and Stricker, G. *Readings in Abnormal Psychology.* Macmillan, 1964.

Child Psychology and Guidance

TEXT BOOKS

Baldwin, A. L. *Theories of Child Development.* Wiley, 1967.
Sandstrom, C. I. *The Psychology of Childhood and Adolescence.* Pelican, 1968.
Stone, L. J. and Church, J. *Childhood and Adolescence.* 2nd ed. Random House, 1968.

REFERENCE BOOKS

Baller, W. R. *Readings in the Psychology of Human Growth and Development.* Holt, 1962.

Bijou, S. and Baer, D. *Child Development: A Systematic and Empirical Theory*. Volumes 1 and 2. Appleton, 1951-65.
Blum, G. S. *Psychoanalytic Theories of Personality*. McGraw-Hill, 1953.
Carmichael, L. *Manual of Child Psychology*. 2nd ed. Wiley, 1954.
Dennis, W. *Readings in Child Psychology*. 2nd ed. Prentice-Hall, 1963.
Dinkmeyer, D. C. *Child Development*. Prentice-Hall, 1965.
Erikson, E. *Childhood and Society*. Penguin, 1965.
Flavell, J. *The Developmental Psychology of Jean Piaget*. Van Nostrand, 1963.
Hoffman, L. W. and Hoffman, M. L. *Review of Child Development Research*. Volumes I and II. Russell Sage Foundation, 1966.
Hurlock, E. B. *Developmental Psychology*. 3rd ed. McGraw-Hill, 1968.
Illingworth, R. S. *An Introduction to Development Assessment in the First Year*. Heinemann, 1962.
Johnson, R. C. and Medinnus, G. R. *Child Psychology*. Wiley, 1965.
Kessler, J. W. *Psychopathology of Childhood*. Prentice-Hall, 1966.
Maier, H. W. *Three Theories of Child Development*. (Erikson, Piaget and Sears.) Harper, 1965.
Mussen, P. H., Conger, J. J. and Kagan, J. *Child Development and Personality*. 2nd ed. Harper, 1963.
Mussen, P., Conger, J. J. and Kagan, J. *Readings in Child Development and Personality*. Harper, 1965.
62 Yearbook of the National Society for the Study of Education. Part I: *Child Psychology*. Ed. H. W. Stevenson, 1963.
Perceiving, Behaving, Becoming. Yearbook. Association for Supervision and Curriculum Development. Washington, D.C., 1962.
Shirley, H. F. *Pediatric Psychiatry*. Harvard, 1963.
Stendler, C. B. *Readings in Child Behaviour and Development*. 2nd ed. Harcourt, 1964.
Verville, E. *Behaviour Problems of Children*. Saunders, 1967.
Watson, E. H. and Lowrey, G. H. *Growth and Development of Children*. 3rd or later edition. Year Book Publishers, 1958 or later.

Psychometrics

TEXT BOOKS

Miller, G. A. *Mathematics and Psychology*. Wiley, Paperback.
Nunnally, J. *Psychometric Theory*. McGraw-Hill, 1967.

Social Psychology

TEXT BOOK

Hollander, E. P. *Principles and Methods of Social Psychology*. Oxford, N.Y., 1967., or*
Jones, E. E. and Gerard, H. B. *Foundations of Social Psychology*. Wiley, N.Y., 1967.

REFERENCE BOOKS

Selltiz, C., Jahoda, M. Deutsch, M., and Cook, S. W. *Research Methods in Social Relations*. Rev. ed. Holt, 1962.
Backman, C. W. and Secord, P. F. (eds.). *Problems in Social Psychology*. McGraw-Hill, 1966.

Learning

TEXT BOOKS

Carroll, J. B. *Language and Thought.* Foundations of Modern Psychology Series. Prentice-Hall, 1964.

Keller, F. S. *Learning: Reinforcement Theory.* Random House, N.Y., 1954.

Mednick, S. A. *Learning. Foundations of Modern Psychology Series.* Prentice-Hall, 1964.

Oldfield, R. C. and Marshall, J. C. (eds.). *Language.* Penguin, 1968.

Perception

TEXT BOOK

Dember, W. N. *The Psychology of Perception.* Holt, N.Y., 1960.

REFERENCE BOOKS

Allport, F. H. *Theories of Perception and the Concept of Structure.* Wiley, N.Y., 1955.

Beardslee, D. C. and Wertheimer, M. (eds.). *Readings in Perception.* Nostrand, N.Y., 1958.

Boring, E. G. *A History of Experimental Psychology.* 2nd ed. Appleton, N.Y., 1950.

Forgus, R. H. *Perception.* McGraw-Hill, N.Y., 1966.

Graham, C. H. ed. *Vision and Visual Perception.* Wiley, N.Y., 1965.

Geldard, F. A. *The Human Senses.* Wiley, N.Y., 1953.

Gibson, J. J. *The Perception of the Visual World.* Houghton, N.Y., 1950.

Gregory, R. L. *Eye and Brain.* World Univ. Library, London, 1966.

Morgan, C. T. *Physiological Psychology.* 3rd ed. McGraw-Hill, N.Y., 1965.

Vernon, M. D. *The Psychology of Perception.* Penguin, Middlesex, 1962.

Motivation

TEXT BOOK

Murray, E. J. *Motivation and Emotion.* Prentice-Hall Foundations of Modern Psychology Series, 1964.

REFERENCE BOOKS

Atkinson, J. W. ed. *Motives in Fantasy, Action and Society.* Van Nostrand, 1958.

Atkinson, J. W. *An Introduction to Motivation.* Van Nostrand, Princeton, N.J., 1964.

Atkinson, J. W. and Feather, N., eds. *Theory of Achievement Motivation.* Wiley, 1966.

Berkowtiz, L. *Aggression: A Social Psychological Analysis.* MrGraw-Hill, 1962.

Bolles, R. C. *Theories of Motivation.* Harper, 1966.

Brown, J. S. *The Motivation of Behaviour.* McGraw-Hill, 1961.

Buss, A. H. *The Psychology of Aggression.* Wiley, 1961.

Cattell, R. B. *Personality and Motivation, Structure and Measurement.* World Book Co., New York, 1957.

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*Selection to be made in consultation with the Head of the School of Applied Psychology.

Cofer, C. N. and Appley, M. H. *Motivation: Theory and Research.* Wiley, 1964.
Haber, R. N., ed. *Current Research in Motivation.* Holt, 1966.
Hall, J. F. *Psychology of Motivation.* Lippincott, 1961.
Hall, J. F. *The Psychology of Learning.* Lippincott, 1966.
Lazarus, R. S. *Psychological Stress and the Coping Process.* McGraw-Hill, 1966.
Mednick, M. T. and Mednick, S. A., eds. *Research in Personality.* Holt, 1963.
McClelland, D. H., ed. *Studies in Motivation.* Appleton, 1955.
Peters, R. S. *The Concept of Motivation.* Routledge, 1958.
Yates, A. J. *Frustration and Conflict.* Methuen, 1963.
Young, P. T. *Motivation and Emotion.* Wiley, 1961.

12.024 Psychology

Candidate should consult the Head of the School of Applied Psychology for a determination of subject requirements.

12.651 Psychology (Industrial Relations)

Industrial relations and industrial conflict and their psychological elements. Psychological factors involved in industrial organisation. Relationships between executives and operatives, the group dynamics of the factory, and the general cultural climate of Australian industry. Some treatment is given to the more common personnel techniques.

TEXT BOOKS

Brown, J. A. C. *Social Psychology of Industry.* Pelican, 1954.
Brown, W. B. *Exploration in Management.* Heinemann, 1960.
Likert, R. *New Patterns of Management.* McGraw-Hill, 1961.

REFERENCE BOOKS

American Management Association. *The Classics of Management.* A.M.A., 1957.
Bendix, R. *Work and Authority in Industry.* Harper Torch Books, N.Y., 1963.
Bronowski, J. and Mazlish, B. *The Western Intellectual Tradition.* Pelican, 1963.
Burnham, J. *The Managerial Revolution.* Pelican, 1943.
Hammond, J. L. and Hammond, B. *The Rise of Modern Industry.* Methuen, 1951.
I.L.O. *Some Aspects of Labour — Management Relations on the American Region.* Labour Management Relation Series No. II and IIA. Geneva, 1961, 1962.
Leavitt, I. H. J. *Managerial Psychology.* University of Chicago Press, 1958.
Marriott, R. *Incentive Payment Systems.* Staples, 1957.
Spriegal, R. and Myers, C. E. (eds.). *The Writings of the Gilbreths.* Irwin, 1953.
Vitales, M. *Motivation and Morale. Staples, 1954.*
Walker, K. F. *Research Needs in Industrial Relations.* Univ. of W.A. Press. Rev. ed., 1964.

12.691 Behavioural Science

Description and analysis of some of the variables from the behavioural sciences that are related to the functions of marketing, e.g., the importance of psychological aspects of individual differences, perception, learning, motivation and personality to an understanding of people and their roles as consumers. Consumer behaviour of individuals in primary and secondary groups. The adjustment of the person in groups and in man-machine systems — culture patterns, communications, leadership, thinking and deciding, social and rational models of man's behaviour, choice strategy and utility as factors in man's behaviour. The probabilistic pattern of perception, learning and thinking. The development of attitudes, interests, prejudices, frustrations and conflicts in individuals and groups. The growth of the family, and its needs. The course will consist of lectures, activity, demonstrations, films, case studies, practical field exercises and tests.

PRELIMINARY READING

Eysenck, H. J. *Uses and Abuses of Psychology*. Pelican, 1957.
Eysenck, H. J. *Fact and Fiction in Psychology*. Pelican, 1965.
Munn, N. Introduction to Psychology, 5th ed., Houghton Mifflin.
Sprott, W. H. J. *Human Groups*. Pelican, 1958.

TEXT BOOKS

Berelson, B. and Steiner, G.A. *Human Behaviour*. Students' ed., 1966.
Britt, S. H. *Consumer Behaviour and the Behavioural Sciences*. Wiley, 1966.
Crane, E. *Marketing Communications*. Wiley, 1965.
McNeal, J. U., *Dimensions of Consumer Behaviour*. Appleton-Century-Crofts, 1965.

REFERENCE BOOKS

Bindra, D. and Stewart, J. *Motivation*. Pelican, 1966.
Bliss, P. *Marketing and Behavioural Sciences*, Allyn & Bacon, 1963.
Foss, B. M. *New Horizons in Psychology*. Pelican, 1966.
Jahoda, M. and Warren, N. *Attitudes*. Pelican, 1966.
Katona, G. *The Powerful Consumer*. McGraw-Hill, 1960.
Koch, S. *Psychology. A Study of a Science*. Vol. 6. McGraw-Hill, 1963.
Newman, J. W. *On Knowing the Consumer*. Wiley, 1966.
Secord, P. F. and Backman, C. W. *Social Psychology*. McGraw-Hill, 1964.
Semeonoff, B. *Personality Assessment*. Pelican, 1966.

SCHOOL OF ACCOUNTANCY

14.111 Accounting I

A survey of accounting in relation to its environment; basic accounting concepts, analysis, recording and reporting of transactions, accounting and control; the audit function; mechanization and data processing methods; problems of asset valuation; monetary assumptions; limitations of conventional financial statements; various forms of business organisation; raising and investment of funds; mathematical techniques; analysis and interpretation of accounting data; incidence of taxation; cost concepts; cost accounting and budgetary methods; internal performance reporting; profit planning.

TEXT BOOKS

Bedford, Norton M. *An Introduction to Modern Accounting.* Ronald Press, 1968.

Yorston, R. K., Smyth, E. B. and Brown, S. R. *Accounting Fundamentals.* 6th ed. Law Book Co., 1965.

Accounting I Tutorial Exercises. The University of New South Wales Students' Union, 1966.

REFERENCE BOOKS

Anton, H. R. and Boutell, W. S. *Fortran and Business Data Processing.* McGraw-Hill, 1968.

Burke, W. L. and Smyth, E. B. *Accounting for Management.* Law Book Co., 1966.

Edwards, J. D., Hermanson, R. H., and Salmonson, R. F. *Accounting: a Programmed Text.* Vols. I and II, Irwin, 1967.

Fertig, P. E., Istvan, D. F. and Mottice, H. J. *Using Accounting Information, An Introduction.* Harcourt, Brace & World, 1965.

Gordon, M. J. and Shillinglaw, G. *Accounting: A Management Approach.* 3rd ed. Irwin, 1964.

Kohler, Eric L. *Accounting for Management.* Prentice-Hall, 1965.

Meigs, W. B. and Johnson, C. E. *Accounting: the Basis for Business Decisions.* McGraw-Hill, 1962.

Moore, C. E. and Jaedicke, R. K. *Managerial Accounting.* South Western, 1963.

Mathews, R. L. *Accounting for Economists.* 2nd ed. Cheshire, 1965.

Yorston, R. K., Smyth, E. B. and Brown, S. R. *Elementary Accounting.* 4th ed. Law Book Co., 1965.

14.112 Accounting II

Management accounting for purposes of inventory valuation and income determination, planning, control and decision making; relevance of income tax; historical cost accounting methods; job, process, joint and by-product costing; cost-volume-profit analysis; variable and relevant costing; budgets, standards, performance reports, variance analysis and internal control; rate of return analysis; data processing; machine accounting and systems design; statistical methods in relation to accounting; analysis of marketing and non-manufacturing costs.

TEXT BOOKS

Burke, W. L. and Smyth, E. B. *Accounting for Management.* Law Book Co., 1966.

Horngren, C. T. *Cost Accounting—A Managerial Emphasis.* 2nd ed. Prentice-Hall, 1967.
Yorston, R. K. and Smyth, E. B. *Advanced Accounting.* 6th ed., Vol. II. Law Book Co., 1966.
Accounting II Tutorial Exercises. The University of New South Wales Students' Union.

REFERENCE BOOKS

Anton, H. R. and Firmin, P. A. (eds.). *Contemporary Issues in Cost Accounting.* Houghton Mifflin, 1966.
Backer, M. and Jacobsen, L. *Cost Accounting—A Managerial Approach.* McGraw-Hill, 1964.
Crowingshield, G. *Cost Accounting: Principles and Managerial Applications.* Feffer and Simons, International Students' Edition, 1962
Gillespie, C. M. *Standard and Direct Costing.* Prentice-Hall, 1962.
Horngren, C. T. *Accounting for Management Control: An Introduction.* Prentice-Hall, 1965.
McRae, T. W. *The Impact of Computers on Accounting.* Wiley, 1964.
Massie, J. L. *Essentials of Management.* Prentice-Hall, 1964.
Matz, A., Curry, O. J. and Frank, G. W. *Cost Accounting.* 4th ed. South Western, 1967.
Schiff, M. and Benninger, L. J. *Cost Accounting.* 2nd ed. Ronald, 1963.
Shillinglaw, G. *Cost Accounting, Analysis and Control.* Rev. ed., Irwin, 1967.
Terrill, W. A. and Patrick, A. W. *Cost Accounting for Management.* Holt, Rinehart & Winston, 1965.
Welsch, G. A. *Budgeting—Profit Planning and Control.* 2nd ed. Prentice-Hall, 1964.
Yorston, R. K., Brown, S. R., and Sainsbury, H. L. *Costing Procedures.* 4th ed. Law Book Co., 1966.

14.113 Accounting III

Corporation accounting is the major area of study. Topics given special emphasis will include corporation objectives and compliance with statutory requirements; company formation; statutory and non-statutory records; capital structure and gearing; fund raising and cost of capital; profit determination and measurement; taxation of corporate profits; price level changes; special problems of valuation including shares, goodwill and inventory; accounting for leases; company re-organisation, merger and take-over; the problem of asset valuation and income determination in relation to deceased estates; inter-corporate relationships; divisional and group organization; accounts of liquidators and receivers—comparison with bankruptcy procedure; analysis and appraisal of corporation reports; a review of current reporting practices; the statutory audit.

TEXT BOOKS

Yorston, R. K., Smyth, E. B. and Brown, S. R. *Advanced Accounting.* 6th ed., Vol. 1. Law Book Co., 1965.
Yorston, R. K. and Smyth, E. B. *Advanced Accounting.* 6th ed., Vol. II. Law Book Co., 1966.
Lee, L. N. and McPherson, L. A. *Consolidated Statements and Group Accounts.* Law Book Co., 1963.
Meigs, W. B., Johnson, C. E. and Keller, T. F. *Intermediate Accounting.* 2nd ed. McGraw-Hill, 1968.

The Companies Act 1961. Government Printer, Sydney.
Accounting III Tutorial Exercises. The University of New South Wales Students' Union.
Recommendations on Accounting Principles. The Institute of Chartered Accountants in Australia, Sydney, 1963 and 1964.

REFERENCE BOOKS
Moonitz, M. and Jordan, L. J. *Accounting: An Analysis of Its Problems.* Vols. I and II. Holt, Rinehart and Winston, 1964.
Foulke, R. A. *Practical Financial Statement Analysis.* 5th ed. McGraw-Hill, 1962.
Yorston, R. K., Fortescue, E. E. and Brown, S. R. *Australian Secretarial Practice.* 5th ed. Law Book Co., 1965.
Wilk, L. A. *Accounting for Inflation.* Sweet and Maxwell, 1960.
Gynther, R. S. *Accounting for Price Level Changes—Theory and Procedures.* Pergamon, 1965.
Davidson, S., Green, D., Horngren, C. T. and Sorter, G. *An Income Approach to Accounting Theory.* Prentice-Hall, 1964.
Hendriksen, E. S. *Accounting Theory.* Irwin, 1965.
Accounting and Reporting Standards for Corporate Financial Statements. American Accounting Association, 1957 Revision.
Adamson, A. V. and Coorey, M. G. *The Valuation of Company Shares and Businesses.* 4th ed. Law Book Co., 1966.
Reporting the Financial Effects of Price Level Changes: Accounting Research Study No. 6. American Institute of Certified Public Accountants, N.Y., 1963.
"Cash Flow" Analysis and The Funds Statement: Accounting Research Study No. 2. American Institute of Certified Public Accountants, N.Y., 1961.
Reporting on Leases in Financial Statements: Accounting Research Study No. 4. American Institute of Certified Public Accountants, N.Y., 1962.
A Critical Study of Accounting for Business Combinations: Accounting Research Study No. 5. American Institute of Certified Public Accountants, N.Y., 1963.
Notes on the Preparation of Consolidated Statements: Bulletin No. 2. the Australian Society of Accountants, 1968.
Accounting Principles and Practices Discussed in Reports of Company Failures. Australian Society of Accountants, Jan., 1966.
Reports of investigations into affairs of companies—as prescribed by lecturer.

14.121 Government Accounting

An examination of the theory of fund accounting and its applications to governments and institutions. The governmental accounting will cover the accounts of Federal, State and Local Governments, social accounting, uniform accounting systems and the integration of the accounts of government business undertakings with those of the government. Institutional accounting will deal with the accounts of hospitals, universities and insurance companies.

TEXT BOOKS
Mikesell, R. M. and Hay, L. E. *Governmental Accounting.* 3rd ed., Irwin, 1961.

Mathews, R. L. *Accounting for Economists.* 2nd ed. Cheshire, 1965.
Edey, H. C. and Peacock, A. T. *National Income and Social Accounting.* Hutchinson University Library, 1965.
Brittain, Sir H. *The British Budgetary System.* Allen & Unwin, 1960.
Campbell, W. J. *Australian State Public Finance.* Law Book Co., 1954.

REFERENCE BOOKS

Hanson, A. H. (ed.). *Public Enterprise.* International Institute of Administrative Sciences, Brussels, 1955.
Spann, R. N. (ed.). *Public Administration in Australia.* Government Printer, Sydney, 1965.
Vatter, W. J. *The Fund Theory of Accounting and its Implications for Financial Reports.* University of Chicago Press, 1959.
Department of Economic Affairs. *Government Accounting and Budget Execution.* United Nations, 1951.
Department of Economic Affairs. *Budgetary Structure and Classification of Government Accounts.* United Nations, 1951.
Budgetary Papers and Auditor-General Reports of Commonwealth and New South Wales State Governments.

14.131 Auditing and Internal Control

Integrated with accounting, where practicable, and will cover basic auditing concepts, auditing principles and procedures and methods of investigation. Topics will include the nature, scope and significance of internal control, internal check and internal audit; vouching, checking, verification of balance sheet items, the development of audit programmes, investigations, reports. Attention will be given to trends and developments in the profession, modern techniques as applied to machine and electronically processed accounting data, testing and sampling, the evolution of auditing standards, professional ethics, social responsibilities of auditors. Statutory requirements and case law decisions affecting auditors will be examined.

TEXT BOOKS

Irish, R. A. *Auditing.* 3rd ed., Law Book Co., 1966.
Stettler, H. F. *Auditing Principles — Objectives, Procedures and Working Papers.* 2nd ed. Prentice-Hall, 1961.
Moore, F. E. and Stettler, H. F. *Accounting Systems for Management Control.* Irwin, 1963.
Mautz, R. K. and Sharaf, H. A. *The Philosophy of Auditing.* American Accounting Association, 1961.

REFERENCE BOOKS

Arkin, H. *Handbook of Sampling for Auditing and Accounting, Vol. 1: Methods.* McGraw-Hill, 1963.
Boutell, W. S. *Auditing with the Computer.* University of California Press, 1966.
Cadmus, B. *Operational Auditing Handbook.* The Institute of Internal Auditors, N.Y., 1964.
Dicksee, L. R. (Magee, B. ed.). *Dicksee's Auditing.* 17th ed., Gee & Co., 1951.
Holmes, A. *Auditing Principles and Procedure.* 6th ed., Irwin, 1964.

Jerome, W. T. *Executive Control—the Catalyst.* Wiley, 1966.
Leonard, W. P. *The Management Audit.* Prentice-Hall, 1962.
Johnson, J. T. and Brasseaux, J. H. *Readings in Auditing.* 2nd ed. South Western, 1965.
Mautz, R. K. *Fundamentals of Auditing.* Wiley, 1954.
Meigs, W. B. *Principles of Auditing.* 3rd ed., Irwin, 1964.
Ray, J. C. (ed.). *Independent Auditing Standards.* Holt, Rinehart & Winston, 1964.
Topham, A. F. (Schmittoff and Curry, eds.). *Palmer's Company Law.* 20th ed., Stevens, 1959.
Kaufman, F. *Electronic Data Processing and Auditing.* Ronald, 1961.
Brink, V. Z. (Revised by Cashin, J. A.). *Internal Auditing.* 2nd ed., Ronald, 1958.

14.151 Cost Accounting

The principles and practice of cost accountancy are examined with a view to developing effective administrative competence in planning and controlling business operations. Case study methods are employed extensively to apply cost concepts to business situations. Some case studies are conducted in actual industrial organizations by syndicates of students. Topics covered by the course include the evolution of cost accounting; current developments in the field; interrelationship of production, inventory and cost controls; application of budgetary control procedures; planning, installation and maintenance of accounting plans, including feasibility studies for data processing and uniform accounting.

PRELIMINARY READING

Jones, E. H. *Principles and Practice of Industrial and Commercial Organisation in Australia.* Law Book Co., 1957.

TEXT BOOKS

Bennett, E. D. *Cost Administration: Cases and Notes.* Prentice-Hall, 1960.
Gillespie, C. *Accounting Systems — Procedures and Methods.* 2nd ed., Prentice-Hall, 1961.
Gillespie, C. *Standard and Direct Costing.* Prentice-Hall, 1962.
Welsch, G. A. *Budgeting, Profit-Planning and Control.* 2nd ed., Prentice-Hall, 1964.

REFERENCE BOOKS

Anton, H. R. and Firmin, P. A. (eds.). *Contemporary Issues in Cost Accounting.* Houghton Mifflin, 1966.
Aurner, R. R. *Effective Communication in Business.* 4th ed., South Western, 1963.
Batty, J. *Standard Costing.* MacDonald and Evans, 1960.
Bennett, C. W. *Standard Costs — How they Serve Modern Management.* Prentice-Hall, 1957.
Brummet, R. L. *Overhead Costing — The Costing of Manufactured Products.* University of Michigan, 1957.
Dauten, C. A. *Business Cycles and Forecasting.* 2nd ed., South-Western, 1963.
Devine, C. T. *Cost Accounting and Analysis.* Macmillan, 1950.
Dickey, R. I. (ed.). *Accountants' Cost Handbook.* 2nd ed., Ronald, 1960.
Moore, F. E. and Stettler, H. F. *Accounting Systems for Management Control.* Irwin, 1963.

Most, K. S. *Uniform Cost Accounting.* Gee & Co., 1961.
Schnelle, K. E. *Case Analysis and Business Problem Solving.* McGraw-Hill, 1967.
Smyth, R. L. *Management through Accounting.* Prentice-Hall, 1962.
Solomons, D. (ed.), *Studies in Costing.* Sweet & Maxwell, 1952.
Wright, W. *Direct Standard Costs.* McGraw-Hill, 1962.

14.161 Accounting Honours Seminar I

An examination of management and accounting. The problems and processes of management are related to the tools and techniques of accounting to develop a broad view of the functions and uses of management accounting. After surveying the literature of management and, in particular, the interest of accountants in management, some aspects of the management process are discussed in detail. These include decision-making, objectives, organization and staffing, planning, communication, motivation, measurement and control. Accounting methods are discussed in the context of the management background outlined above. Other disciplines are drawn upon in an attempt to critically evaluate the accounting methods which have been developed to assist management.

PRELIMINARY READING

Drucker, P. F. *The Practice of Management.* Mercury Books, 1961.
Drucker, P. F. *The Concept of the Corporation.* Mentor, 1964.

TEXT BOOKS

Chamberlain, N. W. *The Firm: Micro Economic Planning and Action.* McGraw-Hill, 1962.
Koontz, H. and O'Donnell, C. (eds.). *Management: A Book of Readings.* McGraw-Hill, 1964.
Massie, J. L. *Essentials of Management.* Prentice-Hall, 1964.
Thomas, W. E. (ed.). *Readings in Cost Accounting, Budgeting and Control.* 2nd ed., South Western, 1960.

REFERENCE BOOKS

Anton, H. R. and Firmin, P. A. (eds.). *Contemporary Issues in Cost Accounting.* Houghton Mifflin, 1966.
Pfiffner, J. M. and Sherwood, F. P. *Administrative Organisation.* Prentice-Hall, 1960.
Solomons, D. (ed.). *Studies in Costing.* Law Book Co., 1952.
Wolf, W. B. (ed.). *Management — Readings toward a General Theory.* Wadsworth, 1964.
Lemke, B. C. and Edwards, J. D. (eds.). *Administrative Control and Executive Action.* Merrill, 1961.
Churchman, C. W. and Ratoosh, P. (eds.). *Measurement: Definitions and Theories.* University of Chicago, 1959.
McGuire, J. W. (ed.). *Interdisciplinary Studies in Business Behaviour.* South Western, 1962.
Simon, H. A. *Administrative Behaviour.* 2nd ed., Macmillan, 1961.
Cyert, R. M. and March, J. G. *A Behavioural Theory of the Firm.* Prentice-Hall, 1963.
Mattessich, R. *Accounting and Analytic Methods.* Irwin, 1964.

Shillinglaw, G. *Cost Accounting*. Irwin, 1962.
Rubenstein, A. H. and Haberstroh, C. J. (eds.). *Some Theories of Organisation*. Irwin, 1960.
Thayer, L. O. *Administrative Communication*. Irwin, 1961.

