FACULTY OF COMMERCE

1971 HANDBOOK

FACULTY OF COMMERCE
1971 HANDBOOK
EIGHTY CENTS

THE UNIVERSITY OF NEW SOUTH WALES

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CALENDAR OF DATES FOR 1971

Session 1: March 1 to May 15
　　　　　May Recess May 16 to May 23
　　　　　May 24 to June 12
　　　　　Midyear Recess June 13 to July 18
Session 2: July 19 to August 14
　　　　　August Recess August 15 to August 29
　　　　　August 30 to November 6

January—

Monday 25	Last day for acceptance of applications to enrol by new students and students repeating first year.
Tuesday 26 to Saturday, Feb. 6	Deferred examinations.

February—

Monday 1	Australia Day—Public Holiday.
Thursday 18 to Monday 22	Enrolment period for new students and students repeating first year.
Monday 22	Enrolment week commences for students re-enrolling (second and later years).

March—

Monday 1	Session 1 lectures commence.
Friday 12	Last day of enrolment for new students (late fee payable).
Wednesday 31	Last day for later year enrolments (late fee payable).

April—

Friday 9 to Monday 12	Easter.
Monday 26	Anzac Day—Public Holiday.

May—

Sunday 16 to Sunday 23	May Recess.

June—

Saturday 12	Session 1 ends.
Monday 14	Queen's Birthday—Public Holiday.
Tuesday 15 to Tuesday 29	Midyear examinations.
Wednesday 30	Last day for acceptance of applications for re-admission after exclusion under rules governing re-enrolment.

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July—

    Thursday 29 .... Foundation Day.

    Monday 19 .... **Session 2 commences.**

August—

    Sunday 15 to
    Sunday 29 .... August Recess.

September—

    Wednesday 15 .... Last day for acceptance of corrected enrolment
                         details forms.

October—

    Monday 4 .... Eight-Hour Day—Public Holiday.

    Wednesday 6 .... Last day for acceptance of corrected enrolment
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November—

    Saturday 6 .... **Session 2 ends.**

    Tuesday 9 to
    Tuesday 30 .... Annual examinations.

1972

Session 1: March 6 to May 13
            May Recess May 14 to May 21
            May 22 to June 17
            Midyear Recess June 18 to July 23
Session 2: July 24 to August 12
            August Recess August 13 to August 27
            August 28 to November 11

January—

    Tuesday 25 to
    Saturday, Feb. 5 .... Deferred examinations.

February—

    Monday 14 .... Enrolment Week commences for new students
                         and students repeating first year.

    Monday 21 .... Enrolment Week commences for students re-
                         enrolling.

THE ACADEMIC YEAR

The academic year is divided into two sessions, each containing 14 weeks for teaching. There is a recess of five weeks between the two sessions. In addition there are short recesses within the sessions—one week within Session 1 and two weeks within Session 2.

The first session commences on the first Monday of March.

FACULTY OF COMMERCE STAFF

Dean

Professor A. S. Carrington

Chairman

Professor J. W. Nevile

Administrative Assistant

Miss E. Hing, BEc *Syd.*

SCHOOL OF ACCOUNTANCY

Professor of Accountancy and Head of School

A. S. Carrington, MCom *N.Z.*, FASA, FCA(NZ), CMANZ, FCIS, FIANZ

Professor of Accountancy

Vacant

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

R. G. Dryen, BA *N.S.W.*, FASA
A. A. Forster, BEc *Syd.*, FCA, FCIS
P. J. Grouse, MSc *Syd.*, BD *Lond.*, ThL
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
J. H. McClelland, BSc MAgrSc *Melb.*
L. A. McPherson, AASA, ACIS

Lecturers

M. E. Aiken, BCom *N.S.W.*, MEc *Syd.*, AASA (Senior), ACIS
G. N. Bowles, BEc *Syd.*, AASA (Senior)
C. G. Falt, BCom DipEd *Qld.*
H. L. Ffrench, LLB *Syd.*, BA *N.E.*
D. G. Graham, *BE N.S.W.*
C. T. Honnor, BA LLB *Syd.*
V. M. Levy, BEc *Syd.*, AASA, ACIS
R. L. Neufeld, BCom *Well.*, ARANZ
K. E. Osborne, MCom *N.S.W.*, AASA (Senior)
A. J. Pekin, BCom *Melb.*, MA(HospAdmin) *Iowa*, AHA
R. Vermeesch, LLB *Syd.*

Senior Tutors
> J. G. Gerrand, BCom BSc *N.S.W.*, AASA(Prov.)
> P. Truda, BEc *Syd.*, FCA

Tutors
> H. A. Chipperfield, BEc *Syd.*
> M. Del Gigante, BCom *N.S.W.*
> I. C. Horsley, BCom *N.S.W.*
> Mrs. Nina Kingston, BCom *N.S.W.*, DipCom *Syd.*, AASA
> D. A. McDonell, BCom *N.S.W.*, ACA
> J. B. Shanahan, BCom *N.S.W.*

Teaching Fellows
> K. P. Mar, BSc *Syd.*, BCom *N.S.W.*, AASA(Prov.)

SCHOOL OF ECONOMICS

Professor of Economics and Head of School
> J. W. Nevile, BA *W.Aust.*, MA PhD *Calif.*

Research Professor of Economics
> M. C. Kemp, BCom MA *Melb.*, PhD *Johns H.*

Professor of Economic History
> W. G. Rimmer, MA PhD *Cantab.*, AM *Harv.*, FRHistS

Professor of Statistics
> N. C. Kakwani, MA PhD *Delhi*

Administrative Assistant
> Josephine M. Edwards, BA *N.S.W.*

Department of Economics

Associate Professor
> D. J. Stalley, MEc *Adel.*, MBA *Col.*, AUA

Senior Lecturers
> R. V. Horn, MEc *Syd.*, DrRerPol *Cologne*
> G. D. McColl, MSc(Econ) *Lond.*, AASA (Senior)
> K. D. Rivett, MA PhD *Melb.*
> N. Runcie, BEc *Syd.*, PhD *Lond.*