14.162 Accounting Honours Seminar II

An appreciation of some of the fundamental problems in accounting. Emphasis is on the purpose and objectives of accounting procedures rather than on the procedures themselves. Topics covered include: measurement and accounting, problems confronting the accountancy profession, asset valuation, accounting and economic concepts of income, the objectives and means of accounting for fixed assets, current assets, liabilities and intangibles. The recommendations of professional bodies are critically assessed. The means of achieving accounting progress are examined.

TEXT BOOKS

Bennett, J. W., Grant, J. McB. and Parker, R. H. *Topics in Business Finance and Accounting*. Cheshire, 1964.
Davidson, S., Green, D., Horngren, C. T. and Sorter, G. H. *An Income Approach to Accounting Theory*. Prentice-Hall, 1964.
Hendricksen, E. S. *Accounting Theory*. Irwin, 1965.
Jaedicke, R. K. and Sprouse, R. T. *Accounting Flows: Income, Funds and Cash*. Prentice-Hall, 1965.
Zeff, S. A. and Keller, T. F. (eds.). *Financial Accounting Theory—Issues and Controversies*. McGraw-Hill, 1964.
Statements on Accounting Principles and Recommendations on Accounting Practice. Institute of Chartered Accountants in Australia, 1966.
Accounting and Reporting Standards. American Accounting Association, 1957.

REFERENCE BOOKS

Baxter, W. T. and Davidson, S. (eds.). *Studies in Accounting Theory*. 2nd ed. Sweet and Maxwell, 1965.
Canning, J. B. *The Economics of Accountancy*. Ronald, 1929.
Gilman, S. *Accounting Concepts of Profit*. Ronald, 1956.
Meigs, W. B., Johnson, C. E. and Keller, T. F. *Intermediate Accounting*. McGraw-Hill, 1963.

14.163 Accounting Honours Seminar III

14.163/1 Financial Accounting Theory

Accounting theory in general and external reporting. A thorough examination of problems associated with the development of accounting theory and a consideration of the manner in which accounting for an organisation can satisfy the information needs of those who have to make decisions concerning their future relations and associations with the organisation. An evaluation of the present pattern of external reporting and a consideration of various proposals for the improvement and extension of reporting practices.

The functions and definition of accounting; research methodology and accounting theory formation and development; the relation between internal and external information needs; the information needs of the various groups participating in the organisation; accounting evaluation

of organisations and their managements; accounting for changes in the price level; the function and design of company annual reports; present legal and professional reporting requirements; company failures and accounting.

TEXT BOOKS

Canning, J. B. *The Economics of Accountancy*. Ronald, 1929.
Chambers, R. J. *Accounting, Evaluation and Economic Behaviour*. Prentice-Hall, 1966.
Edwards, E. C. and Bell, P. W. *The Theory and Measurement of Business Income*. University of California Press, 1961.
Garner, P. S. and Berg, K. B. *Readings in Accounting Theory*. Houghton Mifflin, 1966.
Jaedicke, R. K., Ijiri, Y, Nielson, O. (eds.). *Research in Accounting Measurement*, American Accounting Association, 1966.
Rose, H. *Disclosure in Company Reports*. Eaton Paper No. 1 Institute of Economic Affairs Ltd., 1963.
American Institute of Certified Public Accountants, N.Y. *Accounting Research Studies, Nos. 1-7*.
A Statement of Basic Accounting Theory. American Accounting Association, 1966.
Vatter, W. J. *The Fund Theory of Accounting and Its Implications for Financial Reports*. University of Chicago, 1947.

REFERENCE BOOKS

Anton, H. R. *Accounting for the Flow of Funds*. Houghton Mifflin, 1962.
Archer, S. H. and D'Ambrosio, C. A. *The Theory of Business Finance*. Macmillan, 1967.
Baxter, W. T. and Davidson, S. (eds.). *Studies in Accounting Theory*. Law Book Co., 1962.
Cerf, A. R. *Corporate Reporting and Investment Decisions*. Public Accounting Research Program, Institute of Business and Economic Research, University of California, Berkeley, 1961.
Chambers, R. J. *Towards a General Theory of Accounting*. Australian Society of Accountants.
Chambers, R. J. *The Functions and Design of Company Annual Reports*. Law Book Co., 1955.
Churchman, C. W. *Prediction and Optimal Decision: Philosophical Issues of a Science of Values*. Prentice-Hall, 1961.
Churchman, C. W. and Ratoosh, P. (eds.). *Measurement: Definitions and Theories*. University of Chicago, 1959.
Deinzer, H. T. *Development of Accounting Thought*. Holt, Rinehart and Winston, 1965.
Ijiri, Y. *The Foundations of Accounting Measurement*. Prentice-Hall, 1967.
Littleton, A. C. and Zimmerman, V. K. *Accounting Theory: Continuity and Change*. Prentice-Hall, 1962.
Mautz, R. K. and Sharaf, H. *The Philosophy of Auditing*. American Accounting Association, 1961.
Moonitz M. and Littleton, A. C. *Significant Accounting Essays*. Prentice-Hall, 1965.
Paton, W. A. *Accounting Theory*. Accounting Studies Press, 1962.

Paton, W. A. and Littleton, A. C. *An Introduction to Corporate Accounting Standards.* American Accounting Association, Mono. No. 3.
Prince, T. R. *Extension of the Boundaries of Accounting Theory.* South Western, 1963.
Solomon, E. *The Management of Corporate Capital.* Glencoe, 1959.
Sweeney, H. W. *Stabilized Accounting.* Holt, Rinehart and Winston, 1964.
Zeff, S. E. and Keller, T. F. *Financial Accounting Theory: Issues and Controversies.* McGraw-Hill, 1964.

14.163/2 Managerial Accounting Theory

The ways in which accounting can be of assistance to management in the planning and control of the operations of an organisation. The tools and techniques of accounting related to the problems and processes of management.

Decision theory; the investment and replacement decision; planning and control; industrial dynamics and control; measurement and communication in decentralised organisations; cybernetics; information theory and systems.

TEXT BOOKS

Anthony, R. N., Dearden, J. and Vancil, R. F. *Management Control Systems.* Irwin, 1965.
Bierman, H., Bonini, C. P., Fouraker, L. E. and Jaedicke, R. K. *Quantitative Analysis for Business Decisions.* Rev. ed. Irwin, 1965.
Jerome, W. T. *Executive Control—The Catalyst.* Wiley, 1961.
McDonough, A. M. and Garrett, L. J. *Management Systems.* Irwin, 1965.
Markowitz, H. M. *Portfolio Selection.* Wiley, 1959.
Miller, D. W., and Starr, M. K. *The Structure of Human Decisions.* Prentice-Hall, 1967.
Solomons, D. *Divisional Performance.* Irwin, 1968.
Timms, Howard L. *Introduction to Operations Management.* Irwin, 1967.

REFERENCE BOOKS

Anthony, R. N. *Planning and Control Systems—A Framework for Analysis.* Studies in Management Control, Harvard University, 1965.
Anton, H. R. and Firmin, P. A. (eds.). *Contemporary Issues in Cost Accounting.* Houghton Mifflin, 1966.
Beer, S. *Cybernetics and Management.* English University Press, 1959.
Bierman, H. Jr. *Topics in Cost Accounting and Decisions.* McGraw-Hill, 1963.
Bierman, H. Jr. and Smidt, S. *The Capital Budgeting Decision.* Macmillan, 1966.
Carrithers, W. M. and Weinwurm, E. H. *Business Information and Accounting Systems.* Merrill Books, 1967.
Chamberlain, N. W. *The Firm: Micro-Economic Planning and Action.* McGraw-Hill, 1962.
Churchman, C. W., Ackoff, R. L. and Arnoff, E. L. *Introduction to Operations Research.* Wiley, 1957.
Churchman, C. W. *Prediction and Optimal Decisions.* Prentice-Hall, 1961.
Gore, W. J. *Administrative Decision Making.* Wiley, 1966.

Johnson, R. A., Kast, F. E. and Rosenzweig, J. E. *The Theory and Management of Systems.* McGraw-Hill, 1963.
Kozmetsky, G. and Kircher, P. *Electronic Computers and Management Control.* McGraw-Hill Paperbacks, 1956.
Manne, A. S. *Economic Analysis for Business Decisions.* McGraw-Hill, 1961.
Mattessich, R. *Accounting and Analytical Methods.* Irwin, 1961.
Morris, W. T. *The Analysis of Management Decisions.* Irwin, 1964.
Pratt, J. W., Raiffa, H., and Schlaifer, R. *Introduction to Statistical Decision Theory.* McGraw-Hill, 1965.
Prince, T. R. *Information Systems for Management Planning and Control.* Irwin, 1966.
Sanders, D. H. *Computers in Business.* McGraw-Hill, 1968.
Schlaifer, R. *Introduction to Statistics of Business Decisions.* McGraw-Hill, 1961.
Solomon, E. (ed.). *The Management of Corporate Capital.* Glencoe, 1959.
Thomas, W. E. *Readings in Cost Accounting Budgeting and Control.* 2nd ed. South Western, 1960.
Vandell, R. F. and Vancil, R. F. *Cases in Capital Budgeting.* Irwin, 1962.

14.191 Thesis

For honours students in Accountancy.

14.201 Taxation Law and Practice

The major part of the syllabus is concerned with a detailed study of the Income Tax Assessment Act, the determination of income, the assessment of specific forms of income, allowable deductions both in a general and specific sense, the assessment of different classes of taxpayer and the machinery provisions of income tax collection. There are also lectures dealing with sales tax assessment and collection.

TEXT BOOKS

Bock, E. F. and Mannix, F. C. *Guide to Commonwealth Income Tax.* 13th ed., with Supplement. Butterworth, 1967.
Hayek, E. J. (ed.). *Ryan's Manual of Income Tax Law in Australia.* 2nd ed. Law Book Company, 1968.
Income Tax Assessment Act, 1936, as amended. Commonwealth Government Printer.
Income Tax (International Agreements) Act, 1953 (as amended to date). Commonwealth Government Printer.

REFERENCE BOOKS

Bock, E. F. and Mannix, F. C. *Australian Income Tax Law and Practice (and Service).* 8th ed. Butterworth & Co., 1966.
Challoner, N. E. and Greenwood, J. M. *Income Tax Law and Practice (Commonwealth) and Supplements.* 2nd ed. Law Book Co., 1962.
The Sales Tax Law, 1957. Commonwealth Government Printer.
High Court and Board of Review Decisions (as given by the lecturer during the year.)

14.202 Corporation Law

A study of general company law principles developed by the courts, particularly in relation to the effect of incorporation; the powers of companies and the doctrine of *ultra vires;* the duties and liabilities of promoters and their relationship between the company, directors, members and creditors; the duties of directors; the rights and duties of members; the raising and maintenance of capital. The effect on these general law principles of the Companies Act 1961 (as amended), especially in connection with the formation and registration of companies, shares, debentures and charges, management and administration, special investigations, arrangements and reconstructions, receivers and managers, official management and winding-up.

TEXT BOOKS

Gower, L. C. B. *Modern Company Law.* 2nd ed.., Stevens, 1957.

Companies Act, 1961—(as amended to date). N.S.W. Government Printer.

Mason, H. H. and O'Hair, J. *Australian Corporation Law.* McGraw-Hill, 1968.

Sim, R. S. *Casebook on Company Law (including Australian supplement).* Butterworth, 1968.

REFERENCE BOOKS

Kavass, I. I. *Australian Supplement to the Principles of Modern Company Law by L. C. B. Gower.* Law Book Co., 1964.

Paterson, W. and Ednie, H. H. *Australian Company Law.* Butterworth (latest edition).

Pennington, R. R. *Principles of Company Law.* Butterworth & Co., 1959.

Wallace, G. and Young, J. McI. *Australian Company Law and Practice.* Law Book Co., 1965.

Yorston, R. K. and Brown, S. R. *Company Law.* 2nd ed. Law Book Co., 1964.

14.203 Trustee Law and Accounting

Both law and accounting elements. The relevant legal topics will be covered in the first part of the course, and their accounting application in the latter part.

The law element includes a discussion of the concept and creation of a trust; the rights and duties of trustees; an outline of the law of succession including intestacy; the powers and duties of executors; the rules of legal and equitable apportionment. A treatment of the law of bankruptcy primarily concerned with what constitutes an act of bankruptcy; debts provable in bankruptcy and their priority; the effect of bankruptcy on the property of a debtor; and the powers and duties of a trustee in bankruptcy.

The accounting element of the course will be concerned with the accounts of executors and trustees of estates of deceased persons; pension fund accounting; and accounting as related to trustees of bankrupt and insolvent estates.

TEXT BOOKS

Hicks, E. L. *Accounting for the Cost of Pension Plans: Acounting Research Study No. 8.* American Institute of Certified Public Accountants, N.Y., 1965.

Smyth, E. B. *Executorship Accounts* (Australia). 5th ed. Law Book Co., 1963.

Yorston, R. K., Smyth, E. B. and Brown, S. R. *Advanced Accounting. Vol. I.* 6th ed. Law Book Co., 1965.

Yorston, R. K. and Fortescue, E. E. *Australian Mercantile Law.* 13th ed. Law Book Co., 1965.

Bankruptcy Act, 1966. Commonwealth Government Printer.

Wills, Probate and Administration Act (N.S.W.) 1898 (as amended). N.S.W. Government Printer.

REFERENCE BOOKS

Brooker, R. P. *Young's Bankruptcy Practice in Australia.* 3rd ed. Butterworth (in course of publication).

Manning, J. K. and Bohringer, L. G. *Australian Bankruptcy Law and Practice.* 3rd ed. Law Book Co., 1953.

Meagher, R. P. and Trevorah, P. F. *Jacobs' Law of Trusts in N.S.W.* 2nd ed. Butterworth, 1967.

Parry, Sir D. H. *Law of Succession.* 4th ed. Sweet & Maxwell, 1961.

14.211 Commercial Law*

A description of the Australian legal system with particular reference to the elements of law in New South Wales. This introduction serves as a background to the basic commercial law topics of contract, sale of goods, hire purchase, agency, partnership, negotiable instruments, bailments, insurance law, securities, testamentary dispositions, commercial arbitration, elements of bankruptcy law.

PRELIMINARY READING

Williams, G. L. *Learning the Law.* 7th ed. Stevens, 1963.

TEXT BOOKS

Baalman, J. *Outline of Law in Australia.* 3rd ed. Law Book Co., 1968.

Borrie, G. and Diamond, A. I. *The Consumer Society and the Law.* 2nd ed. Penguin Books, 1968.

Lloyd, D. *The Idea of Law. Latest ed.* Pelican.

Yorston, R. K. and Fortescue, E. E. *Australian Mercantile Law.* 13th ed. Law Book Co., 1965.

STATUTES

Sale of Goods Act (N.S.W.), 1923-1953. N.S.W. Government Printer.

Hire Purchase Act (N.S.W.) 1960. N.S.W. Government Printer.

Partnership Act (N.S.W.) 1892. N.S.W. Government Printer.

Arbitration Act (N.S.W.) 1902 (as amended). N.S.W. Government Printer.

Bills of Exchange Act (Commonwealth) 1909-1958. Commonwealth Government Printer.

Bankruptcy Act (Commonwealth) 1966. Commonwealth Government Printer.

Trade Practices Act (Commonwealth). Commonwealth Government Printer, 1965.

* Students may not count both 14.211 Commercial Law and 15.501 General Law towards the degree of Bachelor of Commerce.

REFERENCE BOOKS

Cheshire, G. C. and Fifoot, C. H. S. *The Law of Contract.* 1st Aust. ed. Butterworth, 1966.

Else-Mitchell, R. and Parsons, R. W. *Hire Purchase Law.* 4th ed. Law Book Co. (in course of publication).

Guest, A. G. *Anson's Law of Contract.* 22nd ed. Oxford University Press, 1964.

Helmore, B. A. *Personal Property and Mercantile Law in N.S.W.* 7th ed. Law Book Co., 1965.

Higgins, P. F. P. *The Law of Partnership in Australia and New Zealand.* Law Book Co., 1963.

Hood Phillips, O. *A First Book of English Law.* 5th ed. Sweet & Maxwell, 1965.

Joske, P. E. *Sale of Goods and Hire-Purchase in Australia and New Zealand.* 2nd ed. Butterworth, 1961.

McGarvie, R. E., Pannam, C. L. and Hocker, P. J. *Cases and Materials on Contract.* Law Book Co., 1966.

Meagher, R. P. and Trevorah, P. F. *Jacobs' Law of Trusts in N.S.W.* 2nd ed. Butterworth, 1967.

Parry, D. H. *Law of Succession.* 4th ed. Sweet & Maxwell, 1961.

Riley, B. B. *The Law Relating to Bills of Exchange in Australia.* 2nd ed. Law Book Co., 1964.

Samek, R. A. *An Analytical Guide to Contract and Sale of Goods.* Law Book Co., 1963.

Schmitthoff, C. M. and Sarre, D. A. *Charlesworth's Mercantile Law.* 10th ed. Stevens, 1963.

Sutton, K. C. T. *The Law of Sale of Goods in Australia and New Zealand.* Law Book Co., 1967.

Wynes, W. A. *Legislative, Executive and Judicial Powers in Australia.* 3rd ed. Law Book Co., 1961.

14.212 Administrative Law

A comparative examination of Australian and English constitutional and administrative law. A study of the modern criticisms of the sovereignty of parliament; the problem of constitutional change; the freedom of citizens and the rule of law; the doctrine of the separation of powers as related to the main branches of government; the functions of the State; administrative law and the changes therein; executive power of the Crown; the judiciary; legislative and judicial powers of the Administration and their control; suits against the Administration; public corporations.

TEXT BOOKS

Friedman, N. G. and Benjafield, D. G. *Principles of Australian Administrative Law.* Law Book Co., 1962.

Brett, P. *Cases and Materials in Constitutional and Administrative Law.* Butterworth, 1962.

REFERENCE BOOKS

Chapman, B. *The Profession of Government.* Allen & Unwin, 1959.
De Smith, S.A. *Judicial Review of Administrative Action.* Stevens, 1959.
Millett, J. D. *Government and Public Administration.* 1st ed. McGraw-Hill, 1959.
Wynes, W. A. *Legislative, Executive and Judicial Powers in Australia.* Law Book Co., 1962.

14.301 Production

An analysis of the areas of a firm's operations which are concerned with the manufacturing, processing and procuring activities necessary to supply a product to consumers. Topics include the development of modern production, industrial management and organisation, manufacturing systems and procedures, production planning and control, product development and design, analysis of production problems, quality control, personnel management.

TEXT BOOK

Buffa, E. S. *Modern Production Management.* 2nd ed., Wiley, 1965.

REFERENCE BOOKS

Broom, H. N. *Production Management.* Rev. ed. Irwin, 1967.
Carson, G. B. (ed.). *Production Handbook.* Ronald, 1958.
Drucker, P. F. *The Practice of Management.* Mercury, 1961.
Magee, J. F. and Boodman, D.M. *Production Planning and Inventory Control.* 2nd ed. McGraw-Hill, 1967.
Moore, F. G. *Manufacturing Management.* 4th ed., Irwin, 1965.
Scheele, E. D. et al. *Principles and Design of Production Control Systems.* Prentice-Hall, 1960.

14.321 Business Finance

Emphasis is given to the internal (management) aspects of corporation finance by contrast to the external view of finance which would concentrate upon the broader issues of institutions and policy. Attention is also given to the problems of the smaller business, and of the proprietary company. The course is concerned with the role and function of the financial executive, and his responsibilities in raising the needed funds and then ensuring that those funds are kept deployed or invested in a close approximation to an optimal plan. An introductory study is made of the origin and evolution of the modern large-scale corporation and its present-day role in society. Basic business finance forms an introduction; it is followed by a treatment in depth of financial decision-making, capital expenditure planning and control, and corporate investment and security analysis. Case-studies are employed to simulate decision-making situations.

PRELIMINARY READING

Robinson, R. I. and Johnson, R. W. *Self-Correcting Problems in Finance* (a practice work-book). Allyn & Bacon, 1966.

TEXT BOOKS

Graham, B., Dodd, D. L. and Cottle, S. *Security Analysis.* 4th ed. McGraw-Hill, 1962.

Weston, J. F. and Brigham, E. F. *Managerial Finance.* 2nd ed. Holt, Rinehart & Winston, 1966.

Wolf, H. A. and Richardson, L. (eds.). *Readings in Finance.* Appleton-Century-Crofts, 1966.

REFERENCE BOOKS

Archer, S. H. and D'Ambrosio, C. A. *Business Finance: Theory and Management.* Collier-Macmillan International, 1967.

Archer, S. H. and D'Ambrosio, C. A. *The Theory of Business Finance: A Book of Readings.* Collier-Macmillan International, 1967.

Beranek, W. *Analysis for Financial Decisions.* Irwin, 1963.

Bierman, H. J. and Smidt, S. *The Capital Budgeting Decision.* 2nd ed. Collier-Macmillan, 1966.

Friedland, S. *The Economics of Corporate Finance.* Prentice-Hall, 1966.

Gore, W. J. and Dyson, J. W. *The Making of Decisions.* Collier-Macmillan, 1964.

Hirst, R. R. and Wallace, R. H. (eds.). *Studies in the Australian Capital Market.* Cheshire, 1964.

Mason, E. S. *The Corporation in Modern Society.* Harvard University Press, 1961.

Mueller, G. *International Accounting.* Collier-Macmillan, 1967.

Taylor, W. B. *Financial Policies of Business Enterprise.* 2nd ed. Appleton-Century-Crofts, 1956.

Yorston, R. K., Fortescue, E. E. and Brown, S. R. *Australian Secretarial Practice.* 5th ed. Law Book Co., 1965.

14.322 Data Processing and Information Systems

An understanding of information theory concepts. An introduction to the problems and methods of data collection and processing, including analysis, design and application of information systems for management control. Electronic data processing with an introduction to programming, flow charting and coding.

TEXT BOOKS

Bates, F., and Douglas, M. L. *Programming Language/One.* Prentice-Hall, 1967.

Sanders, D. H. *Computers in Business.* McGraw-Hill, 1968.

REFERENCE BOOKS

Davis, G. B. *An Introduction to Electronic Computers.* McGraw-Hill, 1965.

McCarthy, E. J., McCarthy J. A. and Humes, D. *Integrated Data Processing Systems.* Wiley, 1966.

McRae, T. W. *The Impact of Computers on Accounting.* Wiley, 1964.

14.332 Operations Research in Business

An introduction to the principles and techniques of quantitative business analysis. Topics covered will include an introduction to probability theory, statistical decision theory, inventory and queuing models and mathematical programming.

TEXT BOOK

Bierman, H., Bonini, C. P., Fouraker, L. E. and Jaedicke, R. K. *Quantitative Analysis for Business Decisions.* Irwin, 1965.

REFERENCE BOOKS

Churchman, C. W., Ackoff, R. L. and Arnoff, E. L. *Introduction to Operations Research.* Wiley, 1957.

Evarts, H. F. *Introduction to PERT.* Allyn & Bacon, 1964.

Miller, D. W., and Starr, M. K. *Executive Decisions and Operations Research.* Prentice-Hall, 1960.

Morse, P. M. *Queues, Inventories and Maintenance.* Wiley, 1958.

Prichard, J. W., and Eagle, R. H. *Modern Inventory Management.* Wiley, 1965.

Shuchman, A. *Scientific Decision Making in Business.* Holt, Rinehart, & Winston, 1963.

14.342 Development of Accounting Thought

A survey of the history of accounting thought and practice in ancient, mediaeval and modern times. The development of accounting for various forms of business entity and the evolution of proprietary, entity and other major accounting concepts. The origin and development of some contemporary accounting problems, including income concepts, asset valuation, and accounting for price level changes, depreciation, liabilities and intangibles.

TEXT BOOKS

Littleton, A. C., and Yamey, B. S. *Studies in the History of Accounting.* Sweet & Maxwell, 1956.

Littleton, A. C., and Zimmerman, V. K. *Accounting Theory: Continuity and Change.* Prentice-Hall, 1962.

REFERENCE BOOKS

Baxter, W. T. and Davidson, S. (eds.). *Studies in Accounting Theory.* 2nd ed. Sweet & Maxwell, 1962.

Brown, R. G., and Johnston, K. S. *Paciolo on Accounting.* McGraw-Hill, 1963.

Bursk, E. C., Clark, D. T., and Hidy, R. W. *The World of Business, Vol I, Part II.* Simon & Schuster, 1962.

Chiera, E. *They Wrote on Clay.* Phoenix, 1938.

Deinzer, H. T. *Development of Accounting Thought.* Holt, Rinehart & Winston, 1965.

De Roover, R. *The Rise and Decline of the Medici Bank, 1397-1464.* Harvard, 1963.

Edwards, J. D. *History of Public Accounting in the United States.* Michigan, S.U., 1960.

Grady, P. *Inventory of Generally Accepted Accounting Principles for Business Enterprises.* American Institute Publishing Co., 1965.

Institute of Chartered Accountants in England and Wales. *The Earliest Books on Book-keeping, 1494-1683.* Institute of Chartered Accountants in England and Wales, 1963.

Littleton, A. C. *Accounting Evolution to 1900.* Institute Publishing Co., 1933.
Lopez, R. S. *Medieval Trade in the Mediterranean World.* Columbia U.P., 1955.
Milne, K. L. *The Accountant in Public Practice.* Butterworth, 1959.
Origo, I. *The Merchant of Prato.* Penguin, 1963.
Peragallo, E. *Origin and Evolution of Double Entry Bookkeeping.* American Institute Publishing Co., 1938.
Yamey, B.S., Edey, H. C. and Thomson, H. W. (eds.). *Accounting in England and Scotland, 1543-1800: Double Entry in Exposition and Practice.* Sweet & Maxwell, 1963.

No suitable text book in English being available on the early development of accountancy, printed notes and translations of relevant textual material will be available to students.

14.402 Organisation Theory

The concept of scientific management and its development as discussed in the works of Taylor, Fayol, Gilbreth, Mayo, Follett, Barnard and Simon. Formal organization structure with reference to the texts of Koontz and O'Donnell, and Newman. Organizations in terms of hierarchy of tasks, and the formal relationship existing between those who perform the tasks. Informal organization, and the significance which the study of human behaviour has upon informal structures. Organizations as information systems. The functions and the role of the manager. Techniques which are now available to managers in their organizing for goal achievement.

TEXT BOOKS

Brown, J. A. C. *The Social Psychology of Industry.* Pelican, 1964.
Koontz, H. D. and O'Donnell, C. J. *Principles of Management.* 3rd ed. McGraw-Hill, 1964.
Newman, W. H., Summer, C. E. and Warren, E. K. *The Process of Management.* 2nd ed. Prentice-Hall, 1967.

REFERENCE BOOKS

Dale, E. *Management Theory and Practice.* McGraw-Hill, 1963.
Fayol, H. *General and Industrial Administration.* Pitman, 1949.
Haire, M. (ed.). *Modern Organization Theory.* Wiley, 1959.
Learned, E. P. and Sproat, A. T. *Organization Theory and Policy.* Irwin, 1966.
Leavitt, H. J. *Managerial Psychology.* Rev. ed. University of Chicago Press, 1965.
Likert, R. *New Patterns of Management.* McGraw-Hill, 1961.
Pfiffner, J. M. and Sherwood, F. P. *Administrative Organization.* Prentice-Hall, 1960.
Pugh, D. S. et al. *Writers on Organization.* Hutchinson, 1964.
Scott, W. G. *Organization Theory.* Irwin, 1967.
Simon, H. A. *Administrative Behaviour.* Macmillan, 1947.
Urwick, L. F. *Elements of Administration.* Pitman, 1943.
Wolf, W. *Management: Towards a General Theory.* Wadsworth, 1961.