Lecturers
> P. Calvo, MSc(Econ) PhD *Lond.*
> R. Fisher, MCom *N.S.W.*
> I. Gordijew, BEc *Syd.*
> W. E. Hotchkiss, MEc *Syd.*
> W. Junor, BCom *N.S.W.*

Tutors

D. R. Arrowsmith, BA *Melb.*
Diane Campbell, BCom *N.S.W.*, DipEd *Syd.*
L. M. Dwyer, BCom *N.S.W.*
Mrs. Rita Hardie, BEc *Syd.*
I. Iredale, BCom *N.S.W.*
Myrtle Isaac, BCom *N.S.W.*
A. M. Kearns, BCom *N.S.W.*
A. C. K. Lo, BA *Melb.*
Paula R. Nakutis, BA DipEd *N.S.W.*
M. J. Thompson, BEc *Q'ld.*

Teaching Fellows

Mrs. Catherine A. Mason, BA *N.S.W.*

Department of Econometrics

Senior Lecturer

Vacant

Lecturers

W. R. Hughes, MCom *Auck.*, DBA *Indiana*
N. Podder, MA *Calc.*
E. R. Sowey, BEc *Syd.*, BSc *N.S.W.*, MSc *Lond.*

Tutor

K. M. Sweeny, BEc *Syd.*

Department of Economic History

Senior Lecturer

S. Ambirajan, MA *And.*, PhD *And. & Manc.*

Lecturers

D. L. Clark, BEd *Syd.*
J. A. Perkins, BSc(Econ) *Hull*

Department of Industrial Relations

Senior Lecturer

G. W. Ford, BA DipEd *Syd.*, MA(Econ) *Calif.*

Lecturer

F. Stevens, BEc *Syd.*, MA *Stan.*

DEPARTMENT OF FINANCE

Professor of Finance and Head of Department
R. C. Olsson, BEc *Syd.*, MBA PhD *N.Y.*, FASA

DEPARTMENT OF MARKETING

Professor of Marketing and Head of Department
R. A. Layton, MEc *Syd.*

Senior Lecturer
Vacant

Lecturers
R. Fayed, MSc PhD *Manc.*
S. A. Glaser, BA *Syd.*
G. Holmes, MA *Lanc.*
R. M. March, BA *Syd.*, MA *NSW.*
R. C. O'Leary, BE *Syd*, MA *Lanc.*

Tutor
M. Sutherland, BCom *N.S.W.*

SCHOOL OF APPLIED PSYCHOLOGY*

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

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

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. Johnston, BVSc *Syd.*, PhD *N.S.W.*, MAIAS, MAIS
W. R. McManus, BScAgr *Syd.*, PhD *N.S.W.*, MAIAS
K. J. Whiteley, BSc *N.S.W.*, PhD *Leeds*, MAIAS

Senior Lecturers
J. W. James, BA *Qld.*
J. P. Kennedy, BSc *Oxon.*, MSc *N.S.W.*, MAIAS
J. D. McFarlane, BScAgr DipEd *Syd.*, MSc *N.S.W.*, MAIAS
E. M. Roberts, MAgrSc *N.Z.*, PhD *N.S.W.*, MAIAS

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

Lecturers

S. J. Filan, BAgrEc *N.E.*
C. L. Goldstone, BAgrSc *N.Z.*, RCA(NZ), MAIAS

Tutor Demonstrator

Jean J. Carter, MSc *Syd.*

Senior Instructors

J. R. Paynter
R. Sallaway

THE GRADUATE SCHOOL OF BUSINESS

Chairman

Professor A. S. Carrington, MCom *N.Z.*, FASA, FCA(NZ), CMANZ, FCIS, FIANZ

Members

Professor D. C. Dunphy, BA MEd DipEd *Syd.*, PhD *Harv.*
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.)

Lecturer (Business Administration)

K. H. F. Fargher, ED BSc BEd *Melb.*, MBA *N.S.W.*

Assistant to the Chairman

A. M. McNamara, BA *Syd.*

Department of Behavioural Science

Professor of Business Administration and Head of Department
D. C. Dunphy, BA MEd DipEd *Syd.*, PhD *Harv.*

Senior Lecturer

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

Department of Organizational Behaviour

Professor of Business Administration and Head of Department
N. R. Wills, BEc MSc *Syd.*, FRGS(Lond.)

Lecturer

J. W. Hunt, BA DipEd *Syd.*, MBA *N.S.W*

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.

In addition to complying with these conditions candidates must be selected before being permitted to enrol in a course. In 1971 it will be necessary for the University to limit the number of students enrolling in all undergraduate courses.

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

1. A candidate may qualify for matriculation by attaining in recognized 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 recognized 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 recognized 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 recognized 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 Prerequisites;

   or

   (b) the requirements regarding these particular Faculty, Course or Subject Prerequisites, 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. Applied Geography and Wool and Pastoral Sciences courses) Biological Sciences Engineering Industrial Arts Course Medicine Military Studies (Engineering course and Applied Science course) Science Bachelor of Science (Education)	(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 Applied Geography and Wool and Pastoral Sciences courses (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 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.
Law Combined Arts/Law Combined Commerce/Law	Nil. As for Arts. As for Commerce.
Military Studies (Arts course)	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, and provided that a candidate so qualified shall not enrol in a course of English Literature.
SUBJECT	SUBJECT PREREQUISITES
1.011—Higher Physics I 1.001—Physics I 1.041—Physics IC	As for Faculty of Science.
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 recognized 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

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* 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 AND ENROLMENT PROCEDURE

ADMISSIONS PROCEDURE

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, Third Floor, 13-15 Wentworth Avenue, Sydney (near Liverpool Street). Postal address: Box 7049, G.P.O., Sydney, 2001. Telephone: 26-6301. On the application form provision is made for applicants to indicate preferences for courses available in any of 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.

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.

ENROLMENT PROCEDURE

In 1971 it will be necessary for the University to impose quotas in each Faculty and Board of Studies.

The enrolment procedure for the different classes of under-graduate student is as follows:

First Enrolments

(a) New South Wales residents already qualified for admission and persons who are applying for enrolment on the basis of qualifications gained or about to be gained outside New South Wales must lodge an application for enrolment with the Metropolitan Universities Admissions Centre, 13-15 Wentworth Avenue, Sydney (P.O. Box 7049 G.P.O., Sydney), by 30th October 1970.