14.901G Corporate Organisation and Accounting

An integration of accounting and legal principles. Consideration of special problems of valuation and income determination. Matters arising in the take-over area with particular emphasis on organisation and planning of holding-subsidiary structures so as to achieve most effectively group objectives within the existing legal framework. Conversely, an examination of the trends away from group organisation towards integration by divisions.

The legal element will include consideration of the above matters within the context of income tax, land tax and stamp duty legislation and also the related responsibilities of company directors and officers.

TEXT BOOKS

Meigs, W. B. Johnson, C. E. and Keller, T. F. *Present Value Supplement to Intermediate Accounting.* McGraw-Hill, 1967.

Morrissey, L. E. *Contemporary Accounting Problems.* Prentice-Hall, 1963.

The Companies Act, 1961 (as amended). New South Wales Government Printer.

REFERENCE BOOKS

Backer, M. *Modern Accounting Theory.* Prentice Hall, 1966.

Bull, G. and Vice, A. *Bid for Power.* 3rd ed. Elek Books, London, 1961.

Chambers, R. J. *Accounting, Evaluation and Economic Behaviour.* Prentice Hall, 1966.

Davidson, S., Green, D., Horngren, C. T. and Sorter G. *An Income Approach to Accounting Theory.* Prentice Hall, 1964.

Hendriksen, E. S. *Accounting Theory.* Irwin, 1965.

Lee, L. N. and McPherson, L. A. *Consolidated Statements and Group Accounts.* Law Book Co., 1963.

Moon, R. W. *Business Mergers and Take-over Bids.* 2nd ed. Gee & Company, 1960.

Weinberg, M. A. *Takeovers and Amalgamations.* Sweet & Maxwell. 2nd ed. 1963.

Zeff, S. E. and Keller, T. F. *Financial Accounting Theory.* McGraw-Hill, 1964

Accounting for the Cost of Pension Plans: Accounting Research Study No. 8, American Institute of Certified Public Acountants, N.Y., 1965.

A Critical Study of Accounting for Business Combinations: Accounting Research Study No. 5, American Institute of Certified Public Accountants, N.Y., 1963.

Inventory of Generally Accepted Principles for Business Enterprises: Accounting Research Study No 7. American Institute of Certified Public Accountants, N.Y., 1965.

Notes on the Preparation of Consolidated Statements: Bulletin No. 2, The Australian Society of Accountants, 1968.

Reporting on Leases in Financial Statements: Accounting Research Study No. 4, American Institute of Certified Public Accountants, N.Y., 1962.

Report of the Company Law Committee. London, Her Majesty's Stationery Office, 1962.

Reports of investigations into affairs of companies as prescribed by lecturer.

14.902G Controllership

Divided into two strands.

(1) A treatment in depth of long range planning, budgeting and standard costs; the planning, implementation and control of capital expenditures; and a consideration of the uses of accounting information and quantitative data as an aid to decision making in dynamic management situations.

(2) A practical exposition of the principal functions of the controller, structured largely on case studies supplemented by field work. An examination in depth of the organisation, staffing and appraisal of the accounting and information services, and the planning, design, installation and maintenance of the accounting system, procedures and processes in manufacturing and non-manufacturing enterprises.

TEXT BOOKS

Anton, H. R. and Firmin, P. A. (eds.). *Contemporary Issues in Cost Accounting.* Houghton Mifflin, 1966.
Bierman, H. *Topics in Cost Accounting and Decisions.* McGraw-Hill, 1963.
Ewing, D. W. (ed.). *Long Range Planning for Management.* Rev. ed. Harper & Row, 1964.
Hassler, R. H. and Harlan, N. E. *Cases in Controllership.* Prentice-Hall, 1958.
Heckert, J. B. and Willson, J. D. *Controllership.* 2nd ed. Ronald Press, 1963.
Jerome, W. T. *Executive Control, The Catalyst.* 2nd ed. Wiley, 1963.
Wright, W. *Direct Standard Costs. McGraw-Hill,* 1962.

REFERENCE BOOKS

Gillespie, C. *Standard and Direct Costing.* Prentice-Hall, 1962.
Heckert, J. B. and Willson, J. D. *Business Budgeting and Control.* 3rd ed. Ronald, 1967.
Rossell, J. H. and Frasure, W. W. *Managerial Accounting.* Merrill, 1964.
Schnelle, K. E. *Case Analysis and Business Problem Solving.* McGraw-Hill, 1967.
Smith, R. L. *Management through Accounting.* Prentice-Hall, 1962.
Welsch, G. A. *Budgeting, Profit-Planning and Control.* 2nd ed. Prentice-Hall, 1964.

14.903G Contemporary Auditing Problems

An examination of the functions of the auditor under statute and general law with particular reference to the different informational needs of the several classes of participants in a company.

Consideration of the practicability of extending the auditor's functions to include an appraisal of management's plans and predictions and an assessment of position, results and expectations for the better information of all readers of company accounting reports.

The adequacy of the present form of audit report. Reservations and qualifications in audit reports; special problems in the take-over and group accounting areas and in the verification of inventories and receivables; the auditor and company failures; the development of analytical auditing techniques.

The reading matter for this subject will consist mainly of articles published in accounting journals.

REFERENCE BOOKS

Skinner, R. M. and Anderson, R. J. *Analytical Auditing: An Outline of the Flow Chart Approach to Audits.* Pitman, Toronto, 1966.

Stettler, H. F. *Systems Based Independent Audits.* Prentice-Hall, 1967.

14.904G Studies in Taxation

Basically a discussion of selected case studies in tax planning involving a study and application of the relevant taxation laws.

The specific areas in which these problems will be set include principles of income determination, incidence of tax on various tax entities, viz. companies, partnerships and trusts; taxation of superannuation funds; taxation of special businesses, including mining, petroleum and primary production; treatment of capital expenditure and depreciation allowances for taxation purposes; amortisation of industrial property and scientific research and development expenditure; Papua, New Guinea and overseas tax credits; international tax problems.

No text books are prescribed, as it is presumed that all students will have had some formal reading in the subject.

REFERENCE BOOKS

Bock, F. C. and Mannix, E. F. *Australian Income Tax Law and Practice.* 8th ed. Butterworth, 1966.

Challoner, N. E. and Greenwood, J. M. *Income Tax Law and Practice (Commonwealth) and Supplements.* 2nd ed. Law Book Co., 1962.

Adams, P. R. *Australian Tax Planning with Precedents.* 2nd ed. Butterworth, 1967.

High Court and Board of Review Decisions. (as given by the lecturer during the year. Articles and other references in current journals).

14.905G Operations Research

The application of mathematical and statistical techniques to the solving of management problems. The structuring of the decision problem, mathematical model construction, mathematical programming, probability and statistical decision theory, inventory and queuing theory.

TEXT BOOKS

Bowman, E. H. and Fetter, R. B. *Analysis for Production and Operations Management.* 3rd ed. Irwin, 1967.

Churchman, C. W., Ackoff, R. L. and Arnoff, E. F. *Introduction to Operations Research.* Wiley, 1957.

REFERENCE BOOKS

Bierman, H., Bonini, C. P., Fouraker, L. E. and Jaedicke, R. K. *Quantitative Analysis for Business Decisions.* Rev. ed. Irwin, 1965.

Miller, D. W. and Starr, M. K. *Executive Decisions and Operations Research.* Prentice-Hall, 1960.

Morse, P. M. *Queues, Inventories and Maintenance.* Wiley, 1958.

14.906G Information Systems

Experience with commercial computer installation assumed. Concerned generally with information theory and systems but in particular with analysis of the information needs of an organisation and the design of a computer system to satisfy those needs. While emphasis is on the development of an acceptable system, discussion is included on how the computer system modifies traditional business organisations and accounting procedures. Special emphasis on statistical techniques which become feasible with the use of computers. Largely structured around a case study.

The effect of computers on business organisations; planning the design project; involvement of interested parties; systems development; information flow analysis; the use of sampling as an aid in design; data control; accounting and control; file design; an equipment selection run design; implementation.

TEXT BOOKS

Bates, F. and Douglas, M. L. *Programming Language/One*. Prentice-Hall, 1967.

McDonough, A. M. and Garrett, L. J. *Management Systems*. Irwin, 1965.

REFERENCE BOOKS

Feinstein, A. *Foundations of Information Theory*. McGraw-Hill, 1958.

Laden, H. W. and Gildersleeve, T. R. *System Design for Computer Applications*, Wiley, 1963.

Prince, D. R. *Information Systems for Management Planning and Control*. Irwin, 1965.

Sanders, D. H. *Computers in Business*. McGraw-Hill, 1968.

Wineberg, G. *A PL/I Primer*. McGraw-Hill, 1966.

Withington, F. G. *The Use of Computers in Business Organisations*, Addison-Wesley, 1966.

SCHOOL OF ECONOMICS

15.101 Economics I

An introduction to economic analysis, including the theory of the determination of prices and output of individual goods and services, the determination of the general price level, aggregate employment and national income, and the monetary and banking system, with particular reference to Australian institutions and economic policy.

PRELIMINARY READING

Robinson, M. A., Morton, H. C., Calderwood, J. D. and Lamberton, D. M. *An Introduction to Economic Reasoning.* Tudor, 1968 or 1969.

TEXT BOOKS

Lipsey, R. G. *An Introduction to Positive Economics.* 2nd ed. Weidenfeld & Nicolson, 1966.

Stilwell, J. A. and Lipsey, R. G. *Workbook to Accompany An Introduction to Positive Economics.* Weidenfeld & Nicolson, 1967. (This book will also be used in Economics II during 1970.)

REFERENCE BOOKS

Boulding, K. E. *Economic Analysis.* Vol. I: *Microeconomics.* Harper and Row, New York, 1966.

Boxer, A. H. (ed.). *Aspects of the Australian Economy.* Melbourne U.P., 1965.

Commonwealth of Australia. *Australian National Accounts: National Income and Expenditure.* Latest ed. Commonwealth Government Printer.

Eckstein, O. *Public Finance.* 2nd ed. Prentice-Hall, 1967.

Grant, J. McB., Hagger, A. J. and Hocking, A. (eds.). *Economics: An Australian Introduction.* Rev. Ed. Cheshire, 1969.

Harcourt, G. C., Karmel, P. H., and Wallace, R. H. *Economic Activity.* Cambridge, 1967.

Haveman, R. H. and Knopf, K. A. *The Market System.* Wiley, New York, 1966.

Leftwich, R. H. *The Price System and Resource Allocation.* Revised ed., Holt, Rinehart & Winston, New York, 1961.

Robinson, M.A., Morton, H. C., Calderwood, J. D., and Lamberton, D. M. *An Introduction to Economic Reasoning.* Tudor, 1968 or 1969.

Schultze, C. L. *National Income Analysis.* 2nd ed. Prentice-Hall, Englewood Cliffs, N.J., 1967.

Sirkin, G. *Introduction to Macroeconomic Theory.* Rev. ed. Irwin Homewood, Ill., 1965.

Tew, B. *Wealth and Income.* 4th ed. Melbourne U.P., 1964.

15.102 Economics II

Microeconomic theory, a critical review of empirical studies of pricing policy, the theory of comparative advantage in international trade and trade policy, the theory of aggregate output and employment.

TEXT BOOKS

Dorfman, R. *Prices and Markets.* Prentice-Hall, 1967.

Due, J. F. and Clower, R. W. *Intermediate Economic Analysis.* 5th ed. Irwin, 1966.

Kenen, P. *International Economics.* 2nd ed. Prentice-Hall, 1966.
Peterson, W. C. *Income, Employment and Economic Growth.* Rev. ed. Norton, 1967.
Williams, H. R. *Macroeconomics: Problems, Concepts and Self-Tests.* Norton, 1967.

REFERENCE BOOKS

Brennan, M. J. *Theory of Economic Statics.* Prentice-Hall, 1965.
Cohen, K. J. and Cyert, R. M. *Theory of the Firm: Resource Allocation in a Market Economy.* Prentice-Hall, 1965.
Dernburg, T. F. and McDougall, D. M. *Macroeconomics.* 3rd ed. McGraw-Hill, 1968.
Ferguson, C. E. *Microeconomic Theory.* Irwin, 1966.
Hansen, A. H. *A Guide to Keynes.* McGraw-Hill, 1953.
Harcourt, G. C., Karmel, P. H. and Wallace, R. H. *Economic Activity.* Cambridge, 1967.
Hunter, A. (ed.). *The Economics of Australian Industry.* Melbourne U.P., 1963.
Keynes, J. M. *The General Theory of Employment, Interest and Money.* Macmillan Paperback, London, 1961.
Mansfield, E. (ed.). *Monopoly Power and Economic Performance.* Norton, 1964.
Phelps-Brown, E. H. and Wiseman, A. J. *A Course in Applied Economics.* 2nd ed. Pitman, 1962.
Sirkin, G. *Introduction to Macroeconomic Theory.* Rev. ed. Irwin, 1965.
Stigler, G. J. *The Theory of Price.* 3rd ed. Macmillan, N.Y., 1966.
Watson, D. S. *Price Theory and its Uses.* 2nd ed. Houghton Mifflin, 1968.
Watson, D. S. *Price Theory in Action: A Book of Readings.* Houghton, Mifflin, 1965.

15.103 Economics III

Economic policy, including monetary, fiscal and incomes policy, internal and external balance and policies for economic growth.

TEXT BOOKS

Corden, W. M. *Australian Economic Policy Discussion.* Melbourne U.P., 1968.
Dernburg, T. F., and McDougall, D. M. *Macro-economics.* 2nd or 3rd ed. McGraw-Hill, 1963 or 1968.
Matthews, R. C. O. *The Trade Cycle.* Nisbet & Cambridge, 1959.
Perkins, J. O. N. *Anti-cyclical Policy in Australia, 1960-66.* 2nd ed. Melbourne U.P., 1967.
Commonwealth of Australia. *Report of the Committee of Economic Enquiry* (Vernon Report). Vol. 1 and 2. Canberra, 1965.

REFERENCE BOOKS

Ackley, G. *Macroeconomic Theory.* Macmillan, 1961, or student ed., 1967.
Arndt, H. W. and Corden, W. M. (eds.). *The Australian Economy: A Volume of Readings.* Cheshire, 1963.
Arndt, H. W., and Harris, C. P. *The Australian Trading Banks.* 3rd ed., Cheshire, 1965.
Fellner, W. F. *Trends and Cycles in Economic Activity.* Holt, 1956.
Gordon, R. A. *Business Fluctuations.* 2nd ed. Harper, 1961.

Gordon, R. A. and Klein, L. R. (eds.). *Readings in Business Cycles.* Homewood, 1965.
Hansen, A. H. *Business Cycles and National Income.* Expanded ed. Allen & Unwin, 1967.
Isaac, J. E. *Wages and Productivity. Cheshire, 1967.*
Kirschen, E. S. and others. *Economic Policy in Our Time.* Vol. 1. North Holland, 1964.
Lundberg, E. *Business Cycles and Economic Policy.* Allen & Unwin, 1957.
Matthews, R. L. *Public Investment in Australia.* Cheshire, 1969.

15.104 Advanced Economic Analysis

A survey of advanced economic theory.

TEXT BOOKS

American Economic Association. *Surveys of Economic Theory.* Vol. II. Macmillan, London, 1965
Caves, R. E. and Johnson, H. G. (eds.). *Readings in International Economics.* Allen & Unwin, 1968.
Eltis, W. A. *Economic Growth.* Hutchinson, 1966.
Hagger, A. J. *The Theory of Inflation: A Review.* Cheshire, 1964.
Hicks, J. R. *Capital and Growth.* Oxford, 1965.
Krupp, S. B. (ed.). *The Structure of Economic Science.* Prentice-Hall, 1966.
Kuenne, R. E. (ed.). *Monopolistic Competition Theory: Studies in Impact.* Wiley, 1967.
Rivett, K. *Economics and Economy.* Laski Institute of Political Science, 1958.
Thorn, R. S. *Monetary Theory and Policy.* Random House, 1966.

15.112 Economics II (Honours)

The content of this subject includes that of 15.102 Economics II as well as additional and more advanced work in both micro and macro analysis.

TEXT BOOKS

Bailey, M. J. *National Income and the Price Level.* McGraw-Hill, 1962.
Due, J. F. and Clower, R. W. *Intermediate Economic Analysis.* 5th ed. Irwin, 1966.
Kamerschen, D. R. (ed.). *Readings in Microeconomics.* World, 1967.
Kenen, P. *International Economics.* 2nd ed. Prentice-Hall, 1966.
Peterson, W. C. *Income, Employment and Economic Growth.* Rev. ed. Norton, 1967.

REFERENCE BOOKS

Ackley, G. *Macroeconomic Theory.* Macmillan, New York, 1961.
Baumol, W. J. *Economic Theory and Operations Analysis.* 2nd ed., Prentice-Hall, 1965.
Boulding, K. E. and Stigler, G. J. (eds.). *Readings in Price Theory.* Allen & Unwin, 1953.
Cohen, K. J. and Cyert, R. M. *Theory of the Firm: Resource Allocation in a Market Economy.* Prentice-Hall, 1965.
Friedman, M. *Price Theory.* Aldine, 1962.
Harcourt, G. C., Karmel, P. H. and Wallace, R. H. *Economic Activity.* Cambridge, 1967.

Heflebower, R. B. and Stocking, G. W. (eds.). *Readings in Industrial Organization and Public Policy.* Irwin, 1958.
Mueller, M. G. (ed.). *Readings in Macroeconomics.* Holt, Rinehart & Winston, 1966.
Scitovsky, T. *Welfare and Competition.* Allen and Unwin, 1952.
Vickrey, W. S. *Microstatics.* Harcourt, Brace and World, 1964.

15.113 Economics III (Honours)

Includes 15.103 Economics III as well as additional and more advanced work in macroeconomic analysis and policy.

TEXT BOOKS

Ackley, G. *Macroeconomic Theory. Student* ed., Collier-Macmillan, 1967.
Ball, R. J. *Inflation and the Theory of Money.* Allen & Unwin, 1964.
Matthews, R. C. O. *The Trade Cycle.* Nisbet & Cambridge, 1959.
Report of the Committee of Economic Enquiry. (Vernon Report.) Vols. 1 and 2, Commonwealth of Australia, Canberra, 1965.

REFERENCE BOOKS

American Economic Association. *Readings in Monetary Theory.* Allen & Unwin, 1952.
Archibald, G. C. and Lipsey, R. G. *An Introduction to the Mathematical Treatment of Economics.* Weidenfeld & Nicolson, 1967.
Bailey, M. J. *National Income and the Price Level.* McGraw-Hill, 1962.
Davidson, P. and Smolensky, E. *Aggregate Supply and Demand Analysis.* Harper & Row, 1964.
Gordon, R. A. *Business Fluctuations.* 2nd ed. Harper, 1961.
Hagger, A. J. *The Theory of Inflation.* Melbourne U.P., 1964.
Hansen, A. H. *A Guide to Keynes.* McGraw-Hill, 1953.
Hicks, J. R. *A Contribution to the Theory of the Trade Cycle.* Oxford, 1950.
Johnson, H. G. *Money, Trade and Economic Growth.* Unwin, 1964.
Kaldor, N. *Essays on Economic Stability and Growth.* Duckworth, 1960.
Keynes, J. M. *The General Theory of Employment, Interest and Money.* Macmillan, 1936, or Paperback ed., 1961.
Klein, L. R. *The Keynesian Revolution.* 2nd ed. Macmillan, 1966.
Lundberg, E. *Business Cycles and Economic Policy.* Allen & Unwin, 1957.
Mueller, M. G. *Readings in Macroeconomics.* Holt, 1966.
Shapiro, E. *Macroeconomic Analysis.* Harcourt, Brace & World, 1966.

15.173 Economics IIIM

(Not offered in 1969)

An alternative to 15.113 Economics III for students who have passed 10.111 Pure Mathematics II or 10.121 Pure Mathematics II (Higher). The syllabus of 15.113 will be covered using mathematical techniques.

15.213 History of Economic Thought

A selective survey of the development of economic ideas from about the mid-eighteenth century to the early twentieth. Particular attention is focused on (a) origin and evolution of modern economic analysis, (b) part played by the social and philosophical ideas in the formation

of economic thought, and (c) the influence of economic events on the developments of economic ideas and *vice versa*.

PRELIMINARY READING

Gill, R. T. *Evolution of Modern Economics.* Prentice-Hall, 1967.
Redford, A. *The Economic History of England: 1760-1860.* Longmans, 1962.
Robinson, J. *Economic Philosophy.* Pelican, 1963.

TEXT BOOKS

Rima, I. H. *Development of Economic Analysis.* Irwin, 1967.
Wilson, G. W. (ed.). *Classics of Economic Theory.* Indiana U.P., 1964.

REFERENCE BOOKS

Blaug, M. *Economic Theory in Retrospect.* Rev. 2nd ed. Heinemann, 1967.
Freedman, R. (ed.). *Marx on Economics.* Pelican, 1962.
Krupp, S. R. (ed.). *The Structure of Economic Science.* Prentice-Hall, 1966.
Letwin, W. *The Origins of Scientific Economics.* Methuen, 1963.
Meek, R. L. *The Economics of Physiocracy.* Allen & Unwin, 1962.
Robbins, L. *The Theory of Economic Policy.* Macmillan, 1953.
Robinson, J. *An Essay on Marxian Economics.* Papermac, 1967.
Rogin, L. *The Meaning and Validity of Economic Theory.* Harper, 1956.
Roll, E. *A History of Economic Thought.* Faber, paperback, 1953.
Samuels, W. J. *The Classical Theory of Economic Policy.* World, 1966.
Schumpeter, J. A. *History of Economic Analysis.* Oxford, 1955.
Seligman, B. *Main Currents in Modern Economics.* Free Press, 1962.
Spengler and Allen (eds.). *Essays in Economic Thought.* Rand-McNally, 1960.
Taylor, O. H. *A History of Economic Thought.* McGraw-Hill, 1960.

15.223 Comparative Economic Systems

The manner in which different economic systems solve the basic economic problems, including both theories and empirical studies on the operation of the different systems. Consideration will be given to the extent to which institutional and historical differences affect decision making and the choice of objectives and instruments of economic policy and planning. A critical appraisal of the efficiency of resource allocation in different economies will be made.

PRELIMINARY READING

Grossman, G. *Economic Systems.* Prentice-Hall, 1967.
Sirkin, G. *The Visible Hand: The Fundamentals of Economic Planning.* McGraw-Hill, 1968.
Nash, M. *Primitive and Peasant Economic Systems.* Chandler, 1964.

TEXT BOOKS

Goldman, M. I. *Comparative Economic Systems: A Reader.* Random House, 1964.
Halm, G. N. *Economic Systems: A Comparative Analysis.* Rev. ed. Holt, Rinehart & Winston, 1968.

Rosen, G. *Democracy and Social Change in India.* California U.P., 1968.
Wu, Yuan-Li. *The Economy of Communist China.* Praeger, 1965.

REFERENCE BOOKS

Allen, G. C. *Japan's Economic Recovery.* Oxford, 1958.
Ames, E. *Soviet Economic Processes.* Irwin, 1965.
Choh-Ming Li. ed. *Industrial Development in Communist China.* Praeger, Paperback, 1964.
Donnethorne, Audrey. *China's Economic System.* Allen and Unwin, 1967.
Eckstein, A. *Communist China's Economic Growth and Foreign Trade.* McGraw-Hill, 1966.
Galbraith, J. K. *The Affluent Society.* Penguin Books in association with Hamish Hamilton, Reprint, 1962.
Hackett, J. and Hackett, A. M. *Economic Planning in France.* Allen & Unwin, 1964.
Karmel, P. H. and Brunt, M. *The Structure of the Australian Economy.* Cheshire, 1962.
Landauer, C. *Contemporary Economic Systems.* Lippincott, 1964.
Lewis, J. P. *Quiet Crisis in India.* Doubleday Anchor Paperback, 1964.
Myrdal, G. *Asian Drama: An Inquiry into the Poverty of Nations.* Random House, 1968.
Perkins, D. H. *Market Control and Planning in Communist China.* Harvard U.P., 1966.
Petrov, V. *China: Emerging World Power.* Van Nostrand, 1967.
Reddaway, W. B. *Development of the Indian Economy.* Irwin, Paperback, 1962.
Waterson, A. *Planning in Yugoslavia: Organisation and Implementation.* Johns Hopkins, 1962.
Wiles, P. J. D. *The Political Economy of Communism.* Blackwell, 1962.

15.233 Public Finance and Financial Policy

The theory of the public sector; monetary and fiscal policy; the working of financial institutions.

PRELIMINARY READING

Eckstein, O. *Public Finance.* Prentice-Hall, 1967.

TEXT BOOKS

Due, J. F. *Government Finance. Economics of the Public Sector.* 4th ed. Irwin, 1968.
Hirst, R. R. and Wallace, R. (eds.). *Studies in the Australian Capital Market.* Cheshire, 1964.
Smith, W. L. and Teigen, R. L. (eds.). *Readings in Money, National Income and Stabilization Policy.* Irwin, 1965.

REFERENCE BOOKS

Blum, W. and Kalven, H. *The Uneasy Case for Progressive Taxation.* University of Chicago, 1963.
Boxer, A. H. (ed.). *Aspects of the Australian Economy.* Melbourne U.P., 1965.

Buchanan, J. M. *The Public Finances.* 2nd ed. Irwin, 1965.
Cameron, H. and Henderson, W. (eds.). *Public Finance, Selected Readings.* Random House Paperbacks, 1966.
Gurley, J. G. and Shaw, E. S. *Money in a Theory of Finance.* Brookings, 1960.
Matthews, R. *Public Investment in Australia.* Cheshire, 1967.
McFarlane, B. J. *Economic Policy in Australia.* Cheshire, 1968.
McKean, R. *Public Spending.* McGraw-Hill, 1968.
Maxwell, J. A. *Commonwealth-State Relations in Australia.* Melbourne U.P., 1967.
Morag, A. *On Taxes and Inflation.* Random House, 1965.
Musgrave, R. A. and Sharp, S. C. (eds.). *Readings in the Economics of Taxation.* Allen & Unwin, 1958.
Musgrave, R. A. *The Theory of Public Finance.* McGraw-Hill, 1956.
Scherer, J. and Papke, J., eds. *Public Finance and Fiscal Policy.* Houghton Mifflin, 1966.
Wolf, H. A. and Doenges, R. C. *Readings in Money and Banking.* Appleton-Century-Crofts, 1968.

15.243 Economic Development

An examination of the theory and facts about the principal determinants of economic development and growth in both underdeveloped and advanced countries, and the policy problems of accelerating growth in each case.

TEXT BOOK

Higgins, B. *Economic Development.* 3rd ed. Constable, London, 1968.