(b) New South Wales residents qualifying for admission by the 1970 New South Wales Higher School Certificate Examination or the 1971 Sydney University Matriculation Examination and those who have attended a University in New South Wales in 1970 must apply for enrolment to the Metropolitan Universities Admissions Centre, 13-15 Wentworth Avenue, Sydney (P.O. Box 7049 G.P.O., Sydney), by 25th January 1971.

Completion of Enrolment

Students whose applications for enrolment are accepted will be required to complete their enrolment at a specified appointment time before the beginning of Session 1.

Failure in First Year. First year students who failed all subjects at the 1970 Annual Examinations and who were not granted any deferred examinations will NOT follow the above procedure. They are required to "show cause" why they should be allowed to continue in the course, and should await instructions in writing from the Registrar as to the procedure.

For those students who have been given an appointment to enrol and who do not subsequently receive a letter of cancellation, the 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

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* Applicants who cannot keep their appointment should attend at the Enrolment Bureau on Thursday, 25th February, 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 $7.

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 Session 1 (12th March 1971) 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 in any of the categories mentioned above should enrol through the Faculty. This enrolment must be effected before or during the week before the commencement of Session 1.

Each student must obtain from the Faculty Office the following: (1) His or her **personal** University Enrolment Form—UE3 forms for full-time students, UE4 forms for part-time students; (2) Proposed Programme Form—C22/71.

University Enrolment Form: Details already recorded on the personal enrolment form should be checked. If the information is not correct, alterations should be made where necessary, **except**

where a change from part to full-time or vice versa is involved. In this event, the student should destroy the personal form and complete the appropriate blank form, supplies of which are also available at the Faculty Office, Room 113, Commerce Building.

All relevant details should then be completed with the exception of the sections showing programme for 1971. Enrolling officers will complete these sections after checking programme proposed on Form C22/71.

Proposed Programme for 1971—Form C22/71: This form must not be completed until results of the 1970 annual examinations are known. A number of course changes has been made and students should acquaint themselves with these by consulting this Handbook. In particular, students should note amendments to the courses in Economics, Economic History, Statistics and Industrial Relations.

The attention of students is directed to the important provisions of Rule 3 (prescribing maximum hours of class attendance), Rule 4 (concerning prerequisites) and Rule 6 (concerning the order in which subjects may be taken). Any application to vary these and other requirements must be made on the form T11— **Application for Course Variations** available from the Faculty Administrative Assistant. This form may also be used for transfers of courses **within** the Faculty, admission to Honours, transfers from part to full time, etc.

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 approval before submitting their proposed programme: they are invited to contact the Head of School after examination results are known.

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.

Thesis Requirements: Students required to submit a thesis as part of their course requirements should have their topics approved and supervisors allocated in accordance with the requirements of Rule 9 and with instructions issued by the Schools concerned. The thesis

should be included in the student's programme for the appropriate year, with the proposed year of submission 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.

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 1971 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 "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 C22/71 must be returned to the Faculty Administrative Assistant (Miss E. Hing), Faculty of Commerce Office, by 18th January 1971. 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 signed enrolment form from the Faculty Office on Wednesday 24th, Thursday 25th, Friday 26th February 1971, between the hours of 2 p.m. and 5 p.m., or 6 p.m. and 8 p.m. He may then complete enrolment by the payment of fees either during enrolment week or before the end of the second week of Session 1. Students who fail to attend at 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 C22/71 by 18th January 1971, or who fail to keep an appointment for interview, must enrol at a late enrolment period and pay the prescribed late fee.

Note: First year students who failed all subjects at the 1970

Annual Examinations and who were not granted any deferred examinations will NOT follow the above procedure. They are required to 'show cause' why they should be allowed to continue in the course, and should await written instructions from the Registrar as to the procedure.

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 postgraduate 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 25th January 1971.

During enrolment week, Wednesday 24th, Thursday 25th, Friday 26th February 1971, 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 Session 1.

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.

FEES*

COMMERCE UNDERGRADUATE FEES

(a) Degree Courses

Where course fees are assessed on the basis of session 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 session basis.

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

(i) Full-time Course Fee—more than 11 hours attendance per week—$165 per session.

(ii) Part-time Course Fee—over four hours and up to 11 hours attendance per week—$99 per session.

(iii) Part-time Course Fee—four hours or less attendance per week—$49.50 per session.

(iv) Course Continuation Fee—A fee of $28 per annum (no session 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.)

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

(b) Other Fees

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

Matriculation Fee—$8—payable at the beginning of first year.

Library Fee—annual fee—$14.

Excursion Fees—Geography IA—$4.

Geography IIA—$20.

University Union—entrance fee†—$20.

Student Activities Fees

University Union†—$20—annual subscription.

Sports Association†—$4—annual subscription.

Students' Union†—$5—annual subscription.

Miscellaneous—$17—annual fee.

Total—$46.

Graduation or Diploma Fee—$8—payable at the completion of the course.

Special Examination Fees

Deferred examination—$6 for each subject.

Examinations conducted under special circumstances—$8 for each subject.

Review of examination result—$8 for each subject.

Late Fees

SESSION 1—First Enrolments

Fees paid in the late enrolment period and before commencement of Session 1	$7
Fees paid during the 1st and 2nd weeks of Session 1	$14
Fees paid after the commencement of the 3rd week of Session 1 with the express approval of the Registrar and Head of the School concerned	$28

SESSION 1—Re-enrolments

Failure to attend enrolment centre during enrolment week	$7

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

Fees paid after the commencement of the 3rd week of Session 1 to 31st March $14

Fees paid after 31st March where accepted with the express approval of the Registrar $28

SESSION 2—All Enrolments

Fees paid in 3rd and 4th weeks of Session 2 .... $14

Fees paid thereafter $28

Late lodgement of corrected enrolment details forms (late applications will be accepted for three weeks only after the prescribed dates) $6

COMMERCE POSTGRADUATE FEES

(a) Master of Business Administration

(i) Registration Fee—$6.

(ii) Graduation Fee—$8.

(iii) Course Fee—calculated on the basis of a session's attendance at the rate of $10.50 per hour per week. Thus the fee for a programme requiring an attendance of 24 hours per week for the session is 24 x $10.50 = $252 per session.

(iv) Thesis or Project Fee—$42 (an additional fee of $28* 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 $14

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

    (ii) Registration Fee $6

    (iii) Internal full-time student annual fee $84

         Internal full-time student session fee $42

    (iv) Internal part-time student annual fee $42

         Internal part-time student session fee $21

    (v) External student annual fee† $28

    (vi) Final Examination (including Graduation fee) $42

(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 $6

    (ii) Course—Fee—per subject $42

    (iii) Project Fee—(at the time of first enrolment in the
         project) $28

    (iv) Project Fee—(for each† subsequent enrolment in
         the project) $28

    (v) Graduation Fees $8

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—$14.

University Union—entrance fee‡—$20.

Student Activities Fees

    University Union‡—$20—annual subscription.

    Sports Association‡—$4—annual subscription.

    Students' Union‡—$5—annual subscription.

    Miscellaneous—$17—annual fee.

    Total—$46.

Late Fees (M.Com. only)

Initial Registration

Fees paid from commencement of sixth week after date of

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† Students in this category are not required to pay the Student Activities Fees, the University Union Entrance Fee, or the Library Fee.
‡ Life members of these bodies are exempt from the appropriate fee or fees.

offer of registration to end of eighth week $14

Renewal at Commencement of Each Academic Year

Fees paid from commencement of third week of session to
31st March $14

Fees paid from commencement of third week of session to
approval of the Registrar $28

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 Session 1 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 session has elapsed, one-half of the session's course fees may be refunded. Where a student terminates a course of study after half a session has elapsed, no refund may be made in respect of that session's fees.

The Library fee is an annual fee and is not refundable where notice of withdrawal is given after the commencement of Session 1. On notice of withdrawal a partial refund of the Student Activities Fees is made on the following basis:

University Union—$5 in respect of each half session.

University of New South Wales Students' Union—where notice is given prior to the end of the fifth week of Session 1, $2; thereafter no refund.

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, $8.50; 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 authorization of course programme. Failure to do so will incur a late fee of $7.

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

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 Session 1. (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 Session 1 (i.e., 12th March 1971), 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 Session

Students who are unable to pay their fees by the year may pay by the session, in which case they are required to pay the first session's course fees and other fees for the year, within the first two weeks of Session 1. Students paying under this arrangement will receive accounts from the University for Session 2 fees. These fees must be paid within the first two weeks of Session 2.

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 Session 1 and for one month from the date on which a late fee becomes payable in Session 2.

Where an extension of time is granted to a first year student in Session 1, 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 session, 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 Session 2 (13th August 1971).

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 RULES AND INFORMATION

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 session 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 must apply on an application form obtainable from the Admissions Office, Chancellery, by Monday, 25th January. As quotas will operate on entry to all Faculties and the Board of Vocational Studies in 1971, failure to apply by 25th January 1971 will probably result in the application for transfer being unsuccessful.

Students whose applications to transfer are successful are required to comply with the enrolment procedures for the year/stage of the new course in which they expect to enrol. Unless otherwise instructed they must present the letter granting approval of the transfer to the enrolling officer.

Students who have not received advice regarding their application to transfer before the date on which they are required to enrol should check with the Admissions Office.

Students should also advise the Enrolling Officer of the School in which they are enrolled of their intention 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 emphasized that withdrawal from:

(1) a subject, tuition in which extends over the academic year, at any time after the May recess;

(2) a subject, tuition in which extends over only one session, at any time after one month from the commencement of the subject; or

(3) failure to sit for the examinations in any subject in which the student has enrolled,

shall be regarded as failure to satisfy the examiners in the subject, unless written approval to withdraw without academic penalty 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 25th January 1971. 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

Most annual examinations take place in November-December although some are held in the mid-year recess. Timetables showing time and place at which individual examinations will be held are posted on the central notice boards, which are in the Bio-Medical Building, Central Lecture Block, Dalton Building, Main Building and Western ground-archway area. 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 $8 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 is 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 August. 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 15th September. 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 $6.00 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 examina-

tion 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 not-
withstanding his failure otherwise to qualify for such
concession.

However, the Faculty of Commerce intends to award deferred
examinations under (ii) and (iii) above only in exceptional circum-
stances. Every practicable effort will be made to resolve a doubt
before the final composite mark and published grades are deter-
mined.

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.

Deferred examinations must be taken at the centre in which the
student is enrolled, unless he has been sent on compulsory indus-
trial training to remote country centres or interstate. An applica-
tion 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 $6 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 15th 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 1971.

1. (i) 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.

    Notwithstanding the provisions of Clause 1 (i)

   (ii) A student enrolled in the first stage of any course who has failed in more than half the programme in which he is enrolled for that year or stage shall be required to show cause why he should be allowed to continue in the course.

   (iii) A student enrolled in the first year of the Medical course who has failed in more than one subject of that year shall be required to show cause why he should be allowed to continue in the Medical course.

   (iv) The provisions of sections (ii) and (iii) of this rule shall be deemed to apply to any student on transfer from another course or institution whose programme of studies

in the first year of enrolment immediately following transfer is comprised of subjects so chosen that half or more of such subjects are listed in the University Calendar as first year subjects.

2.   Notwithstanding the provisions of Clause 1, 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

3.   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.

4.   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.

5. Any student excluded under any of the Clauses 1-3 may apply for re-admission after two academic years and such application shall be considered in the light of any evidence submitted by him.

6. A student wishing "to show cause" under these provisions shall do so in writing to the Registrar. Any such application shall be considered by a committee, hereinafter referred to as the Re-enrolment Committee, appointed 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.

7. The Vice-Chancellor may on the recommendation of the Re-enrolment Committee 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 Re-enrolment Committee and the Vice-Chancellor, the student's lack of fitness to pursue the course nominated.

8. A student who has failed, under the provisions of Clause 6 of these rules, to show cause acceptable to the Re-enrolment Committee 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.

9. Any student who is excluded from attendance in any course or subject by decision of the Professorial Board under the provisions of these rules may appeal to an Appeal Committee constituted by Council for this purpose.