REFERENCE BOOKS

Brenner, Y. S. *Theories of Economic Development and Growth.* Allen & Unwin, London, 1966 (Minerva Paperback, No. 17).
Enke, S. *Economics for Development.* Prentice-Hall, Englewood Cliffs, N.J., 1963.
Fei, J. C. H. and Ranis, G. *Development of the Labour Surplus Economy.* Irwin, Homewood, Ill., 1964.
Galbraith, J. K. *The Underdeveloped Country,* C.B.C., Toronto, 1965.
Galbraith, J. K. *Economic Development in Perspective.* Harvard U.P., 1962, *or* 1964 edition under the title *Economic Development.*
Gutmann, P. (ed.). *Economic Growth: An American Problem.* Prentice-Hall, Englewood Cliffs, N.J., 1965.
Hagen, E. E. *On the Theory of Social Change.* Dorsey, Homewood, Ill., 1962.
Hagen, E. E. *The Economics of Development.* Irwin, Homewood, Ill., 1968.
Hamberg, D. *Economic Growth and Instability.* Norton, N.Y., 1956.
Harrod, R. F. *Towards a Dynamic Economics.* MacMillan, London, 1960.
Hirschman, A. O. *The Strategy of Economic Development.* Yale U.P., 1958.
Hodder, B. W. *Economic Development in the Tropics.* Methuen, London. 1968.

Hoselitz, B. F. (ed.). *Theories of Economic Growth.* Paperback, Free Press, 1960.
Lewis, W. A. *Development Planning.* Allen & Unwin, London, 1966.
Lewis, W. A. *The Theory of Economic Growth.* Allen & Unwin, London, 1955.
Meade, J. E. *A Neo-Classical Theory of Economic Growth.* Rev. ed. Allen & Unwin, London, 1962.
Meier, G. M. *International Trade and Development.* Harper & Row, N.Y., 1963.
Robinson, E. A. G. *Problems in Economic Development.* Macmillan, London, 1964.
Rostow, W. W. *The Stages of Economic Growth.* Cambridge U.P., 1960.
Schumpeter, J. A. *The Theory of Economic Development.* Oxford, 1961 (Galaxy Paperback).
Tawney, R. H. *Religion and the Rise of Capitalism.* Penguin, London, 1926 (Pelican Paperback A23).
Weber, M. *The Protestant Ethic and the Spirit of Capitalism.* Allen & Unwin, London, 1930 (Unwin University Books, Paperback reprint).

15.253 Economics of Industry and Labour

Topics in microeconomics related to industrial organization and technological change; the quality and deployment of the labour force; wage fixing; the Australian labour market; private and public planning.

PRELIMINARY READING

Gabor, D. *Inventing the Future.* Penguin, 1964.
Pen, J. *Harmony and Conflict in Modern Society.* McGraw-Hill, 1966.

TEXT BOOKS

Horn, R. V. *Labour Economics for Australia.* Cheshire, 1968.
Isaac, J. E. and Ford, G. W. (eds.). *Australian Labour Economics: Readings.* Sun Books, 1967.
Lamberton, D. M. *The Theory of Profit.* Blackwell, 1965.
Mansfield, E. *The Economics of Technological Change.* Norton, 1968.

REFERENCE BOOKS

Alderson, W., Terpstra, V. and Shapiro, S. J. *Patents and Progress.* Irwin, 1965.
Anderman, S. D. (ed.). *Trade Unions and Technological Change.* Allen & Unwin, 1967.
Bain, J. S. *International Differences in Industrial Structure: Eight Nations in the 1950s.* Yale, 1966.
Bain, J. S. *Industrial Organization.* 2nd ed. Wiley, 1968.
Brash, D. T. *American Investment in Australian Industry.* A.N.U., 1966.
Broderson, A. *The Soviet Worker.* Random House Paperback, 1966.
Bowen, H. R. and Magnum, G. L. (eds.). *Automation and Economic Progress.* Prentice-Hall 1966.
Burn, D. (ed.). *The Structure of British Industry, Vol. I and II.* Cambridge, 1958.
Burns, T. and Stalker, G. M. *The Management of Innovation.* Tavistock, 1961.

Cameron, B. *Federal Economic Policy*. Cheshire, 1968.
Cartter, A. M. *Theory of Wages and Employment*. Irwin, 1959.
Chamberlain, N. W. *Private and Public Planning*. McGraw-Hill, 1965.
Chamberlain, N. W. *Enterprise and Environment. The Firm in Time and Place*. McGraw-Hill, 1968.
Cohen, K. J. and Cyert, R. M. *Theory of the Firm: Resource Allocation in a Market Economy*. Prentice-Hall, 1965.
Dennison, E. F. *Why Growth Rates Differ? Postwar Experience in Nine Western Countries*. Brookings, 1967.
Dorfman, R. (ed.). *Measuring Benefits of Goverment Investment*. Brookings, 1965.
Firestone, O. J. *The Economic Implications of Advertising*. Methuen, 1967.
Ford, G. W. (ed.). *Automation—Threat or Promise?* A.N.Z.A.A.S. (N.S.W.), (1968).
Galbraith, J. K. *The New Industrial State*. Hamish Hamilton, 1967.
Hagen, E. E. *The Economics of Development*. Irwin, 1968.
Hunter, A. (ed.). *The Economics of Australian Industry*. Melbourne, 1963.
Jantsch, E. *Technological Forecasting in Perspective*. Organisation for Economic Co-operation and Development, 1967.
Kamerschen, D. R. (ed.). *Readings in Microeconomics*. World, 1967.
Kranzberg, M., and Pursell, C. W. (eds.). *Technology in Western Civilization, Vol. II*. Oxford, 1968.
Kuenne, R. E. (ed.). *Monopolistic Competition Theory: Studies in Impact*. Wiley, 1967.
Lydall, H. *The Structure of Earnings*. Clarendon Press, 1968.
Marris, R. *The Economic Theory of "Managerial" Capitalism*. Macmillan, 1964.
Mangum, G. L. (ed.). *The Manpower Revolution: Its Policy Consequences*. Anchor Books, 1967.
Mathews, R. D., Radford, W. C. and Schultz, T. W. *Economics of Education*. Economic Paper No. 27. Economic Society of Australia and New Zealand. June, 1968.
Matthews, P. and Ford, G. W. (eds.). *Australian Trade Unions*. Sun Books, 1968.
Nelson, W. R. (ed.). *The Politics of Science: Readings in Science, Technology and Government*. Oxford, 1968.
Nelson, R. R., Peck, M. J. and Kalachek, E. D. *Technology, Economic Growth and Public Policy*. Brookings, 1967.
Organization for Economic Co-operation and Development. *The Residual Factor and Economic Growth*. O.E.C.D., 1964.
Organization for Economic Co-operation and Development. *Reviews of National Science Policy; United States*. O.E.C.D., 1968.
Penrose, E. *The Theory of Growth of the Firm*. Blackwell, 1959.
Phillips, A. and Williamson, O. E. (eds.). *Prices: Issues in Theory, Practice and Public Policy*. University of Pennsylvania Press, 1968.
Reynolds, L. G. *Labor Economics and Labor Relations*. 4th ed. Prentice-Hall, 1964.
Richardson, G. B. *Information and Investment: A Study in the Working of the Competitive Economy*. Oxford, 1960.
Rogers, E. M. *Diffusion of Innovations*. Free Press, 1962.
Salter, W. E. G. *Productivity and Technical Change*. Cambridge, 1960.

Schmookler, J. *Invention and Economic Growth.* Harvard, 1966.
Schon, D. A. *Technology and Change.* Dell, 1967.
Sirkin, G. *The Visible Hand: The Fundamentals of Economic Planning.* McGraw-Hill, 1968.
Universities-National Bureau Committee for Economic Research. *The Rate and Direction of Inventive Activity: Economic and Social Factors.* Princeton, 1962.
Van der Haas, H. *The Enterprise in Transition: An Analysis of European and American Practice.* Tavistock, 1967.
Weinberg, A. *Reflections on Big Science.* Pergamon, 1967.
Williams, B. R. *Technology, Investment and Growth.* Chapman & Hall, 1967.
Wright, R. *The Investment Decision.* Chapman & Hall, 1964.

15.263 International Economics

The theory of the balance of payments, the pure theory of international trade and theoretical aspects of policies affecting international trade, contemporary problems in international economics, including the international monetary system and the development of regional trading areas. Particular attention will be paid to the Australian balance of payments in the context of developments in world trade and the growth of the Australian economy.

PRELIMINARY READING

Brown, A. J. *Introduction to the World Economy.* Rev. ed. Unwin University Books, 1965.
Pincus, J. A. *Reshaping the World Economy.* Spectrum Paperback, 1968.

TEXT BOOKS

Kindleberger, C. P. *International Economics.* 4th ed. Irwin, 1968.
Meier, G. M. *The International Economics of Development: Theory and Policy.* Harper & Row, 1968.

REFERENCE BOOKS

Balassa, B. *Trade Prospects for Developing Countries.* Irwin, 1964.
Baldwin, R. E. et al. *Trade, Growth and the Balance of Payments.* North Holland, 1965.
Caves, R. E. and Johnson, H. G. (eds.). *Readings in International Economics.* Allen & Unwin, 1968.
Corden, W. M. *Recent Developments in the Theory of International Trade.* Princeton U.P., 1965.
Ellis, H. S. and Metzler, L. A. (eds.). *Readings in the Theory of International Trade.* Allen & Unwin, 1950.
Haberler, G. *Survey of International Trade Theory.* 2nd ed. Princeton U.P., 1961.
International Monetary Fund. *Annual Report.* Annually.
Jensen, F. B. and Walter, I. (eds.). *Readings in International Economic Relations.* Ronald, 1966.
Johnson, H. G. *Economic Policies towards Less Developed Countries.* Brookings Inst., Praeger Paperback, 1967.
Johnson, H. G. *International Trade and Economic Growth.* Unwin University Books, 1958.

Johnson, H. G. *Money, Trade and Economic Growth.* 2nd ed. Allen & Unwin, 1964.
Kemp, M. C. *The Pure Theory of International Trade.* Prentice-Hall, 1964.
Little, I. M. D. and Clifford, J. M. *International Aid.* Allen & Unwin, 1965.
McColl, G. D. *The Australian Balance of Payments.* Melbourne U.P., 1965.
Machlup, F. *International Monetary Economics.* Unwin University Books, 1966.
Maizels, A. *Industrial Growth and World Trade.* Cambridge, 1963.
Meade, J. E. *Theory of International Economic Policy.* Oxford, 1951 and 1955.
Nurkse, R. *Patterns of Trade and Development.* Blackwell, 1961.
Ohlin, B. *Interregional and International Trade.* Harvard U.P., 1957.
Vanek, J. *International Trade: Theory and Economic Policy.* Irwin, 1962.
Vernon, R. *Manager in the International Economy.* Prentice-Hall, 1968.
Yeager, L. B. *International Monetary Relations.* Harper and Row, 1966.

15.302 Economic History I

The economic history of Britain.

PRELIMINARY READING

Ashton, T. S. *The Industrial Revolution, 1760-1830.* Oxford, 1948.
Chambers, J. D. *The Workshop of the World.* Longmans, 1962.
Clark, G. N. *The Wealth of England from 1496 to 1760.* Oxford, 1949.
or
Stern, W. M. *Britain Yesterday and To-day: an Outline Economic History from the Middle of the Eighteenth Century.* Longmans, 1962.
or
Thomas, M. W. (ed.). *A Survey of English Economic History.* Blackie, 1960.

TEXT BOOKS

Ashworth, W. *An Economic History of England, 1870-1939.* Methuen, 1960.
Bland, A. E., Brown, P. A. and Tawney, R. H. *English Economic History: Select Documents.* Bell, 1914.
Checkland, S. G. *The Rise of Industrial Society in England 1815-85.* Longmans, 1964.
Deane, P. *The First Industrial Revolution.* Cambridge, 1965.
Mantoux, P. *The Industrial Revolution in the Eighteenth Century.* Methuen, 1964, or University Paperbacks (U.P. 74).
Pollard, S. *The Genesis of Modern Management: A Study of the Industrial Revolution in Great Britain.* Arnold, 1965.

REFERENCE BOOKS

Ashby, M. K. *Judge Ashby of Tysoe, 1859-1919.* Cambridge, 1961.
Ashton, T. S. *An Economic History of England: The 18th Century.* Methuen. Latest ed.
Bridbury, A. R. *Economic Growth: England in the Later Middle Ages.* Allen & Unwin, 1962.

Cairncross, A. K. *Home and Foreign Investment, 1870-1913.* Cambridge, 1953.
Chambers, J. D. and Mingay, G. E. *The Agricultural Revolution, 1750-1880.* Batsford, 1966.
Clapham, J. H. *A Concise History of Britain from the Earliest Times to 1750.* Cambridge, 1949.
Clapham, J. H. *Economic History of Modern Britain. 3 vols.* Cambridge, 1930-38.
Clark, G. S. K. *The Making of Victorian England.* Methuen, 1965.
Court, W. H. B. *A Concise Economic History of Britain: From 1750 to Recent Times.* Cambridge Paperback. Latest ed.
Court, W. H. B. *British Economic History, 1870-1914.* Cambridge, 1965.
Deane, P. and Cole, W. A. *British Economic Growth, 1688-1959.* 2nd ed. Cambridge, 1962.
Edwards, M. M. *The Growth of the British Cotton Trade, 1780-1815.* Manchester U.P., 1967.
Engels, F. *The Condition of the Working Class in England in 1844.* Swan, Sonnenschein, 1892.
George, M. D. *England in Transition: Life and Work in the Eighteenth Century.* Penguin, 1953.
Habbakuk, H. J. *American and British Technology in the Nineteenth Century.* Cambridge, 1962.
Hartwell, R. M. (ed.). *The Causes of the Industrial Revolution in England.* Methuen University Paperback, 1967.
Heaton, H. *The Yorkshire Woollen and Worsted Industries from the Earliest Times up to the Industrial Revolution.* Clarendon, 1965.
Hobsbawm, E. J. *Industry and Empire.* Weidenfeld & Nicolson, 1968.
Hoskins, W. G. *The Midland Peasant.* Macmillan, 1957.
Imlah, A. H. *Economic Elements in the Pax Britannica.* Harvard U.P., 1958. Methuen University Paperback, 1967.
Jones, E. L. (ed.). *Agriculture and Economic Growth in England 1650-1815.*
Jones, G. P. and Poole, A. G. *A Hundred Years of Economic Development in Great Britain.* Duckworth, 1940.
Mingay, G. *English Landed Society in the Eighteenth Century.* Routledge, 1963.
Mitchell, B. R. and Deane, P. *Abstract of British Historical Statistics.* Cambridge, 1962.
Pollard, S. *The Development of the British Economy, 1914-50.* Arnold. 1962.
Ramsey, P. *Tudor Economic Problems.* Gollancz, 1963.
Rostow, W. W. *British Economy of the Nineteenth Century: Essays.* Clarendon, 1948.
Saul, S. B. *Studies in British Overseas Trade, 1870-1914.* Liverpool U.P., 1960.
Schumpeter, E. B. *English Overseas Trade Statistics, 1697-1808.* Clarendon, 1960.
Smelser, N. J. *Social Changes in the Industrial Revolution.* Routledge & Paul, 1959.
Supple, B. E. *Commercial Crisis and Change in England, 1600-42.* Cambridge, 1959.
Thompson, E. P. *The Making of the English Working Class.* Gollancz, 1963.

Thompson, F. M. L. *English Landed Society in the Nineteenth Century.* Routledge, 1963.
Wilson, C. H. *England's Apprenticeship, 1603-1763.* Longmans, 1965.
Wilson, C. H. *Profit and Power: a Study of England and the Dutch Wars.* Longmans Green, 1957.
Wilson, E. M. C. *Essays in Economic History.* St. Martin's Press, 1962.
Youngson, A. J. *The British Economy, 1920-57.* Allen & Unwin, 1960.

15.303 Economic History II

The economic history of Australia.

TEXT BOOKS

Butlin, N. *Investment in Australian Economic Development, 1861-1900.* Cambridge, 1964.
Clarke, C. M. H. *Sources of Australian History.* World's Classics, 1957.
Fitzpatrick, B. *British Empire in Australia, 1834-1939.* Melbourne U.P., 1949.

REFERENCE BOOKS

Aitken, H. G. (ed.). *The State and Economic Growth.* N.Y. Social Science Research Council, 1959.
Barnard, A. *The Australian Wool Market, 1840-1900.* Melbourne U.P., 1958.
Barnard, A. (ed.). *The Simple Fleece.* Melbourne U.P., 1962.
Barnard, A. *Visions and Profit.* Melbourne U.P., 1961.
Butlin, N. G. *Australian Domestic Product, Investment and Foreign Borrowing, 1861-1938-39.* Cambridge, 1962.
Butlin, S. J. *Foundations of the Australian Monetary System, 1788-1851.* Melbourne U.P., 1953.
Butlin, S. J. *Australian and New Zealand Bank.* Longmans Green, 1961.
Butlin, S. J. *War Economy, 1939-42.* Australian War Memorial, 1955.
Clark, C. M. H. *Select Documents in Australian History, Vol. I.* Angus and Robertson, 1950.
Clark, C. M. H. *Select Documents in Australian History, Vol. II.* Angus and Robertson, 1955.
Dunsdorf, E. *The Australian Wheat-Growing Industry.* Melbourne U.P., 1956.
Fitzpatrick, B. *British Imperialism and Australia, 1788-1833.* Allen & Unwin, 1939.
Goodwin, C. D. W. *Economic Inquiry in Australia.* Duke U.P., 1966.
Hunter, A. (ed.). *The Economics of Australian Industry: Studies in Environment and Structure.* Melbourne U.P., 1963.
Madgwick, R. B. *Immigration into Eastern Australia, 1788-1851.* Longmans, 1937.
Mills, R. C. *The Colonization of Australia, 1829-42.* Sidgwick and Jackson, 1915.
O'Brien, E. *The Foundation of Australia.* Angus and Robertson, 1950.
Roberts, S. H. *History of Australian Land Settlement.* Macmillan-Melbourne U.P., 1924.
Roberts, S. H. *The Squatting Age in Australia.* Melbourne U.P., 1965.
Shann, E. *An Economic History of Australia.* Cambridge, 1938.
Shann, E. and Copland, D. B. *The Battle of the Plans.* Angus and Robertson, 1931.
Wood, G. L. *Borrowing and Business in Australia.* Oxford, 1930.

15.304 Economic History IV (Honours)

Available for Honours Students only.

Texts and References available on application to the Lecturer-in-charge.

15.312 Economic History I (Honours)

Includes 15.302 Economic History I, as well as additional and more advanced work in some aspects of the material treated in the pass course. Students must attend lectures in 15.302 and special honours seminars.

TEXT AND REFERENCE BOOKS

See Text and Reference book lists for 15.302. Additional texts for the honours part of the course will be indicated by the Lecturer-in-charge at the beginning of 1969.

15.313 Economic History III (Honours)

Available for Honours Students only.

Texts and References available on application to the Lecturer-in-charge.

15.401 Business Statistics

An introductory course giving an overview of the principal topics in statistics, together with more detailed development of some of the simpler statistical concepts. No mathematical knowledge beyond the scope of high school algebra is assumed. In addition to theoretical knowledge, the student will acquire, it is hoped, a readiness to think analytically and a critical approach to the use of numerical data.

The following topics are covered: the frequency distribution and its description; elementary probability; principles of sampling; confidence intervals; tests of hypotheses; quality control; simple linear regression; index numbers; time series.

PRELIMINARY READING

Moroney, M. J. *Facts from Figures.* Pelican, 1954.
Reichmann, W. J. *Use and Abuse of Statistics.* Pelican.

TEXT BOOKS

Spiegel, M. R. *Theory and Problems of Statistics.* Schaum, 1961.
Yamane, T. *Statistics: An Introductory Analysis.* 2nd ed. Harper and Row, 1965.
Yamane, T. *Problems to Accompany "Statistics: An Introductory Analysis".* 2nd ed. Harper and Row, 1965.

REFERENCE BOOKS

Freund, J. E., and Williams, F. J. *Modern Business Statistics.* Pitman, 1961.
Hoel, P. G. *Elementary Statistics.* Wiley, 1966.
Lindley, D. V. and Miller, J. C. *Cambridge Elementary Statistical Tables.* Cambridge, 1953.

Neter, J. and Wasserman, W. *Fundamental Statistics for Business and Economics.* Allyn & Bacon, 1956.
Palmer, G. R. *A Guide to Australian Economic Statistics.* Macmillan, 1966.
Parl, B. *Basic Statistics.* Doubleday, 1967.
Slonim, M. J. *Sampling in a Nutshell.* Simon & Schuster, 1960.
Wallis, W. A. and Roberts, M. V. *Statistics—A New Approach.* Free Press, 1956.
Walpole, R. E. *Introduction to Statistics.* Macmillan, 1968.

15.402 Econometric Methods

A sequel to Business Statistics. The course develops statistical ideas in business decision-making and multiple regression analysis with economic applications. The third term deals with linear programming.

Tutorials and classes in practical computation will be held regularly during the course.

Text and reference books will be announced at the commencement of the course.

15.422 Statistical Analysis I

A formal presentation of the theory of probability and statistical inference. The theory will be presented at a sufficiently advanced level to serve as a sound basis for the subsequent study of its application to economic problems.

TEXT BOOKS

Freund, J. E. *Mathematical Statistics.* Prentice-Hall, 1962.

REFERENCE BOOKS

Brunk, H. *An Introduction to Mathematical Statistics.* 2nd ed. Ginn, 1965.
Hoel, P. G. *Introduction to Mathematical Statistics.* 3rd ed. Wiley, 1962.
Hogg, R. V. and Craig, A. T. *Introduction to Mathematical Statistics.* 2nd ed. Collier-Macmillan Paperback, 1966.
Mood, A. M. and Graybill, F. A. *Introduction to the Theory of Statistics.* McGraw-Hill, 1963.

Further text books will be announced at the commencement of the course.

15.423 Statistical Analysis II

This subject is to provide a detailed study of linear statistical models. The treatment is primarily theoretical and includes the statistical foundations of various techniques used in present-day econometrics.

TEXT BOOKS

Graybill, F. A. *An Introduction to Linear Statistical Models.* Vol. I. McGraw-Hill, 1961.
Johnston, J. *Econometric Methods.* McGraw-Hill, 1964.

REFERENCE BOOKS

Anderson, T. W. *Introduction to Multivariate Statistical Analysis.* Wiley, 1958.
Bellman, R. *Introduction to Matrix Analysis.* McGraw-Hill, 1960.
Malinvaud, E. *Statistical Methods of Econometrics.* North-Holland, 1966.

15.433 Applied Statistics

Introduction to statistical decision theory and to the techniques of social sampling.

TEXT BOOKS

Cochran, W. G. *Sampling Techniques.* 2nd ed. Wiley, 1963.
Raiffa, H. and Schlaifer, R. *Applied Statistical Decision Theory.* Latest edition, Harvard U.P.

15.434 Econometrics

A study of estimation procedures for single and simultaneous stochastic equation models. Aspects of time series analysis.

Mention will be made throughout the course of applied econometric investigations, and journal references will be given from time to time as additional reading.

TEXT BOOKS

Goldberger, A. S. *Econometric Theory.* Wiley, 1964.
Johnston, J. *Econometric Methods.* McGraw-Hill, 1963.

REFERENCE BOOKS

Brennan, M. J. *Preface to Econometrics.* South Western, 1960.
Christ, C. *Econometric Methods and Models.* Wiley, 1966.
Klein, L. R. *Introduction to Econometrics.* Prentice-Hall, 1962.
Klein, L. R. *A Textbook of Econometrics.* Row Petersen, 1953.
Malinvaud, E. *Statistical Methods of Econometrics.* North-Holland. 1966.

15.443 Mathematical Economics

Optimizing behaviour of the individual and of the firm. Linear programming and linear economic models. Economic growth, stability and technological change. Macroeconomic planning and policy.

REFERENCE BOOKS

Allen, R. G. D. *Macro-economic Theory.* Macmillan, 1967.
Bergstrom, A. R. *The Construction and Use of Economic Models.* English U.P., London, 1967.
Dorfman, R. Samuelson, P. A. and Solow, R. *Linear Programming and Economic Analysis.* McGraw-Hill, 1961.
Gale, D. *The Theory of Linear Economic Models.* McGraw-Hill, 1960.
Hadley, G. *Linear Programming.* Addison-Wesley, 1962.
Henderson, M., and Quandt, R. *Microeconomic Theory.* McGraw-Hill, 1958.

15.471 Mathematics for Commerce

Calculus up to partial derivatives and Jacobians. Simple ordinary differential equations. Linear difference equations. Elementary matrix algebra. Systems of linear differential and difference equations.

This subject will not be offered in 1969.

15.502 Industrial Relations I

The rules of the workplace, their formulation, enforcement and modification. These rules are framed within three contexts—technical, market or budget, and socio-political. The groups concerned with rule-making develop ideologies to support their rules and institutions. The structure, government, goals and methods of these institutions are studied in some detail.

Industrial relations systems are studied at three levels—the firm, the industry and the nation. Throughout the course emphasis is placed on factors causing changes in a system. Examples will be drawn mainly from the systems of Australia and Britain or the United States.

PRELIMINARY READING

Fraser, R. *Work—20 Personal Essays.* Pelican. Harmondsworth, 1968.
Ramsay, R. A. *Managers and Men.* Ure Smith, 1966.
Sutcliffe, J. T. *A History of Trade Unionism in Australia.* Macmillan, Melbourne, 1967.

TEXT BOOKS

Estey, M. *The Unions: Structure, Development and Management.* Harcourt Brace, 1967.
Ford, G. W. and Matthews, P. W. D. (eds.). *Australian Trade Unions.* Sun Books, Melbourne, 1968.
Isaac, J. E. and Ford, G. W. (eds.). *Australian Labour Relations: Readings.* Sun Books, 1968.
Pelling, H. *A History of British Trade Unionism.* Pelican Harmondsworth, 1963.
Walker, K. F. *Australian Industrial Relations Systems.* 2nd ed. Harvard U.P., 1969.

REFERENCE BOOKS

Allen, V. L. *Militant Trade Unionism.* Merlin Press, 1967.
Anderman, S. D., trans. *Trade Unions and Technological Change.* Allen & Unwin, London, 1967.
Bakke, E. W., Kerr, C. and Anrod, C. W. (eds.). *Unions, Management and the Public.* 3rd ed. Harcourt Brace, 1967.
Barbash, J. *Structure, Government and Politics of American Unions.* Random House, 1967.
Blackburn, R. and Cockburn, A. *The Incompatibles: Trade Union Militancy and the Consensus.* Penguin, Harmondsworth, 1967.
Briggs, A. and Saville, J. (eds.). *Essays in Labour History.* Papermac 191. Macmillan, London, 1967.

Burke, J. G. (ed.). *The New Technology and Human Values.* Wadsworth, Belmont, Cal., 1966.
Dunlop, J. T. *Industrial Relations Systems.* Henry Holt, 1958.
Fitzpatrick, B. *A Short History of the Australian Labour Movement.* Macmillan, Melbourne, 1968.
Flanders, A. (ed.). *Readings in Collective Bargaining.* Penguin. Harmondsworth, 1969.
Ford, G. W. (ed.) *Automation: Threat or Promise—Impact and Implications for Australia.* A.N.Z.A.A.S., Sydney, 1968.
Isaac, J. E. and Ford, G. W. (eds.). *Australian Labour Economics: Readings.* Sun Books, 1967.
Kornhauser, A., Dubin, R. and Ross, A. M. (eds.). *Industrial Conflict.* McGraw-Hill, 1954.
Lester, R. A. (ed.). *Labour Readings on Major Issues.* Random House, 1965.
Roberts, B. C. (ed.). *Industrial Relations: Contemporary Issues.* Macmillan, London, 1968.
Sharp, I. G. and Tatz, C. M. (eds.). *Aborigines in the Economy.* Jacaranda Press, Brisbane, 1968.
Somers, G. G., Cushman, E. L. and Weinberg, N. (eds.). *Adjusting to Technological Change.* Harper & Row, N.Y., 1963.
Stevens, F. *Equal Wages for Aborigines: The Background to Industrial Discrimination in the Northern Territory.* Aura Press, Sydney, 1968.
Stevens, F. *From Segregation to Citizen: A History of Aboriginal Policy in North Australia.* Nelson, Sydney, 1969.
Stieber, J. (ed.). *Employment Problems of Automation and Advanced Technology: An International Perspective.* Macmillan, London, 1966.