10. The notification to any student of a decision by the Re-enrolment Committee to exclude the student from

attendance in any course or subject shall indicate that the student may appeal against the decision to an Appeal Committee of Council. In lodging such appeal the student shall ensure that a complete statement is furnished of all grounds on which the appeal is based and shall indicate whether or not the student wishes to appear in person before the Appeal Committee.

In considering an appeal the Appeal Committee, on the basis of the student's academic record and the stated grounds of appeal, shall decide:

(i) whether there are grounds which justify the Committee seeing the student in person, or

(ii) whether there is sufficient information available to the Committee to allow decision without seeing the student in person and so proceed to determine the application accordingly.

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.

Late applications cannot be considered where, in the opinion of the University, insufficient time will be available for the student to prepare himself for any qualifying examination which may be required.

It should be noted that a person under exclusion may not be enrolled in miscellaneous subjects unless he has received the approval of the Re-enrolment Committee.

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 Superintendent 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 postgraduate students may apply for parking permits. Applications should be made to the Property Section, Room 240, 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 summarize 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, *Student's 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. The Law Library is temporarily housed
in Hut C on the lower campus.

Staff and students must produce identification before borrowing
from the Library. For students a current union card is acceptable.

* The hours of the Library are:

Session 1: Monday to Friday—8.30 a.m. to 10 p.m.

Session 2: 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 Recess and Public Holidays: Refer Library Notice
Board.

All students are urged, in their own interests, to familiarize
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 expected to read
widely and critically and to devote a considerable part of the
recesses to this purpose.

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

ACCOUNTANCY HONOURS AND POSTGRADUATE
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 Postgraduate Accountancy

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* Hours are subject to variation. Notices of any changes will be prominently
displayed in Library.

Library has been established within the School of Accountancy. The library contains books and periodicals on accounting, auditing and allied subjects. Honours and postgraduate 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 80c 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.* This is available free of charge from the Faculty Office or the Admissions Office.

The University Calendar is also available, price $2.50 for the soft-bound edition, and $3.00 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 Secretary 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 organize 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 organization 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: David Saidey (665 1676).

Secretary: Stephen Hamilton (533 4101).

Treasurer: Paul Christensen (95 2934).

Junior Vice-President: Steve Mogg (95 4349).

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

A.I.E.S.E.C. (Association Internationale des Etudiants en Sciences Economiques et Commerciales) is functioning within the Faculty of Commerce.

A.I.E.S.E.C. is the principal student-administered management education scheme in the world. It has obvious advantages by having Local Committees at more than 300 universities spread throughout fifty-two countries. Students who intend to make a career in business should take the opportunity to belong to A.I.E.S.E.C. and so share in the benefits 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 three to twelve months' duration in one or more of fifty-two member countries; and (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 $1.00 per year. Enquiries may be directed to the following:

President: Frank Papandrea (80 5247).

Secretary: Phillip Levy (59 5282).

Treasurer: Omer Brkovic (560 7827).

Vice-President (Receptions): Ron Ferster (32 2286).

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.

Statistical Society of Australia: New South Wales Branch

The Branch offers student membership to undergraduates who are following a recognized course of study which includes Statistics. The subscription for a student member is $3 per annum.

The regular general meetings of the Branch are held usually on the second Thursday of each month from March to November.

The Branch conducts a Research Section, an Operations Research Section and, in conjunction with the Market Research Society, a Joint Study Group for Statistics in Market Research; membership of these groups is 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 specialized 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, Professor J. H. Pollard, School of Biological Sciences, Macquarie University, Eastwood, N.S.W. 2122.

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

Market research can be defined as the provision of information related to a marketing problem and the use of that information in a way which reduces risks in management's decision-making. Companies are becoming increasingly aware of the value of market research in all phases of their business and their demand for good researchers is growing. There is considerable scope in manufacturing and service organizations and advertising agencies, as well as with specialist market research practitioners.

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 fifteen years, the Society has over 700 members in its four State divisions and is growing rapidly. It is a member of the International Marketing Federation. Its activities include 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 is discussed.

Membership fees are: Full $10; Associate $8; Student (full time) $3. Address: M.R.S. of Australia, N.S.W. Div., Box 221, P.O., Chatswood, N.S.W. 2067. Enquiries from prospective members or visitors are welcomed, as are those from students or graduates interested in market research careers.

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. Vivian Cogar, Honorary Secretary,

C/- Conciliation and Arbitration Commission,

Temple Court, 75-85 Elizabeth Street, Sydney.

SCHOLARSHIPS AND PRIZES

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 bursaries awarded by the 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 specializing 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, and in his second and third years 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: 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 specializing 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

The Greasy Wool Futures Exchange Ltd. is providing 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

Australian Society of Accountants Prizes to the value of $25 each for the best students in 14.111 Accounting I and 14.112 Accounting II.

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 14.222 Commercial Law II.

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 Australian Finance Conference Prize to the value of $25 for the best student in 15.233 Public Finance and Financial Policy.

The Hungerford, Spooner and Kirkhope Prizes to the value of $25 each for a student with an outstanding performance in 14.111 Accounting I and for the student with the best performance in 14.122 Accounting II (Honours).

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

The Lintas International Advertising Prize to the value of $500 for the student proceeding to the degree of Bachelor of Commerce in Marketing, exhibiting the greatest general proficiency throughout the course.

The Market Research Society of Australia Prize to the value of $100 for the best student in 28.133 Marketing Research.

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.

The Wilson Bros. (Printers) Pty. Ltd. Prize to the value of $25 for the best student in 14.311 Production and Industrial Accounting.

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

For Master of Commerce Students

The Arthur Andersen & Co. Prize to the value of $25 for the best student in 14.901G Corporate Organization and Accounting.

The Slazengers (Aust.) Pty. Ltd. Prize to the value of $25 for the best student in 14.902G Controllership.

For Master of Business Administration Students

The Australian Finance Conference Prize to the value of $25 for the best student in 33.211G Finance.

The Beckingsale Management Award to the value of $500 and a medal for the best student throughout the course.

The Pioneer Concrete Prize to the value of $42 for the best student in Quantitative Analysis in Business I and II.

The P. C. Boon Prize to the value of $40 for the best first year student.

The John Storey Memorial Prize to the value of $50 for the best final year student.

COURSES FOR THE DEGREE OF BACHELOR OF COMMERCE

SCHOOL OF ACCOUNTANCY

Accountancy Courses

The School of Accountancy offers full-time and part-time courses leading to the degree of Bachelor of Commerce.* These courses may be taken at pass or honours level. They comprise a sequence of accounting subjects designed to provide a comprehensive understanding of the conceptual basis of accounting and the application of these ideas to the provision of management information systems and to the financial management and accountability of business and public enterprises. Concurrent studies in law provide a broad introduction to the legal environment of business. Required courses in economics, statistics and general studies are also included in the degree structure. A range of electives provides wide opportunity for special areas of interest in accounting and associated fields, including more advanced treatment of computer applications in business. Throughout the courses the emphasis is upon mastery of ideas and stimulation of critical ability, to provide a foundation for continued personal and professional development. The course provides an appropriate preparation for entry into the accountancy profession, but the scope and orientation are not restricted to this purpose, and the course is designed to provide a suitable education for careers in many areas of business and administration.

Students with a good academic record are encouraged to enter the honours course after the completion of the first full-time year or second part-time year. Applications to enrol must be approved by the Head of School. This course, using seminar discussion and case studies, provides a more extensive exposure to recent developments and applications in accounting. Original work is encouraged as a basis for preparation of the thesis submitted in the final year.

Professional Recognition of Accountancy Courses

The commerce degree courses in accountancy are recognized by

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* Because of course changes, special transitional arrangements apply for students who first enrolled in 1966 or in some earlier year. These arrangements are set out in Rule 14, which appears in the 1969 Calendar and the 1969 Commerce Handbook.

professional organizations 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 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 the Master of Commerce course offered
by this School are acceptable in satisfaction of the academic
requirements for advancement to senior associate status of the
Society.

In addition, persons who have completed a course of study
which includes 14.311 Production and Industrial Accounting,
14.321 Business Finance and 14.402 Organization Theory shall
be entitled to claim senior associate status, provided that: (i) they
enrolled in the course and passed at least one subject by 31
December 1971; and (ii) the course in question is completed
not later than November 1973 (or at the deferred examination).

The Institute of Chartered Accountants in Australia grants the
maximum recognition permitted by its by-laws: a graduate com-
pleting the accountancy course for the Bachelor of Commerce
degree will be granted exemption from the Institute's Inter-
mediate Examinations, Groups 1, 2 and 3, provided he includes
in his course the optional subjects: 14.201 Taxation Law and
Practice, 14.222 Commercial Law II, 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
course provided they include in their course the optional sub-
jects: 14.131 Auditing and Internal Control, 14.201 Taxation
Law and Practice, 14.222 Commercial Law II.

The Chartered Institute of Secretaries grants the maximum recog-
nition permitted by its regulations: a graduate completing the
accountancy course for the degree of Bachelor of Commerce will
be granted exemption from eight of the thirteen subjects pre-
scribed in the Institute's examination syllabus, provided he
includes in his course the optional subjects: 14.131 Auditing

and Internal Control, 14.222 Commercial Law II 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 specialization in Economics, Statistics, Economic History, or Industrial Relations. In conjunction with the School of Applied Psychology, courses are offered allowing specialization in Applied Psychology, and, in conjunction with the School of Wool and Pastoral Sciences, courses are offered allowing specialization 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 specializations, students who have a good academic record in the first year of the full-time course, or in the first two years of the part-time course, are encouraged to enrol for the Honours course. Such applications must be 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 Courses

The specialization in economics aims at providing a basic training in economics which is suitable for a wide range of modern vocations, especially in business and the Public Service. One unit of Accounting and two units of Statistics are compulsory for all students. Those students who intend to go into business should consider doing further work in one of these two fields.

Able students who wish to become professional economists are strongly advised to take the honours course. In recent years there has been a great increase in the demand for honours graduates in Economics to work as economic research officers or economic advisers. This demand has come not only from the Public Service but also from industrial, commercial and financial institutions. The honours graduate, therefore, has a wide range of careers open to him.

Honours students, and pass students with a special interest in economic theory, are strongly advised to take Mathematics IT (10.021), or Mathematics I (10.001) and Mathematics II (10.911) or Higher Mathematics II (10.921) 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 Courses

Economic History is a distinct academic discipline which combines the methods of History and Economics to study economic and social change in the past. The pass course has been designed to meet the needs of teachers. More advanced training at the honours level is available for those who intend to proceed to a higher degree, and perhaps specialize as academic historians and economic historians.

Statistics Courses

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 specialization in statistics is to train graduates capable of meeting this demand.

The specialized 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.

Industrial Relations Courses

An outstanding characteristic of our time is the increasing specialization 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 Courses

The Commerce course offering specialization 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 Courses

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 and Pastoral Sciences leading to the Degree of Bachelor of Science. For details see the University *Calendar* dealing with the course in the Faculty of Applied Science.)

DEPARTMENT OF MARKETING

Marketing Courses

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 two-fold: 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 was introduced in 1969. This deals with the more advanced developments in marketing, and students will be required to prepare a 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.

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 work

* See earlier.

and 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 following list* provided that

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

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

(c) the Humanities subject and the corresponding Arts subject are not both counted towards the requirements for the degree.

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.

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* 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 1971. 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.

50.111   English I (4 hrs.) *or*
50.121T English (3½ hrs.)
26.501   English, A, B or C (1½ hrs.)
· 26.571   An Introduction to Modern Drama (1½ hrs.)
·26.121   Psychology (1½ hrs.)
26.211   The Arts and Crafts (1½ hrs.)
51.111   History IA (3 hrs.) *or*
51.121   History IB (3 hrs.)
·26.511   History (1½ hrs.)
·26.531   Sociology (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.)
'26.621   Cosmology (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
56.111   French I
· 26.671   Japanese (4 hrs.)

8. General Options

The *General Options*, which are referred to in the courses
leading to a Pass or Honours Degree, shall, subject to require-
ments 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 the Department of Marketing,
must present a thesis in his final year of study. Pass students
in the Economics, Economic History, Statistics and Industrial

† This rule was amended in 1966.