15.503 Industrial Relations II

Comparative industrial relations systems, with emphasis on the diversity of ideas, beliefs, institutions, problems and solutions in industrial relations systems in countries with differing economic, social and political systems, and in different stages of development.

One term each will be devoted to the study of (a) systems at the level of the firm and the industry; (b) differing national systems; (c) the process of change in industrial relations.

PRELIMINARY READING

Kerr, C. *Labor and Management in Industrial Society.* Anchor Books, 1964.
Friedland, W. H. *Unions and Industrial Relations in Underdeveloped Countries.* Cornell University, 1963.

TEXT BOOKS

Flanders, A. *The Fawley Productivity Agreements: A Case Study of Management and Collective Bargaining.* Faber and Faber, 1964.
Ross, A. M. *Industrial Relations and Economic Development* (Macmillan, 1966.

Royal Commission on Trade Unions and Employers' Associations. Report. H.M.S.O., London, 1968.
Sayles, L. R. and Strauss, G. *The Local Union.* Rev. ed. Harcourt, Brace and World, 1967.

REFERENCE BOOKS

Barkin, S., Meyers, F. and Kassalow, E. M. (eds.). *International Labor.* Harper & Row, 1967.
Blauner, R. *Alienation and Freedom: The Factory Worker and His Industry.* University of Chicago Press, 1964.
Fensham, P. J. and Hooper, D. *The Dynamics of a Changing Technology.* Tavistock Publications, 1964.
Galenson, W. (ed.). *Labor and Economic Development.* Wiley, 1959.
Galenson, W. (ed.). *Labor in Developing Countries.* California U.P., 1962.
Ghosh, S. *Trade Unionism in the Underdeveloped Countries.* Bookland Private, Calcutta, 1960.
Gouldner, A. W. *Patterns of Industrial Bureaucracy.* Free Press, 1954.
Kerr, C. et al. *Industrialism and Industrial Man.* 2nd ed. Oxford Galaxy, 1964.
Labour Relations in Asian Countries: Proceedings of the Second International Conference on Industrial Relations. Japan Institute of Labor, Tokyo, 1967.
Lupton, T. *On the Shop Floor: Two Studies of Workshop Organization and Output.* Pergamon, 1963.
McCarthy, W. E. J. *The Role of Shop Stewards in British Industrial Relations.* Research Paper No. 1, Royal Commission on Trade Unions and Employers' Associations, H.M.S.O., London, 1967.
McCarthy, W. E. J. and Parker, S. R. *Shop Stewards and Workshop Relations.* Research Paper No. 10, Royal Commission on Trade Unions and Employers' Associations, H.M.S.O., London, 1968.
Millen, B. *The Political Role of Labor in Developing Countries.* Brookings Institution, Washington, 1963.

15.512 Industrial Relations I (Honours)

Includes 15.502 Industrial Relations I as well as more advanced work on some aspects of the pass course. Additional reading for the honours part of the course will be announced in lectures.

15.513 Industrial Relations II (Honours)

Includes 15.503 Industrial Relations II as well as more advanced work on some aspects of the pass course. Additional reading for the honours part of the course will be announced in lectures.

15.504 Industrial Relations III

A critical examination of the methodology of industrial relations covering such topics as the extent and depth of existing knowledge, the formulation of meaningful problems, the establishment of criteria for assessing various systems, the possibility of general theories, the relationship of the subject to other fields of knowledge such as economics, sociology, psychology, politics and law. This will be followed with detailed studies of particular issues.

TEXT BOOKS

Derber, M. *Research in Labor Problems in the United States.* Random House, N.Y., 1967.

Walker, K. F. *Research Needs in Industrial Relations.* Rev. ed. Cheshire, Melbourne, 1964.

15.552 Industrial Law I

Introduction to law, the Australian Federal system, interpersonal legal relations in industry.

TEXT BOOKS

Glass, H. H. and McHugh, M. H. *The Liability of Employers.* Law Book Co., 1966.

Cooper, W. M. and Wood, J. C. *Outlines of Industrial Law.* Butterworth, 1966.

REFERENCE BOOKS

Allen, C. K. *Law in the Making.* Oxford, 1964.

Archer, Peter. *The Queen's Courts.* Pelican, 1963.

Baalman, John. *Outline of Law in Australia.* Law Book Co., 1955.

Boulter, M. *Workers' Compensation Practice in New South Wales.* Law Book Co., 1966.

Derham, D. P., Maher, F. K. H., and Waller, P. L. *An Introduction to Law.* Law Book Co., 1966.

Dias, R. W. M. and Hughes, G. B. H. *Jurisprudence.* Butterworth, 1964.

Else-Mitchell, R. (ed.). *Essays on the Australian Constitution.* Law Book Co., 1961.

Fleming, J. G. *The Law of Torts.* Law Book Co., 1965.

Harding, Alan. *A Social History of English Law.* Pelican, 1966.

Kiralfy, A. K. *The English Legal System.* Sweet and Maxwell, 1960.

Lane, P. H. *Australian Constitutional Law.* Law Book Co., 1964.

Lloyd, Dennis. *The Idea of Law.* Penguin, 1964.

Mills, C. P. *Workers' Compensation Law—N.S.W.* Butterworth, 1968.

Munkman, John. *Employers' Liability.* Butterworth, 1962.

Plucknett, T. F. T. *A Concise History of the Common Law.* Butterworth, 1956.

Post-Graduate Lectures in Industrial Law. University of Sydney Law School, 1967.

Sykes, E. I. *Strike Law in Australia.* Law Book Co., 1960.

Sykes, E. I. *The Employer, the Employee and the Law.* Law Book Co., 1964.

Wedderburn, K. W. *The Worker and the Law.* Pelican, 1965.

Windeyer, W. J. V. *Lectures on Legal History.* Law Book Co., 1957.

Wynes, W. A. *Legislative, Executive and Judicial Powers in Australia.* Law Book Co., 1962.

15.553 Industrial Law II

The general nature of the law of group relationships, dispute settlements, trade union and strike law.

TEXT BOOKS

Portus, J. H. *The Development of Trade Union Law in Australia.* Melbourne U.P., 1958.

Sykes, E. I. *Strike Law in Australia.* Law Book Co., 1960.

Citrine, N. A. *Trade Union Law.* Stevens, 1960.

REFERENCE BOOKS

Cooper, W. M. and Wood, J. C. *Outlines of Industrial Law*. Butterworth, 1966.
Dey, J. F. and others (eds.). *An Outline of Industrial Law*. Law Book Co., 1965.
Else-Mitchell, R. (ed.). *Essays on the Australian Constitution*. Law Book Co., 1961.
Falcone, N. S. *Labor Law*. Wiley, 1962.
Flanders, A. and Clegg, H. A. (eds.). *The System of Industrial Relations in Great Britain*. Blackwell. 1963.
Fleming, J. G. *The Law of Torts*. Law Book Co., 1965.
Fridman, G. H. L. *The Modern Law of Employment*. Stevens, 1963.
Isaac, J. E. and Ford, G. W. *Australian Labour Relations: Readings*. Sun Book Co., 1966.
Kahn-Freund, O. (ed.). *Labour Relations and the Law*. Stevens, 1965.
Lane, P. H. *Some Principles and Sources of Australian Constitutional Law*. Law Book Co., 1964.
Nolan and Cohen (ed. Mills). *N.S.W. Industrial Law*. 2nd. ed. Butterworth, 1960, and cumulative supplements.
Nolan and Cohen (ed. Mills). *Federal Industrial Law*. 3rd ed. Butterworth, 1963, and cumulative supplements.
Northrup, H. R. and Bloom, G. F. *Government and Labour*. Irwin, 1963.
O'Dea, R. *Industrial Relations in Australia*. West, 1965.
Salmond, J. *Torts*. Sweet & Maxwell, 1965.
Thomson, D. C. *Industrial Law*. University of Sydney Law School, 1967.
Vester, H. and Gardner, A. H. *Trade Union Law and Practice*.
Wedderburn, K. W. *The Worker and the Law*. Penguin Books, 1965.
Wynes, W. A. *Legislative, Executive and Judicial Powers in Australia*. Law Book Co., 1962.
Post-Graduate Lectures in Industrial Law. University of Sydney Law School, 1967.

15.105G Welfare Economics

This subject will not be offered in 1969.

15.115G Industrial Economics*

Economic problems encountered at the level of plants, firms and industries as well as the managerial and public policies affecting them.

15.125G Economic Policy

Commercial policy, stabilization policy, the policies for economic growth.

TEXT BOOKS

Hagger, A. J. *Price Stability, Growth and Balance*. Cheshire, 1968.
Hansen, B. *The Economic Theory of Fiscal Policy*. Allen & Unwin, 1958.
Johansen, L. *Public Economics*. North Holland, 1965.
Thorn, R. S. *Monetary Theory and Policy*. Random House, 1966.
Tinbergen, J. *Economic Policy: Principles and Design*. North Holland, 1956.

* Text and reference lists available on application to the School of Economics.

Extensive use will be made of journal articles and other selected references, details of which will be made available to enrolled students.

15.134G Economic Theory A

Scope and method, microeconomic theory, including production and pricing theory, and the theory of international trade.

TEXT BOOKS

American Economic Association. *Surveys of Economic Theory.* Vol. II. Macmillan, London, 1965.

Baumol, W. J. *Economic Theory and Operations Analysis.* 2nd. ed. Prentice-Hall, 1965.

Caves, R. E. and Johnson, H. G. (eds.). *Readings in International Economics.* Allen & Unwin, 1968.

Krupp, S. B. (ed.). *The Structure of Economic Science.* Prentice-Hall, 1966.

Rivett, K. *Economics and Economy.* Laski Institute of Political Science, 1958.

A list of reference books will be provided for students taking the subject.

15.144G Economic Theory B

Macroeconomic theory, including Keynesian equilibrium theory, long-run equilibrium and short-run disequilibrium dynamics.

TEXT BOOKS

Ackley, G. *Macroeconomic Theory.* Student ed., Collier-Macmillan, 1967.

Allen, R. G. D. *Macroeconomic Theory.* Macmillan, 1967.

Eltis, W. A. *Economic Growth.* Hutchinson, 1966.

Hicks, J. R. *Capital and Growth.* Oxford, 1965.

A list of journal articles and other recommended references will be made available to enrolled students.

15.435G Advanced Econometrics

This subject will not be offered in 1969.

15.445G Advanced Mathematical Economics

This subject will not be offered in 1969.

15.474G Mathematics for Economists

Calculus up to partial derivatives, simple differential equations, linear difference equations, elementary matrix algebra.

TEXT BOOKS

Huang, D. S. *Introduction to the Use of Mathematics in Economic Analysis.* Wiley, 1964.

Archibald, G. C. and Lipsey, R. G. *An Introduction to a Mathematical Treatment of Economics.* Weidenfeld & Nicolson, 1967.

GRADUATE SCHOOL OF BUSINESS

(i) SUBJECTS FOR MASTER OF BUSINESS ADMINISTRATION

24.001G Organisation and Management Theory

The course will be presented in two main sections, Organisation Theory and Management Theory. It will be prefaced by an examination and evaluation of the contributions to theory of such writers as F. W. Taylor, H. Fayol, E. Mayo, L. F. Urwick, M. P. Follett, and C. Barnard. Then will follow an analysis of organisation under the following headings: the organisation and its goals; the organisation as a system; the organisation as a structure; organisational planning; the informal structure; the tools of organisational analysis. Under management theory students will be required to examine the functions of the manager, his role in organisational integration, criteria for measuring managerial performance, and the concept of professional management.

TEXT BOOKS

Barnard, C. I. *The Functions of the Executive.* Harvard U.P., 1964.
Collins, A. K. *The Dynamics of Organization.* Sun Books, 1968.
Craig, H. *Australian Case Studies in Business Administration.* 2nd ed., Law Book Co., Sydney, 1966.
Koontz, H. and O'Donnell, C. *Management: A Book of Readings.* 2nd ed. McGraw-Hill Paperbacks, 1968.
March, J. G. and Simon, H. A. *Organizations.* Wiley, N.Y., 1958.
O'Donnell, C. *Cases in General Management.* Irwin, 1965.

REFERENCE BOOKS

Argyris, C. *Interpersonal Competence and Organizational Effectiveness.* Irwin, Ill., 1962.
Blake, R. and Mouton, J. *The Managerial Grid.* Gulf Publishing, Houston, 1964.
Blau, P. and Scott, W. F. *Formal Organizations—A Comparative Approach.* Chandler Publishing, San Francisco, 1962.
Brown, J. A. C. *The Social Psychology of Industry.* Pelican, 1963.
Etzioni, A. *Complex Organizations—A Sociological Reader.* Holt, Rinehart & Winston, N.Y., 1965.
Fayol, H. *General and Industrial Administration.* Pitman, London, 1949.
Gore, W. J. *Administrative Decision Making.* Wiley, N.Y., 1964.
Katz, D. and Kahn, R. *The Social Psychology of Organizations.* Wiley, N.Y., 1966

24.002G Behavioural Science

This strand will introduce students to the psychological and sociological factors affecting organisational behaviour in general, and the individual and the group in particular. Organisations are viewed as human systems subject to the interplay of individual and group psychological factors under varying conditions of constraint. The course will begin with a general introduction to psychology with special emphasis on individual

differences, perception, learning and motivation. It will deal briefly with the determinants of behaviour, the basic processes of personality development, and learning theory.

Students will then be introduced to a study of individual and group relations within the organisation. This part of the course will be directed towards the following main areas: the individual and his place in the organisation, informal organisation and its relations with the formal structure, group dynamics, systems and sub-systems, individual and group motivation, communications within the organisation, leadership theory, the nature of authority, human engineering principles, human behaviour in marketing situations, techniques of personnel control.

TEXT BOOKS

Barnett, A. *The Human Species.* Pelican, 1963.
Cattell, R. B. *The Scientific Analysis of Personality.* Penguin, 1965.
Drever, J. *A Dictionary of Psychology.* Pelican, 1960.
Krech, D. and Crutchfield, D. *The Individual in Society.* McGraw-Hill, 1964.
Kahn, R. and Cannell, C. F. *The Dynamics of Interviewing.* Wiley. 1967.
Sartain, A. and North, A., et al. *Psychology. Understanding Human Behaviour.* 3rd ed. McGraw-Hill, 1967.

REFERENCE BOOKS

Arbuckle, D. S. *Counselling: Philosophy, Theory and Practice.* Allyn & Bacon, 1965.
Argyris, C. *Integrating the Individual and the Organisation.* Wiley, 1964.
Coleman, J. C. *Abnormal Psychology and Modern Life.* Scott Foresman, 1960.
Kahn, R. and Wolfe, D., *et al. Organisational Stress.* Wiley, 1964.
Katz, D and Kahn, R. *The Social Psychology of Organisations.* Wiley, 1966.
Lopez, F. *Personnel Interviewing.* McGraw-Hill, 1965.
McCormick, E. J. *Human Engineering.* McGraw-Hill, 1957.
McGregor, D. *The Human Side of the Enterprise.* McGraw-Hill, 1960.
Morgan, C. and King, R. *Introduction to Psychology.* McGraw-Hill, 1966.
Sprott, W. J. *Human Groups.* Pelican, 1962.
Stefflre, B. *Theories of Counselling.* McGraw-Hill. 1965.

24.003G Quantitative Methods

This strand will be concerned with the methodology of a quantitative approach to decision making in complex situations. It will consist of the presentation of the decision making process in a logical manner introducing the concepts of scientific method and of statistical and mathematical techniques as they become applicable. A broad outline of the strand is: *Problem Formulation* requiring an analysis of the overall operation resulting in the determination of objectives, the selection of suitable measures of effectiveness and system parameters. *Model Construction* requiring first the search for a relationship between the measure of effectiveness and the set of system parameters, and second the quantification of the model requiring the introduction of statistical techniques. *Model Solving* requiring the optimisation of the measure of effectiveness

with respect to the set of system parameters using analytical and enumerative techniques and vicarious experimentation. *Electronic Data Processing* covering an introduction to the use of EDP in business situations and decision problem areas.

TEXT BOOKS

Ackoff, R. L. and Sasieni, M. W. *Fundamentals of Operations Research.* Wiley, N.Y., 1968.
Forester, J. *Statistical Selection of Business Strategies.* Irwin, Ill., 1968.
Horowitz, I. *An Introduction to Quantitative Business Analysis.* McGraw-Hill, N.Y., 1965.

REFERENCE BOOKS

Ackoff, R. L. *Scientific Method: Optimising Applied Research Decisions.* Wiley, N.Y., 1962.
Bierman, H. et al. *Quantitative Analysis for Business Decisions.* Irwin, Ill., 1965.
Goetz, W. E. *Quantitative Methods: A Survey and Guide for Managers.* McGraw-Hill, N.Y., 1965.
Howell, J. E. and Teichroew, D. *Mathematical Analysis for Business Decisions.* Irwin, Ill., 1963.
Kurnow, E. et al. *Statistics for Business Decisions.* Irwin, Illinois, 1959.
McMillan, C. and Gonzalez, R. F. *Systems Analysis: A Computer Approach to Decision Models.* Irwin, Ill., 1965.
Martin, E. W. *Electronic Data Processing—An Introduction.* Rev. ed., Irwin, Ill., 1965.
Moroney, M. J. *Facts from Figures.* Pelican, 1962.
Nemhauser, G. L. *Introduction to Dynamic Programming.* Wiley, N.Y., 1966.
Teichroew, D. *An Introduction to Management Science: Deterministic Models.* Wiley, N.Y., 1964.

24.004G Management Accounting

The subject will be divided into two main areas:

1. Initially the student will be provided with an introduction to accounting concepts and the mechanics of double entry and historical recording. Instruction will be given in the preparation of accounting reports and data with emphasis on accounting for administrative needs.
2. The second part of the subject will consist of an introduction to the principles and practices of finance and their applications in business administration.

Throughout this subject considerable use of the case method will be made and it is expected that the student will become aware of the practical implications of what he has learnt and proficient in his use of accounting and financial techniques.

TEXT BOOKS

Greene, William C. *Case Problems in Managerial Accounting.* Holt, Rinehart and Winston, 1965.
Hunt, P., Williams, C. M. and Donaldson, G. *Basic Business Finance.* 3rd ed., Irwin, 1966.
Moore, C. L. and Jaedicke, R. K. *Managerial Accounting.* South-Western, 1963.

REFERENCE BOOKS

Burke, W. L. and Smyth, E. B. *Accounting for Management.* Law Book Co., 1966.
Chambers, R. J. et al. (eds.). *The Accounting Frontier.* F. W. Cheshire, 1965.
Chambers, R. J. *Financial Management.* 3rd ed. Law Book Co., 1967.
Gordon, M. J. and Shillinglaw, G. *Accounting—A Management Approach.* 3rd ed. Irwin, 1964.
Mathews, R. *Accounting for Economists.* Cheshire, 1962.
van Horne, J. C. *Financial Management and Policy.* Prentice-Hall, 1968.
Walker, E. W. and Baughn, W. H. *Financial Planning and Policy.* Student ed., Harper & Row, 1964.
Yorston, R. K. and Brown, S. R. *Company Law.* 2nd ed. Law Book Co., 1965.
Yorston, R. K., Smyth, E. B. and Brown, S. R. *Accounting Fundamentals.* 6th ed. Law Book Co., 1965.

24.005G and 24.105G Social Framework of Business

The first part of this course is concerned with analysing the significance of those institutions which have a direct impact on the modern business organisation. The role of government, the public service and the other administrative arms of government in modern society will be examined, and in particular within the Australian context. The role of trade unions and employer organisations and the impact of like voluntary institutions on business will also be examined. The social status of the modern corporation will be analysed, and with it the obligations of business in the modern economy. The social responsibilities of the corporation and of its managers to the various groups in society will be viewed.

In the second part of the course students will be expected to examine in detail the phenomenon of the American New Deal and the changes which have overtaken the American economy during the last half century. The nature of modern capitalism will be reviewed, together with the impact upon it of Marxism and other forms of political socialism.

24.005G

TEXT BOOKS

Bronowski, J. and Mazlich, B. *The Western Intellectual Tradition.* Pelican, 1963.
Caiden, C. *The Commonwealth Bureaucracy.* Melbourne U.P., 1967.
Kardiner, A. and Preble E. *They Studied Man.* Mentor Paperbacks, N.Y., 1961.
Spann, R. N. (ed.). *Public Administration in Australia.* Pelican, 1965.

REFERENCE BOOKS

Blau, P. M. *Bureaucracy in Modern Society.* Random House, N.Y., 1962.
Clark, M. *A Short History of Australia.* Mentor, Sydney, 1965.
Galbraith, J. K. *The New Industrial State.* Hamish Hamilton, 1967.
McGuire, J. W. *Business and Society.* McGraw-Hill, N.Y., 1963.

Parsons, T. (ed.). *Theories of Society, Vols. I and II.* The Free Press. 1961.
Riesman, D., et al. *The Lonely Crowd.* Doubleday-Anchor Paperback, N.Y., 1955.
Ruitenbeek, H. M. *The Individual and the Crowd.* Mentor Paperback, N.Y., 1965.
Wernette, J. P. *Government and Business.* Macmillan, N.Y., 1964.

24.105G

TEXT BOOKS

Coleman, P. ed. *Australian Civilization. Cheshire, 1962.*
Crisp, L. F. *Australian National Government.* Longmans, Melbourne, 1965.
McGregor, Craig. *Profile of Australia.* Hodder & Stoughton, London, 1966.
Mayer, H. (ed.). *Australian Politics—A Reader.* Cheshire, Melbourne, 1966.

REFERENCE BOOKS

Cochran, T. C. *American Business System—A Historical Perspective 1900-1955.* Harper & Row, N.Y., 1957.
Condliffe, J. B. *The Development of Australia.* Ure Smith, 1964.
Horne, D. *The Lucky Country.* Penguin, 1966.
Hunter, A. (ed.). *The Economics of Australian Industry.* Melbourne U.P., 1963.
Karmel and Brunt. *The Structure of the Australian Economy.* Cheshire, Melbourne, 1966.
Miller, J. D. B. *Australian Government and Politics.* Duckworth, London, 1961.
Nye, R. B. and Morpurgo, J. E. *The Growth of the U.S.A.* Pelican. 1965.
Pringle, J. D. *The Australian Accent.* Chatto & Windus, London, 1959.
Wilkes, J. and Benson, S. E. *Trade Unions in Australia.* Angus & Robertson, Sydney, 1959.

24.006G Business Economics

Business Economics may be defined as the integration of economic theory and business practice for the purpose of facilitating decision making and forward planning by management in the face of uncertainty. The subject will cover macro-economics discussing such topics as national income, business cycles and economic policy from the point of view of the economic environment of the firm. It will also cover selected topics from micro-economics such as production theory, price theory and capital budgeting. The final section of the course will briefly survey forecasting methods.

PRELIMINARY READING

Downing, R. I. *National Income and Social Accounts.* 10th ed. Melbourne U.P., 1966.
Harcourt, G. C. Karmel, P. H. and Wallace, R. H. *Economic Activity.* Cambridge, 1967.
Karmel, P. H. and Brunt, M. *The Structure of the Australian Economy.* Cheshire, Melbourne, 1962.

TEXT BOOKS

Colberg, M. R., Forbush, D. R. and Whitaker, G. R. *Business Economics* 3rd ed. Irwin, 1964.
Lewis, J. P. and Turner, R. C. *Business Conditions Analysis.* 2nd ed., McGraw-Hill, 1967.
Lipsey, R. G. *An Introduction to Positive Economics.* Weidenfeld & Nicolson, 1966.

REFERENCE BOOKS

Arndt, H. W. and Corden, W. M. (eds.). *The Australian Economy.* Cheshire, Melbourne, 1963.
Baumol, W. J. *Economic Theory and Operations Analysis.* Prentice-Hall, N.Y., 1965.
Chamberlain, N. W. *The Firm: Micro-economic Planning and Action.* McGraw-Hill, N.Y., 1962.
Clough, D. J. *Concepts in Management Science.* Prentice-Hall, N.Y. 1963.
Dean, Joel. *Managerial Economics.* Prentice-Hall, N.Y., 1951.
Due, J. F. and Clower, R. W. *Intermediate Economic Analysis.* Irwin, Ill., 1961.
Hirst, R. R. and Wallace, R. H. (eds.). *Studies in the Australian Capital Market.* Cheshire, Melbourne, 1964.
Hunter, A. (ed.). *The Economics of Australian Industry.* Melbourne U.P., 1963.
McColl, G. D. *The Australian Balance of Payments.* Melbourne U.P., 1965.
Marris, R. *The Economic Theory of Managerial Capitalism.* Macmillan, 1964.
Watson, D. S. *Price Theory and Its Uses.* Houghton Mifflin, Boston, 1963.

24.007G Production

This strand will be concerned with organisation of the production department and engineering—economic analysis such as plant location, plant layout, product scheduling and lead-time, equipment replacement theory and depreciation and purchasing policies compared with manufacturing policies. The principles and techniques of methods engineering introducing the planning and installation of manufacturing plants; techniques of work measurement, of methods improvement, work simplification and work design.

Production planning, control system and cost analysis covering job lot production, repetitive batch production and continuous line production; factors involved in the manufacture of selective engineering components and inter-changeable engineering components.

Principles and techniques of quality control, sampling and control charting. Solution techniques for inventory, queueing, scheduling and allocation problems in the manufacturing activity.

TEXT BOOKS

Broom, H. N. *Production Management.* Rev. ed. Irwin, Ill., 1967.
Magee, J. F. and Boodman, D. M. *Production Planning and Inventory Control.* 2nd ed. McGraw-Hill, N.Y., 1967.
Olsen, R. A. *Manufacturing Management.* International Textbook Co., Penn., 1968.
Schriber, A. N. et al. *Cases in Manufacturing Management.* McGraw-Hill, N.Y., 1965.

REFERENCE BOOKS

Bowman, E. H. and Fetter, R. B. *Analysis for Production Management.* Rev. ed. Irwin, Ill., 1961.
Buffa, E. S. *Modern Production Management,* 2nd ed. Wiley International ed., N.Y., 1965.
Garrett, L. J. and Silva, M. *Production Management Analysis.* Harcourt, Brace and World, N.Y., 1966.
Neibel, B. W. *Motion and Time Study.* 3rd ed. Irwin, Ill., 1962.
Plossl, G. W. and Wight, O. W. *Production and Inventory Control.* Prentice-Hall, N.J., 1967.
Timms, H. L. *The Production Function in Business.* Rev. ed., Irwin, 1966.
Voris, W. *Production Control.* 3rd. ed. Irwin, Ill., 1966.

24.008G Marketing

This strand is concerned with providing the student with an understanding of the principles of marketing and introducing him to the problems of marketing management. Part 1 of the course will be concerned with the marketing environment and how that environment creates management problems. This section of the course will cover an introduction to the marketing problem, analysis of market transactions and a study of consumer behaviour. Parts 2 and 3 of the course will be concerned with the approach to the solution of marketing management problems. This section of the course will deal with the specific areas of product planning, pricing, channels of distribution, promotion (personal and non-personal), organisation and finally control. Throughout the course there will be an emphasis on marketing policy and the importance of public and private institutions in the formation of marketing policy.