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.

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 the second session in the second last year of the course.

(ii) For courses in Economics, Economic History, Statistics, Industrial Relations or Wool Commerce, the end of the August recess in the second last year of the course.*

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 after the August recess* 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

‡ Students specializing in Industrial Relations are particularly encouraged to undertake a thesis.

* 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.

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.

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

		Hours per week for 2 sessions	
		Lectures	Tutorials

Year 1

		Lectures	Tutorials
14.111	Accounting I	2	2
14.221	Commercial Law I	2	1
15.101	Economics I‡	3	1
15.401	Business Statistics	2	1
		9	5

Year 2

		Lectures	Tutorials
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 3

		Lectures	Tutorials
14.113	Accounting III	2	2
15.103	Economics III	1	1
	Accounting Option III*	2	0
	Accounting Option IV*	2	0
	Humanities II†	1	½
		8	3½

* See Rule 12A.
† See Rule 7.
‡ See subject description, p. 164.

TABLE II

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

		Hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I‡	3	1
		5	3
Year 2			
14.221	Commercial Law I	2	1
15.401	Business Statistics	2	1
		4	2
Year 3			
14.112	Accounting II	2	2
15.102	Economics II	2	2
		4	4
Year 4			
14.113	Accounting III	2	2
15.103	Economics III	1	1
		3	3
Year 5			
	Accounting Option I*	2	0
	Accounting Option II*	2	0
	Humanities I†	1	½
		5	½
Year 6			
	Accounting Option III*	2	0
	Accounting Option IV*	2	0
	Humanities II†	1	½
		5	½

* See Rule 12A.
† See Rule 7.
‡ See subject description, p. 164.

TABLE III

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

		Hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I§	3	1
		5	3
Year 2			
14.221	Commercial Law I	2	1
15.401	Business Statistics	2	1
	Humanities I†	1	½
		5	2½
Year 3			
14.112	Accounting II	2	2
15.102	Economics II	2	2
	Humanities II†	1	½
		5	4½
Year 4			
14.113	Accounting III	2	2
	Accounting Option I‡	2	0
	Accounting Option II‡	2	0
		6	2
Year 5			
15.103	Economics III	1	1
	Accounting Option III‡	2	0
	Accounting Option IV‡	2	0
		5	1

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* See Rule 2
† See Rule 7.
‡ See Rule 12A.
§ See subject description, p. 164.

TABLE IV

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

| | | Hours per week for 2 sessions | |
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
14.221	Commercial Law I	2	1
15.101	Economics I§	3	1
15.401	Business Statistics	2	1
		9	5
Year 2			
14.122	Accounting II (Honours)	3	1
15.102	Economics II	2	2
	Accounting Option I*	2	0
	Accounting Option II*	2	0
	Humanities I†	1	½
		10	3½
Year 3			
14.123	Accounting III (Honours)	3	1
15.103	Economics III	1	1
	Accounting Option III*	2	0
	Accounting Option IV*	2	0
	Humanities II†	1	½
		9	2½
Year 4			
14.163	Accounting Honours Seminar	4	0
	Special Subject‡	2	0
14.191	Thesis	2	Q
		8	0

* See Rule 12A.
† See Rule 7.
‡ It is intended that this subject will be at honours level but in special circum-
stances the Head of the School may permit a student to take a pass course
subject from the accounting options.
§ See subject description, p. 164.

TABLE V

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

| | | Hours per week for 2 sessions | |
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I§	3	1
		5	3
Year 2			
14.221	Commercial Law I	2	1
15.401	Business Statistics	2	1
		4	2
Year 3			
14.122	Accounting II (Honours)	3	1
15.102	Economics II	2	2
		5	3
Year 4			
14.123	Accounting III (Honours)	3	1
15.103	Economics III	1	1
		4	2
Year 5			
	Accounting Option I*	2	0
	Accounting Option II*	2	0
	Humanities I†	1	$\frac{1}{2}$
	Special Subject‡	2	0
		7	$\frac{1}{2}$

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* 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.
§ See subject description, p. 164.

		Hours per week for 2 sessions	
		Lectures	Tutorials
Year 6			
	Accounting Option III*	2	0
	Accounting Option IV*	2	0
	Humanities II†	1	½
		5	½
Year 7			
14.163	Accounting Honours Seminar	4	0
14.191	Thesis	2	0
		6	0

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* See Rule 12A.
† See Rule 7.

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	Public Authority Accounting	2
14.131	Auditing and Internal Control	2
14.201	Taxation Law and Practice	2
14.203	Trustee Law and Accounting	2
14.222	Commercial Law II	2
14.311	Production and Industrial Accounting	2
14.321	Business Finance	2
14.322	Data Processing and Information Systems	2
14.332	Operations Research in Business	2
14.402	Organization Theory	2

GROUP B*

10.001	Mathematics I	6
12.001	Psychology	5
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) Part I of any subject is a prerequisite for Part II of that subject and Part II is a prerequisite for Part III.

(ii) No student shall proceed to 14.203 Trustee Law and Accounting, or 14.321 Business Finance until he has passed 14.111 Accounting I.

(iii) No student shall proceed to 14.322 Data Processing and Information Systems unless he has passed in or is currently enrolled in 14.112 Accounting II or 14.122 Accounting II (Honours).

(iv) 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 or 14.123 Accounting III (Honours).

(v) No student shall proceed to 14.201 Taxation Law and Practice, 14.203 Trustee Law and Accounting or 14.212 Administrative Law unless he has passed in 14.221 Commercial Law I.

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

(vii) No student shall proceed to 14.311 Production and Industrial Accounting unless he has passed 14.112 Accounting II or 14.122 Accounting II (Honours).

(viii) 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

Rule 14 covers the transitional arrangements for students enrolled prior to 1967. This rule appears in the 1969 Calendar and the 1969 Commerce Handbook.

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 XA	Pass Degree. Economic History—For full-time students who enrolled before 1971.
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.*

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* 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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	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
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	·1
Year 2			
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 3			
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

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* 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 Inference 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 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II 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.