TEXT BOOKS

Cox, K. *Analytical Viewpoints in Marketing Management.* Prentice-Hall, 1968.
Kotler, P. *Marketing Management, Analysis, Planning and Control.* Prentice-Hall, 1967.
Leighton, O. S. R. *International Marketing, Text and Cases.* McGraw-Hill, 1966.

REFERENCE BOOKS

Alderson, W. *Dynamic Marketing Behaviour.* Irwin, Ill., 1965.
Alderson, W. and Green, P. *Planning and Problem Solving in Marketing.* Irwin, Ill., 1964.
Berelson, B. and Steiner, G. *Human Behaviour: An Inventory of Scientific Findings.* Harcourt, Brace & World, 1964.
Britt, S. H. (ed.) *Consumer Behaviour and the Behavioural Sciences.* Wiley, 1966.
Britt, S. and Boyd, H. *Marketing Management and Administrative Action.* Student ed., McGraw-Hill, 1963.
Harper, D. V. *Price Policy and Procedure.* Harcourt, Brace & World, 1966.
Howard, J. *Marketing Management Analysis and Planning.* Student ed., Irwin, Ill., 1963.
Katona, G. *The Powerful Consumer.* McGraw-Hill, 1960.
Levitt, T. *Innovation in Marketing.* McGraw-Hill, 1962.
Nicosia, F. *Consumer Decision Processes.* Prentice-Hall 1966.
Pessemier, E. A. *New Product Decisions.* McGraw-Hill, 1966.
Reichard, R. *Practical Techniques of Sale Forecasting.* McGraw-Hill, 1966.
Staudt, T. A. and Taylor, D. A. *A Managerial Introduction to Marketing.* Prentice-Hall, 1965.

24.009G Business Policy

This strand is an important one in the teaching of business administration because it brings together other strands, integrating them and applying the various analytical tools discussed elsewhere, to situations in which policy for the organisation as a whole has to be formulated, decisions taken and carried into effect. It is not only advisable but highly desirable that students should be introduced at this stage in the programme to a comprehensive range of business policy cases. These will be drawn from many sources—from textual case studies, from the Harvard series and from local examples. Students will be expected to analyse the cases placed before them and to present their own solutions to the problems raised, make the appropriate decisions and outline the subsequent procedures in implementation. A projection of the policies selected will be required together with their expected results.

TEXT BOOKS

Learned, E. P., Christensen, C. R. and Andrews, K. R. *Problems of General Management.* Irwin, 1961.
Learned, E. P., Christensen, C. R., Andrews, K. R. and Guth, W. D. *Business Policy Text and Cases.* Irwin, 1965.
Craig, H. F. *Australian Case Studies in Business Administration.* Law Book Co., 1966.

REFERENCE BOOKS

Lindfors, G. V. (ed.). *Intercollegiate Bibliography, Selected Cases, Business Administration.* Intercollegiate Case Clearing House, 1967.
Reports of Investigations into Factors Ltd. and Reid Murray Holdings Ltd. Vic. Govt. Printer.

24.010G International Business

This course is designed to introduce students to an understanding of the ramifications of international business in general and of the international business corporation in particular. Modern society has become accustomed to the phenomenon of the business corporation with operating and/or trading branches in many countries. In particular the role of the American, British and German based international corporations will be studied from the standpoint of their trading philosophies, their financial, production and marketing policies, as well as their attitudes to the national economies in which they have sought domicile. The problems such corporations have raised, as well as solved, will be examined.

TEXT BOOKS

Farmer, R. N. and Richman, B. M. *International Business: An Operational Theory*. Irwin, Ill., 1966.

Fayeweather, J. *Management of International Operations*. McGraw-Hill, 1960.

REFERENCE BOOKS

Barlow, E. H. *Management of Foreign Manufacturing Subsidiaries*. Harvard Business School, 1953.

Brannon, T. R. and Hodgson, F. X. *Overseas Management*. McGraw-Hill, N.Y., 1965.

Farmer, R. N. and Richman, B. M. *Comparative Management and Economic Progress*. Irwin, Ill., 1965.

Hess, J. M. and Cateora, P. R. *International Marketing*. Irwin, Ill., 1966.

McCreary, E. A. *The Americanisation of Europe*. Doubleday, N.Y., 1964.

Martyn, H. *International Business Principles and Problems*. Free Press, 1964.

24.203G Advanced Quantitative Methods

This course will pursue in depth special aspects of particular problems already introduced during the first year, or, as the case may be, second year strand.

TEXT BOOKS

Luce, R. D. and Raiffa, H. *Games and Decisions*. Wiley, N.Y., 1957.

Rapoport, A. *Two-Person Game Theory*. Ann Arbor, Michigan, 1966.

Shubik, M. ed. *Game Theory and Related Approaches to Social Behaviour*. Wiley, N.Y., 1964.

REFERENCE BOOKS

Hadley, G. *Introduction to Probability and Statistical Decision Theory*. Holden-Day, San Francisco, 1967.

Isaacs, R. *Differential Games*. Wiley, N.Y., 1965.

McKinsey, J. C. *Introduction to the Theory of Games*. McGraw-Hill, N.Y., 1952.

Schlaifer, R. *Probability and Statistics for Business Decisions*. International Student ed., McGraw-Hill, N.Y., 1959.

von Neuman and Morgenstern. *Theory of Games and Economic Behaviour*. Science ed., Wiley, N.Y., 1964.

Williams, J. D. *The Compleat Strategyst*. Rev. ed., McGraw-Hill, N.Y., 1966.

24.204G Advanced Management Accounting

This course will pursue in depth special aspects of particular problems already introduced during the first year, or, as the case may be, second year strand.

24.208G Advanced Marketing

Pursues in depth special aspects of particular problems already introduced during the first year, or, as the case may be, second year strand.

TEXT BOOKS

Boyd, H. and Westfall, R. *Marketing Research, Text and Cases.* Rev. ed. Irwin, Ill., 1964.
Neuman, J. *Marketing Management and Information.* Irwin, 1968.
Schwartz, G. (ed.) *Science in Marketing.* Wiley, N.Y., 1965.

REFERENCE BOOKS

Banks, S. *Experimentation in Marketing.* McGraw-Hill, 1965.
Cox, K. (ed.) *Readings in Market Research.* Appleton-Century-Crofts, 1967.
Cox, R., Alderson, W. and Shapiro, S. *Theory in Marketing.* Second series, Irwin, 1964.
Crane, E. *Marketing Communications: a Behavioural Approach to Men, Messages and Media.* Wiley, 1965.
Crisp, R. D. *Marketing Research.* McGraw-Hill, 1957.
Green, P. and Tull, D. *Research for Marketing Decisions.* Prentice-Hall, 1966.
Kish, L. *Survey Sampling.* Wiley, 1965.
Lucas, D. and Britt, S. *Measuring Advertising Effectiveness.* McGraw-Hill, 1963.
Mulvihill, D. and Paranka, A. *Price Policies and Practices.* Wiley, 1967.
Schreier, F. *Modern Marketing Research: A Behavioural Science Approach.* Wadsworth Pub. Co., California, 1963.
Stanton, W. and Buskirk, R. *Management of the Sales Force.* Rev. ed., Irwin, 1964.
Starch, D. *Measuring Advertising Readership and Results.* McGraw-Hill, 1966.
Stern, M. *Marketing Planning.* McGraw-Hill, 1966.
Wasson, C. *The Strategy of Marketing Research.* Appleton-Century-Crofts, 1964.
Zacher, R. V. *Advertising Techniques and Management.* Rev. ed., Irwin, 1967.

24.211G Finance

Introduction to the principles and practices of finance and their application in business administration. Problems of short and long-term debt and capital financing; methods of security distribution; financial expansion and reorganisation; the operation of specialised financial in-

stitutions; the money market; and other related topics will be discussed. Analysis of long-term investment opportunities, including criteria for selection; the use of time-adjusted figures; the consideration of uncertainty will be included in the course.

TEXT BOOK

Lerner, E. M. and Carleton, W. T. *A Theory of Financial Analysis.* Harcourt, Brace & World, 1966.

REFERENCE BOOKS

Archer, F. H. and D'Ambrosio, C. A. *Theory of Finance: A Book of Readings.* Macmillan, 1967.

Frederickson, E. B. *Frontiers of Investment Analysis.* International Textbook, 1965

Graham, Dodd and Cottle. *Security Analysis.* 4th ed. McGraw-Hill, 1962.

Johnson, R. W. *Financial Management.* 3rd ed. Allyn & Bacon, 1966.

Lerner, E. *Readings in Financial Analysis and Investment Management.* Irwin, 1963.

Lindsay, J. R. and Sametz, A. W. *Financial Management: An Analytical Approach.* Rev. ed., Irwin, 1967.

Merrett, A. J. and Sykes, A. *The Finance and Analysis of Capital Projects.* Longmans, 1962.

Osborn, R. C. *Business Finance—A Management Approach.* Appleton-Century-Crofts, 1965.

Robichek, A. A. and Myers, S. C. *Optimal Financing Decisions.* Prentice-Hall, 1965.

Robinson, R. *Money and Capital Markets.* McGraw-Hill, 1964.

Solomon, E. (ed.). *The Management of Corporate Capital.* Free Press, 1959.

Tew and Henderson. *Studies in Company Finance.* Cambridge, 1959.

van Horne, J. C. *Financial Management and Policy.* Prentice-Hall, 1968.

Weston, J. F. and Brigham, E. F. *Managerial Finance, 2nd ed.* Holt, Rinehart & Winston, 1966.

Wu, H. K. and Zakon, A. *Elements of Investments.* Holt, Rinehart & Winston, 1964.

24.212G Business Planning

Designed to examine the basic concepts underlying short and long-range business planning. It will consider various techniques of forecasting, as well as procedures and controls required for effective implementation.

Also examines the problems associated with organisation for planning, including the degree of formalisation required, and the qualifications and experience needed by planning personnel.

TEXT BOOK

Scott, B. *Long-Range Planning in American Industry.* American Management Association, 1965.

REFERENCE BOOKS

Steiner, G. A. (ed.). *Managerial Long-Range Planning.* McGraw-Hill, N.Y., 1963.

Drucker, Peter. *Managing for Results.* Heinemann, London, 1964.
Ewing, D. W. (ed.). *Long-Range Planning for Management.* Rev. ed., Harper International Student Reprint, Tokyo, 1964.
Payne, B. *Planning for Company Growth.* McGraw-Hill, 1964.

24.213G Business and Law

The impact of law on business is an overlapping of and controlling factor on various strands dealt with in this course. The effect of the law as a directing or inhibiting influence will affect consideration in the fields of Management, Accounting and Finance, Social Framework of Business, Marketing, Business Planning, International Business, Employee Relations and Business History.

Certain Acts will be discussed as to the broad principles and background thereof in order to indicate the correlation between social and legislative development affecting management in aspects of planning, recording and negotiating.

Whilst this cannot, and does not attempt to be more than a brief examination of legal principles, the broad relationship between business and the law is fundamental to management.

TEXT BOOKS

Masterman and Solomon *Australian Trade Practices Law.* Butterworth, 1967.
Wallace and Young. *Australian Company Law and Practice.* Law Book Co., 1965.

REFERENCE BOOKS

Beck, F. C. and Mannix, E. F. *Australian Income Tax Law and Practice.* Butterworth, 1968.
Challoner and Greenwood, J. L. *Income Tax Law and Practice (Commonwealth)* and Supplements. 2nd ed. Law Book Co., 1962.
The Companies Act 1961 (as amended). N.S.W. Govt. Printer.
Trade Practices Act, 1965-1967.
Income Tax Assessment, 1936-1968.

24.214G Advanced Organization Theory

This strand will extend and further apply theories presented in Organization and Management Theory 24.001G. It will examine in depth the social psychology of organizations as developed by such people as D. Katz and Robert L. Kahn, E. H. Schein and W. G. Bennis, and in particular the phenomenon of organizational change and the method of achieving this. Students will be required to examine recruitment policies and practices, the technique of counselling, and selecting and promoting members of the organization.

TEXT BOOKS

Katz, D. and Kahn, R. *The Social Psychology of Organizations.* Wiley, 1966.
Kindall, A. F. *Personnel Administration: Principles and Cases.* Rev. ed., Irwin, 1964.
Schein, E. H. and Bennis, W. G. *Personal and Organizational Change Through Group Methods.* Wiley, 1966.

REFERENCE BOOKS

Collins, A. K. *The Dynamics of Organization.* Sun Books, 1968.
Isaac, J. E. and Ford, G. W. (eds.). *Australian Labour Relations: Readings.* Sun Books, 1966.
Leavitt, H. J. *Managerial Psychology.* Phoenix Books, Chicago U.P., 1963.
McGregor, D. *Leadership and Motivation.* M.I.T. Press.
Yuill, B. *Personnel for Australian Management.* West, 1968.

24.215G Business History

This strand will be concerned with an examination of the historical evolution of modern business. Attention will be paid to the nature and role of business in the pre-industrial age. Special emphasis will be given to its evolution since 1750. Students will be required to study, as special areas, the evolution of business since 1750 in the United Kingdom, since 1850 in the United States, and since 1900 in Australia. Some evaluation will be offered of what is sometimes called the business society.

This subject will not be offered in 1969.

24.217G Small Business

The purpose of this course is to relate the general principles and practices of management to typical situations met in the small business and its environment. A great number of businesses in Australia are small, with less than 100 employees. Experience in Australia and particularly in countries overseas such as Japan and U.S.A. suggests that there is considerable difference in emphasis between the problems of the small and of the large business. The course considers the main problems most certain to be faced by an entrepreneur beginning or buying a small business and those likely to be experienced in its day-to-day conduct and as the business grows, Australian and overseas case studies are used extensively throughout the course.

PRELIMINARY READING

Brodribb, L. A. *The Australian Manual of Small Business Practice.* Rydges, 1967.

TEXT BOOK

Hosmer, W. A., Tucker, F. L. and Cooper, A. C. *Small Business Management.* Irwin, Ill., 1966.

REFERENCE BOOKS

Christensen, R. *Management Succession in Small and Growing Enterprises.* Harvard Univ., 1953.
Hoad, W. *Third Small Business Case Book.* Ann Arbor, Michigan, 1955.
Krentzman, H. C. *Administrative Management for Small Business.* U.S. Govt. Printing Office, Washington, 1965.
Miller, H. *The Way of Enterprise.* Deutsch, London, 1963.
Proxmire, W. *Can Small Business Survive?* Regner, Chicago, 1964.
Smith, Bennett and Fells. *Outlook for the Small Business.* The Bow Group, 1961.
Publications of the Small Business Administration of the U.S.A.

(ii) SUBJECTS FOR ADMINISTRATIVE GRADUATE COURSE (GRADUATE DIPLOMA)

8.674G Civil Engineering Construction Management

Nature and sources of law. Interpretation of documents. Evidence. Technical opinions. Company Law. Industrial Law and Arbitration. Insurance Law and Insurance. Local Government Law. Contract Law. Types of contracts and contract documents. Contracting ethics. Supervision and administration of contracts. Bonding of contractors. Powers and duties of an engineer. Works supervision. Plant control and maintenance. Safety. Construction labour problems and industrial relations. Personnel management in construction. Staff training and the role of the Project Engineer. Ergonomics, work study and incentive schemes. Project capitalisation, project financing and project budgeting.

This subject will not be offered in 1969.

11.951G Architectural Management

Emphasizes Architectural Practice.

Architectural practices; types, arrangements, partner relationships, organisational and legal responsibilities, present trends and future types of practice.

Architectural services; retainer, partial, full and comprehensive services.

Job organisation; systems, research, systems controls, quality and time control.

Office organisation; client relations, administrative, draughting, contractual and accounting organisation and control.

Insurance, types, needs and limitations; statutory and optional insurance. Applications of contract law and insurance law in architectural practice.

This subject will not be offered in 1969.

14.071G Management Accounting

Critical aspects of financial accounting, cost accounting and financial management are examined as a coherent whole enabling the collection and presentation of planning and control information in the form most suitable for solving particular administrative problems while ensuring long-term stability and optimum profitability. Topics include: accounting conventions and organisation for management accounting; classification of costs; historical and predictive accounting; budgetary planning and control; capital budgeting and capital project evaluation; obtaining and controlling permanent, medium and short-range capital; cost-volume-profit relationships; marginal costs-credit control; communication.

TEXT BOOK

Bierman, H. *Financial and Managerial Accounting—An Introduction.* Macmillan, 1967.

REFERENCE BOOKS

Anthony, R. N. *Management Accounting,* 3rd ed. Irwin, 1964.

Kohler, E. L. *Accounting for Management.* Prentice-Hall, 1965.

14.072G Business Law

Introduction to the law, including discussion of the sources of law in New South Wales. General principles of law of contract; aspects of commercial law including sale of goods, negotiable instruments, commercial arbitration, insurance law; and introduction to bankruptcy and company law.

TEXT BOOKS

Derham, D. P., Maher, F. K. H. and Waller, P. L. *An Introduction to Law.* Law Book Co., 1966.

Yorston, R. K. and Fortescue, E. E. *Australian Mercantile Law,* 13th ed. Law Book Co., 1965.

Starke, J. G. and Higgins, P. F. P. *Cheshire and Fifoot's Law of Contract.* Australian Edition, Butterworth, 1966.

STATUTES

Sale of Goods Act (N.S.W.) 1923 (as amended). N.S.W. Government Printer.

Partnership Act (N.S.W.) 1892. N.S.W. Government Printer.

Arbitration Act (N.S.W.) 1902 (as amended). N.S.W. Government Printer.

Companies Act (N.S.W.) 1961 (as amended). N.S.W. Government Printer.

Bills of Exchange Act (Commonwealth) 1909 (as amended). Commonwealth Government Printer.

Bankruptcy Act (Commonwealth) 1966. Commonwealth Government Printer.

REFERENCE BOOKS

Gower, L. C. B. *Modern Company Law.* 2nd ed. Stevens, 1957.

Helmore, B. A. *Personal Property and Mercantile Law in N.S.W.,* 7th ed. Law Book Co., 1965.

Joske, J. E. *Sale of Goods and Hire Purchase in Australia and New Zealand,* 2nd ed. Butterworth, 1961.

Sutton, K. C. T. *The Law of Sale of Goods in Australia and New Zealand.* Law Book Co., 1967.

Riley, B. B. *The Law Relating to Bills of Exchange in Australia,* 2nd ed. Law Book Co., 1964.

Higgins, P. F. P. *The Law of Partnership in Australia and New Zealand.* Law Book Co., 1963.

Rose, D. J. *Lewis' Australian Bankruptcy Law,* 5th ed. Law Book Co., 1967.

Yorston, R. K. and Brown, S. R. *Company Law.* 2nd ed. Law Book Co., 1964.

Wallace, G. and Young, J. McI. *Australian Company Law and Practice, with Supplement.* Law Book Co., 1965.

14.212 Administrative Law

A comparative examination of Australian and English constitutional and administrative law.

In particular there is a study of the modern criticisms of the sovereignty of parliament; the problem of constitutional change; the freedom of citizens and the rule of law; the doctrine of the separation of powers as related to the main branches of government; the functions of the State; administrative law and the changes therein; executive power of the Crown; the judiciary; legislative and judicial powers of the Administration and their control; suits against the Administration; public corporations.

This subject will not be offered in 1969.

15.502 Industrial Relations I

See School of Economics.

24.501G Organisation and Management Theory

Reviews and examines the structure of organisation; the theory on which the structure is based; organisation planning; communication within the organisation; information systems; the process of decision-making. Management is viewed in the light of growth of ideas on the nature of management; the principles of management; the role of the manager and his part in the administrative process.

TEXT BOOKS

Koontz, H., and O'Donnell, C. *Principles of Management,* 4th ed. McGraw-Hill, 1968.

McGregor, D. *The Human Side of Enterprise.* McGraw-Hill, 1960.

REFERENCE BOOKS

Drucker, P. *The Practice of Management.* Mercury Books, 1961.

Newman, W. H. *Administrative Action.* Pitman, 1962.

Bell, Gerald, O. (ed.). *Organisations and Human Behaviour, a Book of Readings.* Prentice-Hall, 1967.

Caplow, Theodore. *Principles of Organisation.* Harcourt, Brace & World, 1964.

24.502G Behavioural Science

Human development; motivation; individual and group behaviour; organisation and communication; tests and testing; personal adjustment and mental hygiene; authority and responsibility; the nature of informal organisation and its place in organisation theory; response; adjustment and organisational personality.

TEXT BOOKS

Bass, B. *Organisational Psychology.* Allyn & Bacon, 1966.

Brown, J. A. *The Social Psychology of Industry.* Pelican, 1963.

Drever, J. *A Dictionary of Psychology.* Pelican, 1960.

Krech, D. and Crutchfield, D. *The Individual and the Group.* McGraw-Hill, 1964.

Sartain, A. and North, A., *et al. Psychology: Understanding Human Behaviour,* 3rd ed. McGraw-Hill, 1967.

REFERENCE BOOKS

Argyris, C. *Integrating the Individual and the Organisation.* Wiley, 1964.

Brown, J. A. *Techniques of Persuasion.* Pelican, 1963.

Brown, J. A. *The Social Psychology of Industry.* Pelican, 1963.

Coleman, J. C. *Abnormal Psychology and Modern Life.* Scott Foresman, 1960.

Eysenck, H. J. *Uses and Abuses of Psychology.* Pelican, 1960.

Eysenck, H. J. *Sense and Nonsense in Psychology.* Pelican, 1960.

Kahn, R. and Cannell, C. *The Dynamics of Interviewing.* Wiley, 1967.

Morgan, C. and King, R. *Introduction to Psychology.* McGraw-Hill, 1966.

Stefflre, B. *Theories of Counselling.* McGraw-Hill, 1965.

24.503G Economic and Financial Management

Covers (i) Australian and International economic institutions and fiscal and monetary policy, (ii) those basic economic concepts which are directly relevant to day-to-day business decisions about costs and prices, (iii) an examination of the theory of financial analysis.

TEXT BOOKS

Hunt, P., Williams and Donaldson. *Basic Business Finance,* Irwin, 1966.
Karmel, P. H. and Brunt, M. *The Structure of the Australian Economy.* Cheshire, 1966.
Lipsey, R. G. *An Introduction to Positive Economics.* Weidenfeld & Nicolson, 1966.

REFERENCE BOOKS

Arndt, H. W. and Harris, C. P. *The Australian Trading Banks.* Cheshire, 1965.
Colberg, M.A. Forbush, D. R. and Whitaker, G. R. *Business Economics —Principles and Cases.* Irwin, 1964.
Hirst, R. R. and Wallace, R. H. (eds.). *Studies in the Australian Capital Market.* Cheshire, 1964.
McColl, G. D. *The Australian Balance of Payments.* Melbourne U.P., 1965.
Samuelson, P. A. *Economics.* McGraw-Hill, 1967.

24.504G Quantitative Methods

Formulation of the problem requiring an analysis of the overall operation, which should result in a determination of objectives, and the selection of a suitable measure of effectiveness, or variables and system parameters. Construction of the model requiring the search for a relationship between the measure of effectiveness and the set of variables and system parameters. Quantification of the model requiring the introduction of statistical techniques. Solution from the model requiring the optimisation of the measure of effectiveness in terms of the system parameters using mathematical techniques. Electronic Data Processing covering an introduction to the use of E.D.P. in business situations.

TEXT BOOKS

Bierman, H., et al. *Quantitative Analysis for Business Decisions.* Irwin, Ill., 1965.
Lindsay, F. A. *New Techniques for Management Decision Making.* McGraw-Hill Paperback, N.Y., 1958.

REFERENCE BOOKS

Ackoff, R. L. and Sasieni, M. W. *Fundamentals of Operations Research.* Wiley, N.Y., 1968.
Shuchman, A. *Scientific Decision Making in Business.* Holt, Rinehart & Winston, N.Y., 1963.

24.505G Business Policy

Analysis of administrative cases drawn from published and unpublished sources in the fields of management, organisation, finance, per-

sonnel relations, marketing and production. Students are required to examine cases drawn from actual administrative situations and to present their analysis under the direction of a case leader.

TEXT BOOKS

Craig, H. F. *Australian Case Studies in Business Administration.* Law Book Co., 1966.

Ziegler, R. J. *Business Policies and Decision Making.* Appleton-Century-Crofts, 1966.

REFERENCE BOOKS

Learned, E. P., Christensen, C. R., Andrews, K. R. and Guth, W. D. *Business Policy Text and Cases.* Irwin, 1965.

24.507G Production Management

The development, design, operation and control of production systems form the basis of this course and include:—

The management of the production of goods and services—history and nature, its role in business organisation; types of production processes; the design of physical facilities, plant location and layout, job design and measurement; design of the information flow system, its integration into a unified control system, sales-production co-ordination, cost control. The application of analytical tools such as inventory theory and linear programming is considered.

TEXT BOOKS

Bowman, E. H. and Fetter, R. B. *Analysis for Production and Operations Management.* 3rd. ed. Irwin, Ill., 1967.

Murrell, K. F. H. *Ergonomics.* Chapman & Hall, London, 1965.

REFERENCE BOOKS

Moore, F. G. *Production Control,* 2nd ed. McGraw-Hill, N.Y., 1959.
Niebel, B. W. *Motion and Time Study.* 4th ed. Irwin Ill., 1967.

24.508G Office Management and Systems

Designed for the actual and potential office manager, and includes some aspects of management plus systems design and analysis. Covers office organisation, staffing, control and communication; paper flow; data flow; manual, mechanical and electronic data processing; management of records; sources and uses of information; data input analysis, data output analysis; office layout. Students will be required to carry out practical work in the form of written assignments and case studies.

This subject will not be offered in 1969.

24.509G Automatic Data Processing

The role of systematic information in management; development of equipment for processing information. Introduction to data processing method (a) system study, (b) determining information needs, (c) system

design, (d) programming methods. Managing the development of systems; managing data processing operations; exploiting data processing in the management of organisations.

This subject will not be offered in 1969—see substitute, 14.322, School of Accountancy.

24.510G Social Administration

The organisation of society for social security, health and welfare. Processes of policy formation by and through a variety of social institutions; identification, description and analysis of social needs, issues involved in decision making, the ways and means by which choices and policy are translated into social provisions, administration of services and assessment of their functioning and the extent to which aims of policy are achieved.

This subject will not be offered in 1969.

24.511G Personnel Management

Recruitment, selection, promotion, job evaluation and salary administration, education, training, placement policies, incentive schemes, staff reporting and counselling, appraisal and control of personnel.

TEXT BOOKS

Yuill, B. *Personnel for Australian Management.* West Corp., 1968.
Collins, A. K. *The Dynamics of Organisation.* Sun Books, 1968.
Kindall, A. F. *Personnel Administration: Principles and Cases.* Rev. ed. Irwin, 1964.

REFERENCE BOOKS

Strauss, G. and Sayles, L. R. *Personnel: The Human Problems of Management.* Second ed. Prentice-Hall, 1967.
Beach, Dale S. *Personnel: The Management of People at Work.* Macmillan, 1965.

24.512G Small Business

Main problems most certain to be faced by an entrepreneur beginning or buying a small business and those problems likely to be experienced in its day-to-day conduct as the business grows. Australian and overseas case studies are used extensively throughout the course.

TEXT BOOKS

Brodribb, L. A. *The Australian Manual of Small Business Practice.* Rydges, 1967.
Hosmer, W. A., Tucker, F. L. and Cooper, A. C. *Small Business Management.* Irwin, 1966.

REFERENCE BOOKS

Publications of the U.S. Small Business Administration.

24.513G Public Administration

Administrative behaviour and the role and functions of the administrator in the public sector of the economy. Problems associated with decision-making and policy-formulation. Institutions of goverment, with special attention to the Australian environment. These include the role of the national parliament and its various executive organs, namely the cabinet, the Commonwealth public service and the Commonwealth statutory bodies. The nature of Australian federalism, together with the role of the state parliaments and their executive organs.

The Australian constitution in light of changed and changing economic circumstances in Australia. Administrative law, and financial, political and economic relationships between the three principal levels of government in Australia, national, state and local. The impact of pressure groups on government. Recruitment and personnel policies and practices.

This subject will not be offered in 1969.

28.101 Principles of Marketing

Deals, comprehensively, with marketing problems facing specialists in other disciplines. Concerned with the many functions of marketing, buying, selling, storing, transporting, etc., and marketing institutions, retailing and wholesaling. The management point of view in decision-making is emphasised. The place of the produce, of producer and of the consumer in modern marketing management, as well as in marketing research, is stressed. Marketing is treated in its widest scope.

For book list, see Department of Marketing.

SCHOOL OF GEOGRAPHY

Geography is the study of variations from place to place on the earth's surface arising from the spatial relationships of the phenomena which make up man's world. Geography courses in Commerce will emphasise human geography — the study of where and how man lives and of his activities in relation to the environment.

First and second year courses in Geography are to be offered in 1969, and third year courses are being planned for 1970.

Enrolments in Geography IA in 1969 may be subject to selection by the School of Geography.

27.041 Geography IA

Treats the elements of geography with emphasis on human geography. Climatology is introduced in terms of the energy balance of the atmosphere and then, through the hydrologic cycle, as a key to modes of landform evolution, soil formation, and vegetation development. The role of man as a physical geographic agent is also considered in this framework. The patterns and structures of systems of agricultural, manufacturing, and tertiary production are discussed. Relationships between under-developed and advanced societies and their environments are studied. The origins and functioning of the settlement network of central places and connecting routes are studied in the fields of urban, transportation, and population geography. Interpretative regional studies of south-east Australia and south-east Asia illustrate the cultural interplay of geographic variables. Tutorial classes are organized into two concurrrent segments, a *general* series which gives further consideration to themes developed in the lecture course, and a *special* series which introduces case studies in the methodology of human geography. Laboratory sessions deal with the construction and use of maps, airphoto interpretation, and the assembly, analysis and depiction of geographic data.

Two one-day field tutorials are a compulsory part of the course.

TEXT BOOKS

CSIRO. *The Australian Environment.* Melbourne U.P.

Dicken, S. N. and Pitts, F. R. *Introduction to Human Geography.* Ginn Blaisdell.

Hare, F. K. *The Restless Atmosphere.* Hutchinson.

McCarty, H. H. and Lindberg, J. B. *A Preface to Economic Geography.* Prentice-Hall.

Monkhouse, F. J. and Wilkinson, H. R. *Maps and Diagrams.* Methuen Paperback.

Twidale, C. R. *Geomorphology.* Nelson Paperback.

REFERENCE BOOKS

Chisholm, M. *Rural Settlement and Land Use.* Hutchinson.

Corbett, J. R. *The Living Soil.* Martindale Press.

Estall, R. C. and Buchanan, R. O. *Industrial Activity and Economic Geography.* Hutchinson.

Fisher, C. A. *South-East Asia.* Methuen.

Gentilli, J. *Sun, Climate and Life.* Jacaranda Press.
Gregory, S. *Statistical Methods and the Geographer.* Longmans.
Howlett, D. *A Geography of Papua and New Guinea.* Nelson Paperback.
Mayer, H. H. and Kohn, C. F. (eds.). *Readings in Urban Geography.* Chicago U.P.
Mountjoy, A. B. *Industrialisation and Under-Developed Countries.* Hutchinson.
Odum, E. P. *Ecology.* Modern Biology Series.
Riehl, H. *Introduction to the Atmosphere.* McGraw-Hill.
Riley, D. and Young, A. *World Vegetation.* Cambridge U.P.
Roepke, H. G. (ed.). *Readings in Economic Geography.* Wiley.
Rose, A. J. *Patterns of Cities.* Nelson Paperback.
Rutherford, J., Logan, M. I. and Missen, G. J. *New Viewpoints in Economic Geography.* Martindale Press.
Shields, A. J. *Australian Weather.* Jacaranda Press.
Strahler, A. N. *Physical Geography.* Wiley, International Edition.
Tweedie, A. D. *Water and the World.* Nelson Paperback.

The cost of the field tutorials will be about $4.00; in addition, students will need drawing equipment and a topographic map costing a maximum of $8.00.

27.042 Geography IIA

Part I. Geographic Methods and Models: aims and methods of enquiry; classifications in geography; input-output models; distribution patterns and areal associations; nodes, linkages, and flows; principles of establishment and diffusion of geographic phenomena. Laboratory classes provide the statistical bases for the course and related case studies.

TEXT BOOKS

Haggett, P. and Chorley, R. (eds.). *Socio-economic Models in Geography.* Methuen Paperback.
Hare, F. K. *The Restless Atmosphere.* Hutchinson.
Huntsberger, V. *Elements of Statistical Inference.* Allyn & Bacon.
Siegal, S. *Non-parametric Statistics.* McGraw-Hill Paperback.

REFERENCE BOOKS

Ackoff, R. L. *Scientific Methods.* Wiley.
Berry, B. J. *Geography of Market Centers and Retail Distribution.* Prentice-Hall Paperback.
CSIRO. *The Australian Environment.* Melbourne U.P.
Elton, C. S. *The Ecology of Invasions by Animals and Plants.* Methuen.
Gates, D. C. *Energy Exchange in the Biosphere.* Harper & Row.
Haggett, P. and Chorley, R. *Models in Geography.* Arnold.
Haggett, P. *Locational Analysis in Human Geography.* Methuen.
Leopold, L. B., Wolman, M. G. and Miller, J. P. *Fluvial Processes in Geomorphology.* Freeman.
Odum, E. P. *Ecology.* Modern Biology Series.

Part II. Regional Systems: the individual enterprise; the metropolitan region and its hinterland; associations at international and intercontinental scales. Emphasis will be placed on Sydney, south-eastern

Australia, and the south-west Pacific and south-east Asian areas. Themes treated at various regional scales will include man-modified landscapes, planned development and policy effects, the geography of underdevelopment, conservation of resources, and patterns of international trade and aid.

TEXT BOOKS

Rose, A. J. *Patterns of Cities.* Nelson Paperback.
Rutherford, J., Logan, M. I. and Missen, G. J. *New Viewpoints in Economic Geography.* Martindale Press.

REFERENCE BOOKS

Davidson, B. R. *The Northern Myth.* Melbourne U.P. Paperback.
Fisher, C. A. *South-East Asia.* Methuen.
Heathcote, L. *Back of Bourke.* Melbourne U.P.
Hodder, B. W. *Economic Development in the Tropics.* Methuen Paperback.
Howlett, D. *A Geography of Papua and New Guinea.* Nelson Paperback.
Hunter, A. *Economics of Australian Industry.* Cheshire.
Perry, T. M. *Australia's First Frontier.* Melbourne U.P.

NOTE:

Attendance at two field tutorials will be compulsory: a four-day tutorial at the end of Second Term involving studies of the structure and function of an urban and/or industrial complex and its impact on the adjacent agricultural area, and a one-day excursion to observe soil and vegetation. Approximate cost: $20.00.

27.052 Geography IIA (Honours)

As for 27.042 Geography IIA *plus* conduct of a locally-based field project in economic and social geography. Comprising 15 weekly seminar or field sessions in the second part of the year and covering the design and conduct of the project, data collection and handling, and the reporting of results.

Preliminary reading will be set during First Term.

DEPARTMENT OF MARKETING

28.101 Principles of Marketing

A study of marketing structure, organization and behaviour; marketing institutions, functions and channels of distribution; policies and methods in the distribution of consumer and industrial goods; costs and efficiency; public and private regulations.

TEXTBOOKS

Holloway, R. J. and Hancock, R. S. *The Environment of Marketing Behaviour.* Wiley, 1964.

Holloway, R. J. and Hancock, R. S. *Marketing in a Changing Environment.* Wiley, 1967.

Kaufman, A. *The Science of Decision Making.* Weidenfeld & Nicolson, 1968.

Zaltman, G. *Marketing: Contributions from the Behavioural Sciences.* Harcourt, Brace & World. 1965.

REFERENCE BOOKS

Belshaw, C. S. *Traditional Exchange and Modern Markets.* Prentice-Hall, 1965.

Beshers, O. M. *Population Processes in Social Systems.* Free Press, 1967.

Britt, S. H. and Boyd, H. W. *Marketing Management and Administrative Action.* McGraw Hill, 1963.

Carson, D. *International Marketing, a Comparative Systems Approach.* Wiley, 1967.

Cyert, R. M. and March, J. G. *A Behavioural Theory of the Firm.* Prentice Hall, 1963.

Cox, R. *Distribution in a High Level Economy.* Prentice-Hall, 1965.

Field, G. A. Douglas, J. and Tarpey, L. X. *Marketing Management, a Behavioural Systems Approach.* Merrill, 1966.

Fisk, G. *Marketing Systems, an Introductory Analysis.* Harper & Row, 1967.

Hoover Award for Marketing. *Australian Marketing Projects.* 1961 and subsequent years.

Preston, L. *Social Issues in Marketing.* Scott, Foresman, 1968.

Rogers, E. *Diffusion of Innovation.* Free Press, 1962.

Shapiro, S. J. and Doody, A. F. *Readings in the History of American Marketing, Settlement to Civil War.* Irwin, 1968.

Walton, C. C. and Cleveland, F. W. *Corporations on Trial: The Electric Cases.* Wadsworth, 1964.

28.102 Case Studies in Marketing

Designed to be taken concurrently with 28.101 Principles of Marketing or as a second course for non-marketing majors. Through the use of case studies the students will be able to pursue in detail the fundamentals they learn in Principles of Marketing. Cases will be assigned to run concurrently with the material being covered in Principles. Part one

of the strand will look at cases dealing with the institutions of marketing and analysis of consumer behaviour. Cases in part two will cover the functional management problem areas. Cases dealing with marketing policy will be employed in part three of the strand.

TEXT BOOKS

Bursk, E. C. *Text and Cases in Marketing.* Prentice-Hall, 1962.

Otteson, S. F., Panschar, W. G. and Patterson, J. M. *Marketing, the Firm's Viewpoint.* Students' Edition, Collier-Macmillan, 1966.

Schnelle, K. E. *Case Analysis and Business Problem Solving.* McGraw-Hill, 1967.

REFERENCE BOOKS

Alderson, W. and Halbert, M. *Man, Motives and Markets.* Prentice-Hall, 1968.

Britt, S. H. *Consumer Behaviour and the Behavioural Sciences.* Wiley, 1966.

Britt, S. H. and Boyd, H. W. *Marketing Management and Administrative Action.* McGraw-Hill, 1963.

McCarthy, E. J. *Basic Marketing.* 3rd ed. Irwin, 1968.

28.113 Marketing Management

Decision making in marketing management, analysis of the marketing structure, marketing channels and marketing institutions in developing effective marketing programmes. Determination of advertising, distribution, product planning and pricing policies. Selecting, training, organizing and supervising the sales force. Analysis of marketing management procedures to be supplemented with the case study method.

TEXT BOOKS

Clewett, R.M., Westfall, R. and Boyd, H. W. *Cases in Marketing Strategy,* Rev. ed. Irwin, 1964.

Cox, K. *Analytical Viewpoints in Marketing Management.* Prentice-Hall, 1968.

Kotler, P. *Marketing Management.* Prentice-Hall, 1967.

REFERENCE BOOKS

Alderson, W. and Green, P. E. *Planning and Problem Solving in Marketing,* Irwin, 1964.

Brion, J. *Corporate Marketing Planning.* Wiley, 1967.

Cateora, P. R. and Richardson, L. *Readings in Marketing,* Appleton-Century-Crofts, 1967.

Day, R. L. *Marketing Models, Quantitative and Behavioural.* International Textbooks, 1964.

Gist, R. R. *Management Perspectives in Retailing.* Wiley, 1967.

Leighton, D. S. R. *International Marketing, Text and Cases.* McGraw-Hill, 1966.

Magee, J. *Physical Distribution Systems.* McGraw-Hill, 1967.

McNeal, J. V. *Readings in Promotion Management.* Appleton-Century-Crofts, 1966.

Marks, W. E. and Taylor, R. M. *Marketing Logistics: Perspectives and Viewpoints.* Wiley, 1967.

Nicosia, F. *Consumer Decision Processes.* Prentice-Hall, 1966.

Pessemier, E. A. *New-Product Decisions.* McGraw-Hill, 1966.

28.133 Marketing Research

Concerned with the effective use of marketing information in business decision making. Covers the development of some areas of quantitative model building in marketing, with particular emphasis on decision theory. Includes a comprehensive discussion of the tools and techniques of market research as they apply in consumer and industrial marketing. Wherever possible, case material will be introduced to highlight the problems involved in relating research to the final decision.

TEXT BOOKS

Boyd, H. W. and Westfall, R. *Marketing Research.* Rev. ed. Unwin, Ill., 1964.
Cox, K. R. (ed.). *Readings in Market Research.* Appleton-Century-Crofts, 1967.
Forester, J. *Statistical Selection of Business Strategies.* Irwin, 1968.
Kaufman, A. *The Science of Decision Making,* Weidenfeld & Nicolson, 1968.

REFERENCE BOOKS

Argyle, M. *The Scientific Study of Social Behaviour.* Methuen, 1957.
Banks, S. *Experimentation in Marketing.* McGraw-Hill, 1965.
Frank, R. E., Kuehn, A. A. and Massy, W. F. *Quantitative Techniques in Marketing Analysis.* Irwin, 1962.
Green, P. E. and Tull, D. S. *Research for Marketing Decisions.* Prentice-Hall, 1966.
Grossock, M. M. (ed.). *Understanding Consumer Behaviour.* Christopher Publishing, 1964.
Howard, J. A. *Marketing Theory.* Allyn & Bacon, 1965.
Kish, L. *Survey Sampling.* Wiley, 1965.
Klein, L. E. *Introduction to Econometrics.* Prentice-Hall, 1962.
Phillips, B. S. *Social Research—Strategy and Tactics.* MacMillan, 1966.

28.201 Behavioural Science in Marketing

The course focuses upon the effects of mass and interpersonal communications upon human behaviour, and consists of two parts: (i) the Sociology of Mass Communications—theoretical issues are examined historically and logically, and empirical researches reviewed; (ii) Mass Communications in Marketing—contemporary theory and research are studied, the main emphasis being given to the effects of advertising (especially television) upon buyer attitudes and behaviour.

TEXT BOOKS

Crane, E. *Marketing Communications.* Wiley, 1965.
Dexter, L. A. and White, D. M. (eds.). *People, Society and Mass Communications.* Free Press, 1964.
Lucas, D. B. and Britt, J. H. *Measuring Advertising Effectiveness.* McGraw-Hill, 1963.

REFERENCE BOOKS

A.B.C. Research Division. *Advertising, an Experiment.* Winter, 1963.

Abelson, H. I. *Persuasion: How Opinions and Attitudes are Changed.* Crosby Lockwood, 1959.
Banks, Seymour. *Experimentation in Marketing.* McGraw-Hill, 1964.
Berelson, B. and Janowitz, M. *Reader in Public Opinion and Communication.* Free Press, 1953.
Cohen, A. R. *Attitude Change and Social Influence.* Basic Books, 1964.
De Fleur, M. L. *Theories of Mass Communication.* David McKay Co., 1966.
Dichter, E. *The Strategy of Desire.* Boardman, 1960.
Hovland, C. I. and Janis, I. *Communication and Persuasion.* Yale, 1953.
Katz, E. and Lazarsfeld, P. F. *Personal Influence.* Free Press, 1955.
McNiven, M. H. *Post-Testing Media Effectiveness.* National Industrial Conference Board, 1963.
Opinion Research Corp. *America's Tastemakers.* Princeton, 1959.
Packard, Vance. *The Hidden Persuaders.* Longmans, 1961.
Rogers, E. M. *Diffusion of Innovation.* Free Press, 1962.
Stanton, F. *Mass Media and Mass Communication.* Columbia Broadcasting System, 1962.

28.202 Comparative Marketing Systems

The course is concerned with a comparative study of the marketing systems of countries at various levels of economic development. It involves a consideration of the relation between social conditions in a country and the manner in which marketing takes place, of the nature and operation of the marketing system itself, and of the patterns of personal behaviour and interaction in the socio-marketing activity. The course will also serve as an introduction to the problems and possibilities of international marketing.

TEXT BOOK

Carson, D. *International Marketing a Comparative Systems Approach.* Wiley, 1967.

REFERENCE BOOKS

Bartels, R. (ed.). *Comparative Marketing—Wholesaling in Fifteen Countries.* Irwin, 1963.
Dewey, A. C. *Peasant Marketing in Java.* Free Press, 1962.
Goldman, M. I. *Soviet Marketing, Distribution in a Controlled Economy.* Free Press, 1963.
Hall, M., Knapp, J., and Winsten, E. *Distribution in Great Britain and North America.* Oxford, 1961.
Hirsch, L. V. *Marketing in an Under-Developed Economy; The North Indian Sugar Industry.* Prentice-Hall, 1961.

28.203 Seminar in Marketing Theory

This course will be mainly concerned with a study of the functionalist theory of marketing developed by Alderson. In addition, the Seminar will touch on various specific topic areas, such as mathematical model building in the area of consumer behaviour, the design and operation of vertical marketing structures, and the spatial aspects of marketing systems.

TEXT BOOKS

Alderson, W. *Dynamic Marketing Behaviour.* Irwin, 1965.

Bass, F. M., King, C. W., and Pessemier, E. A. *Application of the Sciences in Marketing Management.* Wiley, 1967.

REFERENCE BOOKS

Baligh, H. H. and Richartz, L. E. *Vertical Market Structures.* Allyn & Bacon, 1967.

Buzzell, R. *Mathematical Models and Marketing Management.* Division of Research, Graduate School of Business Administration, Harvard University, 1964.

Cox, R., et al (eds.). *Theory in Marketing.* 2nd Series. Irwin, 1964.

Mallen, B. E. *The Marketing Channel, a Conceptual Viewpoint.* Wiley, 1967.

SCHOOL OF POLITICAL SCIENCE

Courses in the School of Political Science are concerned with the study of political ideas, institutions and activity in such a way as to encourage a critical understanding of the problems and processes of government and politics in different societies and at different times, and of some of the main theories that have been developed to account for, and sometimes to advocate, these governmental forms and actions.

54.111 Political Science I

Students are given some idea of the range and variety of political studies, the nature of politics and political science, and of problems in the analysis of institutions and processes of government, and there is also a general study of Australian government and of some special issues and problems in Australian politics.

TEXT BOOKS

Birch, A. H. *Representative and Responsible Government.* Allen & Unwin, 1964.
Crisp, L. F. *Australian National Government.* Longmans, 1967.
Dahl, R. *Modern Political Analysis.* Prentice-Hall, 1964.
Frankel, J. *International Relations.* Oxford, 1964.
Friedrich, C. J. *An Introduction to Political Theory.* Harper & Row, 1967.
Mayer, H. *Australian Politics.* 2nd ed. Cheshire, 1967.
Miller, J. D. B. *The Nature of Politics.* Pelican, 1965.
Sawer, G. *Australian Government Today.* Melbourne U.P., 1963.
Wheare, K. C. *Modern Constitutions.* Oxford Paperbacks University Series, Opus 11, 1966.

REFERENCE BOOKS

*Alexander, F. *Australia Since Federation.* Nelson, 1967.
*Miller, J. D. B. *Australian Government and Politics.* Duckworth, 3rd ed. 1964.
*Utley-McClure. *Documents of Modern Political Thought.* Cambridge, 1957.
*Wilkes, J. (ed.) *Forces in Australian Politics.* Angus & Robertson, 1965.
Burns, C. *Parties and People.* Melbourne U.P., 1961.
Campbell, E. and Whitmore. *Freedom in Australia.* Australian Institute of Political Science Monograph.
Carr, E. H. *The Twenty Years' Crisis. 1919-1939; An introduction to the Study of International Relations.* Macmillan, 1964.
Claude, I. L. *The Changing United Nations.* Paperback. Random House, 1967.
Crick, B. *In Defence of Politics.* Pelican, 1964.
Davies, A. F. *Australian Democracy.* Longmans, 1964.
Davis, S. R. *The Government of the Australian States.* Longmans, 1960.
Encel, S. *Cabinet Government in Australia.* Melbourne U.P., 1962.

*Highly recommended.

Encel, S. and Davies, A. F. *Australian Society*. Cheshire, 1965.
Field, G. C. *Political Theory*. Methuen, 1964.
Goodrich, L. M. *The United Nations*. Stevens, London, 1960.
Greenwood, G. and Harper, N. (eds.). *Australia and World Affairs, 1961-1965*. Vol. III, Cheshire, 1967.
Jennings, I. *The British Constitution*. Cambridge. 4th ed. 1961.
Joske, P. E. *Australian Federal Government*. Butterworth, 1967.
Jupp, J. *Australian Party Politics*. M.U.P., 1964.
Mackerras, M. *The Australian Senate, 1965-1967: Who Held Control?* APSA, 1968.
Menzies, R. G. *Central Power in the Australian Commonwealth*. Cassell, 1967.
Millar, T. B. *Australia's Defence*. M.U.P., 1965.
Overacker, L. *Australian Political Parties in a Changing Society*. Cheshire, 1968 (forthcoming).
Partridge, P. H. Monograph No. 2 — *The Rights of the Citizen*. Australian Institute of Political Science.
Rawson, D. W. *Australia Votes*. M.U.P., 1961.
Rawson, D. W. *Labor in Vain?* Longmans, 1966.
Rorke, J. (ed.). *Aspects of Australian Government*. Tutorial Classes Department, University of Sydney, 2nd ed., 1964.
Sawer, G. *Cases on the Constitution of the Commonwealth of Australia*. 3rd ed., Law Book Co., Sydney, 1964.
Wheare, K. C. *Legislatures*. Oxford, 1963.
Wilkes, J. (ed.). *Communism in Asia — A Threat to Australia?* Australian Institute of Political Science, Angus & Robertson, 1967.

54.112 Political Science II

The government and politics of the United States and of Soviet Russia, including reference to ideas of constitutionalism and democracy in America and to Marxist theory and practice in Russia, and to the foreign policy of both countries.

TEXT BOOKS

(a) *American Government and Politics.*

Griffith, E. S. *The American System of Government*. Methuen, Paperback, 1964.
Potter, A. M. *American Government and Politics. Faber,* Paperback, 1959.
Wattenberg and Scammon. *This U.S.A*. Doubleday, 1967.
Young, W. H. (ed.). *Ogg and Ray's Essentials of American Government*. 9th ed. Appleton Century-Crofts, 1963.

(b) *Russian Government and Politics*

Andrews, William G. (ed.). *Soviet Institutions and Policies — Inside Views*. Van Nostrand, 1966, (paperback).
Braham, Randolph L. (ed.). *Soviet Politics and Government*. Alfred Knopf, 1965, (paperback).
Meyer, Alfred G. *The Soviet Political System*. Random House, New York, 1965.
Schapiro, Leonard. *The Government and Politics of The Soviet Union*. 2nd ed. Hutchinson University Library, paperback, 1967.

REFERENCE BOOKS

(a) AMERICAN GOVERNMENT AND POLITICS

A. Strongly recommended books.

(1) *Hard cover editions:*

Adrian, C. R. and Press, C. *The American Political Process.* McGraw-Hill, 1965.

Burns, J. M. *The Deadlock of Democracy.* Prentice-Hall, 1963.

Burns, J. M. and Peltason, J. W. *Government by the People.* 6th ed. Prentice-Hall, 1966.

Irish, M. D. and Prothro, J. W. *The Politics of American Democracy.* 3rd ed., Prentice-Hall, 1965.

Vile, M. J. C. *The Structure of American Federalism.* Oxford, 1961.

White, T. H. *The Making of the President, 1960.* Athenaeum House, 1961.

White, T. H. *The Making of the President, 1964.* Athenaeum House, 1965.

(2) *Paperback editions:*

McConnell, G. *The Modern Presidency.* St. Martin's Press, New York, 1967.

Morris, R. B. *Basic Documents in American History.* Van Nostrand (Anvil), 1965.

Rossiter, C. *Parties and Politics in America.* Cornell U.P., 1960.

Swisher, C. B. *Historic Decisions of the Supreme Court.* Van Nostrand (Anvil), 1958.

B. Other recommended references.

(1) *Hard cover editions:*

Bailey, S. K. and Samuel, H. D. *Congress at Work.* Holt, 1953 (or later).

Congress and the Nation 1945-1964. Congressional Quarterly Service, Washington, 1965. (Library Ref. No. Q320.973).

Carr, Bernstein, M. H. and Murphy, W. F. *American Democracy in Theory and Practice.* 3rd ed. Holt Rinehart & Winston, 1965.

Coyle, D. C. *The U.S. Political System.* New American Library, 1961.

Dunham, A. and Kirland, P. B. (eds.). *Mr. Justice.* Chicago U.P., 1964.

The Federalist Papers. Everyman or any other complete edition.

Key, V. O. *Politics, Parties and Pressure Groups.* 5th ed., Crowell, 1964.

Lubell, S. *The Future of American Politics.* Harper, 1952.

Mason, A. T. and Beaney, W. M. *The Supreme Court in a Free Society.* Prentice-Hall, 1959.

Maurois, A. *A New History of the U.S.A.* Weidenfeld and Nicolson, 1964.

Myrdal, G. *An American Dilemma.* Harper, 1944.

Ogg, F. A. and Ray, R. A. *American Government.* Appleton, 1962.

Stannard, H. M. *The Two Constitutions.* Black, 1950.

(2) *Paperback editions:*

de Tocqueville, A. *Democracy in America,* best edition edited by Phillips Bradley, Vintage Paperbacks, 2 vols., 1960.

Neudstadt, R. *Presidential Power.* Signet Book, 1960.

(b) RUSSIAN GOVERNMENT AND POLITICS

A. *Strongly recommended books.*

(1) *Hard cover editions:*

Churchward, L. G. *Contemporary Soviet Government.* Routledge and Kegan Paul, 1968.

Fainsod, M. *How Russia is Ruled.* 2nd ed. Harvard, 1963.
Ionescu, G. *The Politics of the European Communist States.* Weidenfeld & Nicolson, 1967.
Macridis, R. C. and Ward, R. E. *Modern Political Systems — Europe.* 2nd ed. Prentice-Hall. New Jersey, 1963. (V. V. Aspaturian, "The Soviet Union").

(2) *Paperback editions:*

Barghorn, F. C. *Politics in the U.S.S.R.* Little, Brown, 1966.
Carew-Hunt, R. N. *The Theory and Practice of Communism.* Pelican Books, 1963.
Cole, J. P. *Geography of the U.S.S.R.* Pelican, 1967.
Dallin, A. and Westin, F. (eds.). *Politics in the Soviet Union — 7 Cases.* Harcourt, Brace & World, 1966.
Meyer, A. G. *Communism.* 3rd ed. Random House, 1967.
Meyer, A. G. *Leninism.* Praeger, 1962.
Pethybridge, R. W. *A History of Postwar Russia.* Allen & Unwin, 1966.
Ritvo, H. *The New Soviet Society.* (1961 Program of the C.P.S.U.), The New Leader, New York, 1962 (or any other edition of the Program).
Schapiro, L. *The Communist Party of the Soviet Union.* Methuen, London, 1963.
Schapiro, L. ed., *The U.S.S.R. and the Future.* Praeger, 1963.
Scott, D. J. R. *Russian Political Institutions.* 3rd ed. Allen & Unwin, 1965.
Shaffer, H. G., ed. *The Soviet System.* Appleton-Century-Crofts, 1965.
Swearer, H. R. *The Politics of Succession in the U.S.S.R.* Little, Brown & Co., 1964.

B. *Other recommended references.*

(1) *Hard cover editions:*

Acton, H. B. *The Illusion of the Epoch.* Cohen and West, 1962.
Carmichael, J. *A Short History of the Russian Revolution.* Nelson, 1966.
Carr, E. H. *A History of Soviet Russia.* 8 vols. Macmillan, London, 1950. (Vols. 1-3, *The Bolshevik Revolution,* available in Pelican Books, 1966).
Chamberlin, W. H. *The Russian Revolution.* 2 vols., Macmillan, 1935.
Denisov, A. and Kirichenko, M. *Soviet State Law.* Foreign Languages Publishing House, Moscow, 1960.
Fainsod, M. *Smolensk Under Soviet Rule.* Harvard U.P., 1958.
Leonhard, W. *The Kremlin Since Stalin.* Oxford, 1962.
Miller, J. D. B. and Rigby, T. H. *The Disintegrating Monolith.* A.N.U. Canberra, 1965.
Pipes, R. (ed.). *The Russian Intelligentsia.* Columbia U.P., 1961.
Seton-Watson, G. H. N. *The Pattern of Communist Revolution.* 2nd ed. Methuen, London, 1960.
Ulam, A. *Lenin and the Bolsheviks.* Secker & Warburg, 1966.
Utechin, S. V. *Russian Political Thought.* Dent, 1963.

(2) *Paperback editions:*

Anderson, T. *Masters of Russian Marxism.* Appleton-Century-Crofts, 1963.
Daniels, R. V. *A Documentary History of Communism.* 2 vols., Random House, 1962.

Feuer, L. (ed.). *Marx and Engels — Basic Writings on Politics and Philosophy.* Doubleday Anchor, 1959.
Kennan, G. *Russia and the West under Lenin and Stalin.* Hutchinson, 1960.
Kochan, L. *The Making of Modern Russia.* Pelican Books, 1963.
McNeal, R. H. (ed.). *The Russian Revolution — Why Did The Bolsheviks Win?* Holt, Rinehart, 1963.
Nove, A. *The Soviet Economy.* 2nd ed. Allen & Unwin, 1965.
Plamenatz, J. *German Marxism and Russian Communism.* Longmans, 1961.
Schwartz, H. *The Soviet Economy Since Stalin.* Lippincott, 1965.
Shaffer, H. G., ed. *The Soviet Economy.* Appleton-Century-Crofts, 1963.

(c) FOREIGN POLICY.

Strongly recommended books:

Mendel, D. *American Foreign Policy in a Polycentric World.* Dickinson, California, 1968. Paperback.
Morgenthau, H. J. *Politics Among Nations.* 4th ed. Knopf, 1967.
McNeal, R. H., ed. *International Relations Among Communists.* Prentice-Hall, 1967. Paperback.
Rubinstein, A. Z., ed. *The Foreign Policy of the Soviet Union.* 2nd ed. Random House, 1966.

54.122 Political Science II (Distinction)

British and American liberal-democratic thought and its Marxist critics in the nineteenth and twentieth centuries. Students should consult the School for reading lists and other details.

Particulars of other courses offered by the School of Political Science will be found in the *Handbook* of the Faculty of Arts or may be obtained from the School.

DEPARTMENT OF GENERAL STUDIES (HUMANITIES SUBJECTS)

Undergraduate students in all faculties other than Arts are required to study a number of General Studies subjects. The general pattern and course outlines in the Faculty of Commerce are listed in the Department of General Studies Handbook, which is available free of cost to all students.

TIMETABLE

In general, subjects are arranged in numerical order, under the heading of the School concerned. Humanities subjects appear at the end of the table. The times at which subjects not included in this list are available may be ascertained on application to the School or Department concerned.

The times shown are provisional and are subject to alteration. Students must consult the notice-boards for information about any alterations to the Timetable.

The inclusion of a subject in this list does not necessarily mean that it will be offered. If there are insufficient enrolments for particular subjects, these subjects may not be offered. Where alternative times are shown, such subjects may not be offered more than once if there are insufficient enrolments.

The final allocation of students to particular tutorials will be made on enrolment and cannot be varied thereafter except with the permission of the Head of School concerned.

A Timetable showing room numbers will be posted on notice-boards before first term begins.

STUDENT'S TIMETABLE

Time	Monday	Tuesday	Wednesday	Thursday	Friday
9-10					
10-11					
11-12					
12-1					
1-2					
2-3					
3-4					
4-5					
5-6					
6-7					
7-8					
8-9					

School of Mathematics

	Subject	*Lectures*	*Tutorials*
10.001	Mathematics I	W. 12-1, Th. 12-1, 2-3, F. 11-12 *or* M. 10-11, T. 4-5, Th. 10-11, F. 10-11	1 Tutorial plus 1 Practice class. To be allocated.
		Evening classes are also held for 10.001 Mathematics I on Tuesday, Wednesday, Thursday and Friday evenings, 6-9 p.m., and on Wednesday and Thursday afternoons, 2-5 p.m. The course can be covered by attending two of such three-hour sessions. Students should consult the School of Mathematics when planning their timetable.	
10.011	Higher Mathematics I	W. 12-1, Th. 12-1, 2-3, F. 11-12	1 Tutorial plus 1 Practice class. To be allocated.
		Classes for 10.011 Higher Mathematics I are also held on Tuesday evening, 6-9 p.m., and Thursday afternoon, 2-5 p.m. The course can be covered by attending these two sessions.	
10.021	Terminating Mathematics I	M. 10-11, T. 4-5, Th. 10-11, F. 10-11	1 Tutorial plus 1 Practice class. To be allocated.
		Classes for part-time students are also held on Tuesday afternoon, 2-5 p.m., and on Wednesday and Friday evenings, 6-9 p.m. The course can be covered by attending two of such three-hour sessions.	
10.111	Pure Mathematics II	Unit A: T. 9-10, Th. 9-10* *or* T. 9-10, Th. 11-12* *or* F. 5.30-8 Unit B: M. 11-12, Th. 9-10* *or* W. 10-11, Th. 11-12* *or* M. 5.30-8 Unit C: W. 11-12, Th. 3-4 *or* W. 6-8	1 Tutorial per fortnight for each Unit to be allocated. Students wishing to take mixed day/evening sessions should consult the School of Mathematics for tutorial allocation.
†10.211	Applied Mathematics II, Unit A.	M. 4-5, T. 10-11 *or* T. 12-1, F. 10-11 *or* Th. 5.30-8	

* These classes are held on alternate weeks.
† This unit 10.211A together with units 10.111A and 10.111B constitute a new recognised Second year mathematics subject known as Mathematics 10.911.

School of Mathematics (continued)

	Subject	*Lectures*	*Tutorials*
10.121	Pure Mathematics II (Higher)	Students wishing to take this course should consult the School of Mathematics.	
10.112	Pure Mathematics III	M. 11-12, T. 10-11, W. 11-12, Th. 10-11	T. 9-10
10.122	Pure Mathematics III (Higher)	Lecture/tutorial times to be allocated. Students wishing to take this course should consult the School of Mathematics.	

School of Applied Psychology

12.001	Psychology I	M. 10-11, T. 11-12, W. 12-1; *or* M. 3-4, T. 12-1, Th. 10-11; *or* M. 7-30 - 9.30, T. 6-7. Practical: T. 9-11; *or* T. 11-1; *or* T. 2-4; *or* W. 11-1; *or Th.* 11-1; or Th. 2-4; *or* F. 11-1; *or* F. 4-6; *or* T. 7-9; *or F. 6-8*	— — — — —
12.012	Psychology II	Theory: M. 12-1; *or* W. 11-12; *or* M. 6-7 together with one of T. 2-3; *or* Th. 2-3; *or* T. 6-7 Psych. Stats.: M. 2-3; *or* W. 12-1; *or* Th. 12-1; *or* F. 12-1; *or* T. 7-8 Practical (2 hours) and Tutorial (1 hour): To be arranged. Psych. Testing: T. 3-5; *or* Th. 3-5; *or* M. 7-9	— — — —
12.013	Psychology III	To be arranged.	
12.651	Psychology (Industrial Relations)	W. 5-6, F. 5-7	—

School of Accountancy

	Subject	*Lectures*	*Tutorials*
14.111	Accounting I A	M. 9-10, Th. 9-10	M. 2-3 *or* M. 4-5 *and* F. 10-11 *or* F. 11-12 *or* F. 12-1 *or* F.2-3
	B	M. 10-11, Th. 11-12	Th. 9-10 *or* Th. 12-1 *or* Th. 3-4 *or* Th. 4-5 *and* T. 10-11 *or* T. 3-4 *or* T. 4-5
	C	M. 5-6, Th. 5-6	M. 7-8 *or* M. 8-9 *or* Th. 7-8 *and* T. 5-6 *or* T. 6-7 *or* T. 7-8 *or* T. 8-9
	D	M. 7-8, F. 7-8	M. 5-6 *or* M. 8-9 *or* Th. 7-8 *or* Th. 8-9 and T. 5-6 *or* F. 5-6 *or* F. 6-7
	E	M. 8-9, F. 6-7	M. 5-6 *or* M. 7-8 *or* Th. 7-8 *and* T. 5-6 *or* F. 5-6 *or* F. 7-8
	F	M. 7-8, Th. 7-8	M. 5-6 *or* M. 8-9 *or* Th. 5-6 *or* Th. 8-9 *and* T. 5-6 *or* T. 6-7 *or* T. 7-8 *or* T. 8-9
14.112	Accounting II A	M. 2-3, T. 2-3	M. 10-11 *or* M. 11-12 *or* T. 10-11 *or* T. 4-5 *and* W. 10-11 *or* W. 11-12 *or* Th. 2-3 *or* Th. 4-5
	B C	M. 5-6, T. 5-6 } M. 7-8, T. 7-8 }	M. 5-6 *or* M. 8-9 *or* T. 5-6 *or* T. 8-9 *and* W. 5-6 *or* W. 6-7 *or* W. 7-8 *or* Th. 7-8
14.113	Accounting III	T. 4-5, W. 11-1	M. 11-12 *or* M. 12-1 *or* T. 12-1 *or* Th. 12-1
		T. 6-7, W. 6-8	T. 8-9 *or* W. 5-6 *or* W. 8-9 *or* Th. 7-8

* A and B are alternative groups for students in full-time courses; C, D, E and F are alternative groups for students in part-time courses. Students must select the same groups for 14.111 Accounting I and 15.101 Economics I.

School of Accountancy (continued)

	Subject	*Lectures*	*Tutorials*
14.121	Government Accounting	Not available 1969.	
14.131	Auditing and Internal Control	T. 3-4, Th. 2-3 *or* T. 5-6, W. 5-6, *or* T. 7-8, Th. 7-8	— —
14.151	Cost Accounting	T. 6-7, Th. 7-9	—
14.161	Accounting Honours Seminar I	W. 10-11 *or* W. 5-6	—
14.162	Accounting Honours Seminar II	Th. 4-5 *or* Th. 5-6	—
14.163/1	Accounting Honours Seminar III/1 (Financial Accounting Theory)	Th. 11-1 *or* Th. 6-8	—
14.163/2	Accounting Honours Seminar III/2 (Managerial Accounting Theory)	M. 11-1 *or* M. 6-8	—
14.201	Taxation Law and Practice	T. 2-3, Th. 2-3 *or* T. 5-6, Th. 5-6 *or* T. 6-7, Th. 6-7	— —
14.202	Corporation Law	M. 12-1, W. 12-1 *or* M. 5-6, W. 5-6	—
14.203	Trustee Law and Accounting	Not available 1969.	—
14.211	Commercial Law	T. 12-1, W. 12-1 *or* T. 6-7, W. 6-7	M. 12-1 *or* T. 10-11 *or* T. 11-12 *or* T. 2-3 *or* W. 9-10 *or* W. 10-11 *or* Th. 11-12 *or* Th. 12-1 *or* M. 6-7 *or* M. 8-9 *or* T. 7-8 *or* T. 8-9 or W. 5-6

School of Accountancy (continued)

	Subject	*Lectures*	*Tutorials*
14.212	Administrative Law	Not available 1969.	—
14.301	Production	T. 3-4, Th. 3-4 *or* T. 7-8, Th. 6-7	—
14.321	Business Finance	M. 4-5, W. 11-12 *or* M. 5-6, W. 5-6 *or* M. 7-8, W. 7-8	— —
14.322	Data Processing and Information Systems	T. 3-4, Th. 3-4 *or* T. 5-6, Th. 5-6 *or* T. 7-8, Th. 7-8	— — —
14.332	Operations Research in Business	T. 2-3, Th. 2-3 *or* T. 6-7, Th. 7-8.	— —
14.342	Development of Accounting Thought	Not available 1969.	—
14.402	Organisation Theory	W. 7-9	—
14.901G	Corporate Organisation and Accounting	T. 7-9	—
14.902G	Controllership	W. 6-8	—
14.903G	Contemporary Auditing Problems	T. 8-9, Th. 8-9	—
14.904G	Studies in Taxation	Th. 7-9	—
14.905G	Operations Research	W. 6-8	—
14.906G	Information Systems	T. 6-8	—

School of Economics

	Subject	*Lectures*	*Tutorials*
15.101	Economics I	M. 3-4, Th. 10-11	M. 10-11 *or* M. 12-1 *or* M. 2-3 *or* M. 4-5 *or* T. 4-5 *or* W. 10-11 *or* W. 12-1 *or* F. 11-12 *or* F. 12-1 *or* F. 2-3 *or* F. 3-4
		or	*or*
		M. 6-7, Th. 6-7	M. 7-8 *or* M. 8-9 *or* T. 6-7 *or* T. 7-8 *or* Th. 5-6 *or* Th. 7-8 *or* Th. 8-9 *or* F. 5-6 *or* F. 6-7 *or* F. 7-8
15.102	Economics II	M. 3-4, T. 11-12	M. 10-11 *and* Th. 10-11 *or* T. 10-11 *and* Th. 10-11 *or* T. 12-1 *and* Th. 12-1 *or* T. 2-3 *and* Th. 2-3 *or* T. 3-4 *and* Th. 3-4 *or* W. 2-3 *and* Th. 2-3 *or* W. 3-4 *and* Th. 3-4
		or	*or*
		M. 6-7, T. 6-7	M. 5-6 *and* W. 5-6 *or* M. 8-9 *and* W. 8-9 *or* W. 6-7 *and* Th. 6-7 *or* W. 7-8 *and* F. 7-8
15.103	Economics III	Th. 9-10	W. 9-10 *or* W. 10-11 *or* W. 11-12 *or* F. 10-11 *or* F. 11-12 *or* F. 12-1
		or	*or*
		Th. 6-7	T. 6-7 *or* T. 7-8 *or* T. 8-9 *or* Th. 5-6 *or* Th. 7-8 *or* Th. 8-9
15.104	Advanced Economic Analysis	T. 2-5, Th. 2-5	—
15.112	Economics II (Hon.)	M. 3-4, T. 11-12	Th. 10-12
		or	*or*
		M. 6-7, T. 6-7	Th. 6-8
15.113	Economics III (Hon.)	M. 11-12* *or* W. 5-7	Th. 10-11
15.173	Economics IIIM	Not available 1969.	—
15.213	History of Economic Thought	M. 2-4 *or* M. 6-8	—

* May last more than one hour and students should not make commitments for the following hour.

School of Economics (continued)

	Subject	*Lectures*	*Tutorials*
15.223	Comparative Economic Systems	T. 2-4 *or* T. 7-9	—
15.233	Public Finance and Financial Policy	F. 11-1 *or* F. 6-8	—
15.243	Economic Development	F. 9-11 *or* F. 6-8	—
15.253	Economics of Industry and Labour	T. 11-1 *or* W. 7-9	—
15.263	International Economics	W. 10-12 *or* T. 7-9	—
15.302	Economic History I	Th. 2-4 *or* T. 7-9	Th. 12-1 *or* M. 5-6 *or* W. 5-6 *or* F. 6-7
15.312	Economic History I (Hon.)	Th. 2-4 *or* T. 7-9	To be arranged.
15.303	Economic History II	W. 6-8	—
15.313	Economic History III	Th. 6-8	To be arranged.
15.304	Economic History IV	To be arranged.	
15.401	Business Statistics	M. 11-12, W. 2-3	T. 9-10 *or* T. 10-11 *or* T. 11-12 *or* T. 2-3 *or* T. 3-4 *or* T. 4-5 *or* Th. 9-10 *or* Th. 11-12 *or* Th. 12-1 *or* Th. 2-3 *or* Th. 3-4
		or	*or*
		M. 7-8, W. 7-8	T. 5-6 *or* T. 6-7 *or* T. 7-8 *or* T. 8-9 *or* W. 5-6 *or* W. 6-7 *or* W. 8-9
15.471	Mathematics for Commerce	Not available 1969.	—
15.402	Econometric Methods	W. 10-11, F. 10-11	M. 11-12 *or* W. 11-12 *or* W. 12-1 *or* W. 4-5 *or* F. 9-10 *or* F. 11-12
		or	*or*
		W. 7-8, F. 7-8	W. 5-6 *or* W. 6-7 *or* W. 8-9 *or* F. 5-6 *or* F. 6-7 *or* F. 8-9
15.422	Statistical Analysis I	T. 6-8, Th. 6-8	—
15.423	Statistical Analysis II	M. 6-8, F. 6-8	—
15.424	Seminar in Statistics	To be arranged.	

School of Economics (continued)

	Subject	*Lectures*	*Tutorials*
15.433	Applied Statistics	M. 6-8, Th. 6-8	—
15.434	Econometrics	To be arranged.	
15.443	Mathematical Economics	To be arranged.	
15.502	Industrial Relations I	T. 9-11 *or* T. 7-9	M. 10-11 *or* T. 12-1 *or* W. 9-10 *or* Th. 11-12 *or* M. 6-7 *or* T. 6-7 *or* Th. 5-6
15.512	Industrial Relations I (Hon.)	T. 9-11 *or* T. 7-9	T. 2-3 *or* T. 6-7
15.503	Industrial Relations II	Th. 7-9	Th. 12-1 *or* F. 5-6 (Term I) *and* F. 6-7 (Terms II and III)
15.513	Industrial Relations II (Hon.)	Th. 7-9	W. 7-8
15.504	Industrial Relations III	To be arranged.	
15.552	Industrial Law I	M. 6-8	—
15.553	Industrial Law II	M. 6-9	—
15.105G	Welfare Economics	Not available 1969.	—
15.115G	Industrial Economics	F. 2-5	—
15.125G	Economic Policy	T. 2-5	—
15.134G	Economic Theory A	T. 2-5* *or* W. 6-9	—
15.144G	Economic Theory B	Th. 2-5	—
15.435G	Advanced Econometrics	Not available 1969.	—
15.445G	Advanced Mathematical Economics	Not available 1969.	—
15.474G	Mathematics for Economists	T. 6-9	—

* Students may be required to attend on Friday 9-12 during second term only.

Graduate School of Business

Subject		Lectures	Tutorials
First Year Part-Time			
24.001G	Organization and Management Theory	M. 2-5 *or* T. 6-9	—
24.002G	Behavioural Science	M. 2-5 *or* M. 6-9	—
24.004G	Management Accounting	M. 1-2 *and* M. 6-7 *or* M. 1-2 *and* W. 7-8	—
24.005G	Social Framework of Business I	M. 7-8 *or* W. 6-7	—
Second Year Part-Time			
24.003G	Quantitative Methods	Th. 2-4 *or* Th. 4-6	—
24.006G	Business Economics	Th. 2-4 *or* Th. 4-6	—
24.007G	Production	Th. 8-9	—
24.008G	Marketing	M. 7-9	—
24.010G	International Business	Th. 1-2 *or* Th. 7-8	—
24.105G	Social Framework of Business II	M. 6-7	—
Third Year Part-Time			
24.009G	Business Policy	T. 6-9 *and* Th. 6-9	—
24.203G	Advanced Quantitative Methods	T. 3-5	—
24.208G	Advanced Marketing	T. 1-3	—
24.211G	Finance	T. 1-3	—
24.212G	Business Planning	Not available 1969.	—
24.213G	Business and Law	T. 3-5	—
24.214G	Advanced Organization and Method	T. 3-5	—
24.217G	Small Business	T. 1-3	—

Graduate School of Business (continued)

	Subject	Lectures	Tutorials
First Year Full-Time			
24.001G	Organization and Management Theory	M. 2-5 *or* T. 6-9	—
24.002G	Behavioural Science	M. 2-5 *or* M. 6-9	—
24.003G	Quantitative Methods	Th. 2-4 *or* Th. 4-6	—
24.004G	Management Accounting	M. 1-2 *and* M. 6-7 *or* M. 1-2 *and* W. 7-8.	—
24.005G	Social Framework of Business I	M. 7-8 *or* W. 6-7	—
24.006G	Business Economics	Th. 2-4 *or* Th. 4-6	—
24.007G	Production	Th. 8-9	—
24.008G	Marketing	M. 7-9	—
Second Year Full-Time			
24.009G	Business Policy	T. 6-9 *and* Th. 6-9	—
24.010G	International Business	Th. 1-2 *or* Th. 7-8	—
24.105G	Social Framework II	M. 6-7	—
24.208G	Advanced Marketing	T. 1-3	—
24.212G	Business Planning	Not available 1969.	—
24.211G	Finance	T. 1-3	—
24.217G	Small Business	T. 1-3	—
24.203G	Advanced Quantitative Methods	T. 3-5	—
24.213G	Business and Law	T. 3-5	

Graduate School of Business (continued)

	Subject	*Lectures*	*Tutorials*
Diploma of Administration			
14.071G	Management Accounting	W. 2-4	—
14.072G	Business Law	T. 6-8	—
24.501G	Organization and Management Theory	W. 7-9	—
24.502G	Behavioural Science	W. 4-6	—
24.503G	Economic and Financial Management	Th. 7-9	—
24.504G	Quantitative Methods	Th. 6-7	—
24.505G	Business Policy	T. 6-8	—
24.507G	Production Management	Th. 6-8	—
24.509G	Automatic Data Processing	T. 1-3	—
24.511G	Personnel Management	T. 3-5	—
24.512G	Small Business	T. 3-5	—
8.674G	Civil Engineering Construction Management	Th. 6-9 (Terms I & II)	—

Department of Marketing

12.691	Behavioural Science	W. 2-4, Th. 11-1 *or* M. 6-8, T. 6-8	—
28.101	Principles of Marketing	W. 11-12, F. 4-5 *or* W. 6-7, F. 6-7	—
28.102	Case Studies in Marketing	W. 9-10, F. 9-10 *or* W. 12-1, F. 12-1 *or* W. 6-7, F. 6-7 *or* W. 7-8, F. 7-8	—

Department of Marketing (continued)

	Subject	*Lectures*	*Tutorials*
28.113	Marketing Management	W. 1-3, F. 1-3 *or* W. 5-7, F. 5-7	—
28.133	Marketing Research	W. 10-11, F. 10-11, F. 3-5 *or* W. 7-8, Th. 7-9, F. 7-8	—
28.201	Behavioural Science in Marketing	To be arranged	
28.202	Comparative Marketing Systems	To be arranged	
28.203	Seminar in Marketing Theory	To be arranged	

School of Geography

27.041	Geography IA	W. 5-6, Th. 4-5 Lab. T. 5-8 (fortnightly) *or* W. 2-5 (fortnightly) *or* Th. 10-1 (fortnightly)	1 Tutorial to be arranged
27.042	Geography IIA	Th. 5-6, F. 9-10 Lab. W., 9-12 *or* F. 10-1	

School of English

50.111	English I	W. 11-12, Th. 11-12, F. 11-12 *or* W. 4-5, Th. 4-5, F. 4-5	Consult School of English
50.112	English II	W. 3-4, Th. 3-4, F. 3-4	

School of History

	Subject	*Lectures*	*Tutorials*
51.111	History I	T. 10-11, F. 10-11	Consult School of History
51.112	History II	M. 12-1, Th. 11-12	

School of Philosophy

52.111	Philosophy I	M. 2-3, W. 10-11, Th. 9-10	Group A F. 12-1 Group B F. 3-4
52.112	Philosophy II	Various alternatives—consult School of Philosophy	

School of Sociology

53.111	Sociology I	M. 12-1, T. 12-1	Consult School of Sociology
53.112	Sociology II	T. 10-11, T. 11-12 W. 10-11, W. 11-1	

School of Political Science

54.111	Political Science I	W. 4-5, Th. 4-5, F. 12-1 *or* W. 6-7, Th. 6-8	Consult School of Political Science
54.112	Political Science II	M. 4-5, W. 2-3, Th. 4-5	

School of History and Philosophy of Science

Subject	*Lectures*	*Tutorials*
62.111 History and Philosophy of Science I	M. 9-10, T. 9-10, F. 9-10 *or* M. 4-5, T. 4-5, F. 4-5	Consult School of History and Philosophy of Science
62.112 History and Philosophy of Science II	T. 2-3, Th. 2-3, F. 2-3	

Department of General Studies*

11.011H History of Fine Arts	F. 9-10	F. 10-11
11.021H History of Architecture	T. 9-10	T. 10-11
26.301 Music	M. 9-10 *or* T. 9-10 *or* M. 6.30-7.30 *or* Th. 6-7	M. 10-11 T. 10-11 M. 5.30-6.30 Th. 7-8
26.501 English	M. 9-10 *or* T. 10-11 *or* Th. 2-3 *or* F. 9-10 *or* T. 7-8 *or* Th. 7-8	M. 10-11 T. 9-10 Th. 3-4 F. 10-11 T. 8-9 Th. 8-9
26.511 History	M. 9-10 *or* M. 10-11 *or* T. 10-11 *or* Th. 2-3 *or* F. 10-11 *or* M. 6.30-7.30 *or* Th. 7-8	M. 10-11 M. 9-10 T. 9-10 Th. 3-4 F. 9-10 M. 5.30-6.30 Th. 6-7

* In all General Studies subjects students must attend tutorials once a fortnight.

Department of General Studies (continued)

	Subject	*Lectures*	*Tutorials*
26.521	Philosophy	M. 9-10 *or* M. 10-11 *or* T. 10-11 *or* Th. 2-3 *or* F. 10-11 *or* M. 6.30-7.30 *or* Th. 7-8	M. 10-11 M. 9-10 T. 9-10 Th. 3-4 F. 9-10 M. 5.30-6.30 Th. 6-7
26.541	Political Science	T. 9-10 *or* F. 10-11 *or* W. 6-7 *or* Th. 6-7	T. 10-11 F. 9-10 M. 6-7 Th. 7-8
26.571	Introduction to Modern Drama	M. 10-11	M. 9-10
26.641	German Literature and Civilization, Part I	T. 9-10	T. 10-11
26.651	Spanish and Spanish American Literature, Part I	T. 9-10	T. 10-11