**See subject description, p. 164.

TABLE VII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
Year 2			
	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
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 3			
15.102	Economics II	2	2
15.402	Econometric Methods‖	2	1
Year 4			
15.103	Economics III	1	1
	Humanities I†	1	½
	Economics Option I‡	2	0
Year 5			
	Economics Option II‡	2	0
	Economics Option III‡	2	0
	Humanities II†	1	½
Year 6			
	General Option§	2	0
	Economics Option IV‡	2	0

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* 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 Inference 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.

¶ See subject description, p. 164.

TABLE VIII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I***	3	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
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 2			
15.112	Economics II (Honours)	2	2
15.402	Econometric Methods**	2	1
	Economics Option I† *or*		
	General Option‡	2	0
	Humanities I§‖	1	½
	Humanities II§	1	½
Year 3			
15.113	Economics III (Honours) *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
Year 4			
15.104	Advanced Economic Analysis	6	0
15.194	Thesis	2	0

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* 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 Inference 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 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II in Year 2 may postpone Humanities till Year 3.

¶ Students must have passed 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II 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.

***See subject description, p. 164.

TABLE IX

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
Year 2			
	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
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 3			
15.112	Economics II (Honours)	2	2
15.402	Econometric Methods¶	2	1
Year 4			
15.113	Economics III (Honours) *or*		
15.173	Economics IIIM‖	1	1
	Economics Option I†	2	0
	Humanities I‡	1	½
Year 5			
	Economics Option II†	2	0
	Economics Option III†	2	0
	Humanities II‡	1	½

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* 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 Inference 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 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II 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.

**See subject description, p. 164.

Year 6

15.104	Advanced Economic Analysis	6	0

Year 7

	General Option	2	0
	Economics Option IV†	2	0
15.194	Thesis	2	—

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† See Rule 16.

TABLE X

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
15.331	Economic History I	2	1
15.401	Business Statistics	2	1
Year 2			
15.102	Economics II	2	2
15.332	Economic History II	2	1
	Economics Option†¶	2	0
	Humanities I‡¶	1	$\frac{1}{2}$
	Humanities II‡¶	1	$\frac{1}{2}$
Year 3			
15.103	Economics III	1	1
15.333	Economic History III	4	0
15.243	Economic Development§	2	0
51.112	History IIA *or*		
51.132	History IIB	2	1
15.213	History of Economic Thought§ *or*		
	other approved University subject	2	0

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* Full-time students who enrolled before 1971 will complete according to Table XA.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
**See subject description, p. 164.
¶ 51.111 History I must be taken either as an Economics Option (see Rule 16) *or* as Humanities I and II (see Rule 7).

TABLE XA

BACHELOR OF COMMERCE—PASS DEGREE
ECONOMIC HISTORY—FULL-TIME COURSE
(For students who enrolled before 1971)

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 2			
15.102	Economics II	2	2
15.331	Economic History I	2	1
	Humanities I‡	1	½
	Humanities II‡	1	½
	General Option‖	2	0
Year 3			
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

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† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
‖ See Rule 8.

TABLE XI

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
Year 2			
15.331	Economic History I	2	1
15.401	Business Statistics	2	1
Year 3			
15.102	Economics II	2	2
15.332	Economic History II	2	1
Year 4			
	Economics Option†¶	2	0
	Humanities I‡¶	1	$\frac{1}{2}$
	Humanities II‡¶	1	$\frac{1}{2}$
Year 5			
15.103	Economics III	1	1
51.112	History IIA *or*		
51.132	History IIB	2	1
Year 6			
15.333	Economic History III	4	0
15.213	History of Economic Thought§ *or*		
	other approved University subject	2	0
15.243	Economic Development§	2	0

---

* Part-time students who enrolled before 1970 must consult the Professor of Economic History before re-enrolment.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
**See subject description, p. 164.
¶ 51.111 History I must be taken either as an Economics Option (see Rule 16) or as Humanities I and II (see Rule 7).

TABLE XII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
15.331	Economic History I	2	1
15.401	Business Statistics	2	1
Year 2			
15.102	Economics II *or*		
15.112	Economics II (Honours)	2	2
15.342	Economic History II (Honours)	2	1
	Economics Option†¶	2	0
	Humanities I‡¶	1	$\frac{1}{2}$
	Humanities II‡¶	1	$\frac{1}{2}$
Year 3			
15.103	Economics III *or*		
15.113	Economics III (Honours)	1	1
15.343	Economic History III (Honours)	4	1
15.243	Economic Development§	2	0
51.112	History IIA *or*		
51.132	History IIB	2	1
15.213	History of Economic Thought§ *or*		
	other approved University subject	2	0
Year 4			
15.304	Economic History IV	6	0
15.194	Thesis	2	0

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* Full-time students who enrolled before 1971 must consult the Professor of Economic History before re-enrolment.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
**See subject description, p. 164.
¶ 51.111 History I must be taken either as an Economics Option (see Rule 16) or as Humanities I and II (see Rule 7).

TABLE XIII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
Year 2			
15.331	Economic History I	2	1
15.401	Business Statistics	2	1
Year 3			
15.102	Economics II *or*		
15.112	Economics II (Honours)	2	2
	Economics Option†¶	2	0
	Humanities I‡¶	1	½
	Humanities II‡¶	1	½
Year 4			
15.103	Economics III *or*		
15.113	Economics III (Honours)	1	1
15.342	Economic History II (Honours)	2	1
15.243	Economic Development§	2	0
Year 5			
15.343	Economic History III (Honours)	4	1
51.112	History IIA *or*		
51.132	History IIB	2	1
Year 6			
15.304	Economic History IV	6	0
Year 7			
15.213	History of Economic Thought§ *or*		
	other approved University subject	2	0
15.194	Thesis	2	0

* Part-time students who enrolled before 1970 must consult the Professor of Economic History before re-enrolment.
† See Rule 16.
‡ See Rule 7.
§ See Rule 17 for prerequisite requirements.
**See subject description, p. 164.
¶ 51.111 History I must be taken either as an Economics Option (see Rule 16) *or* as Humanities I and II (see Rule 7).

TABLE XIV

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials

Year 1

		Lectures	Tutorials
14.111	Accounting I	2	2
15.101	Economics I**	3	1
	Humanities I†	1	½
	Plus one of the following:		
10.001	Mathematics I		
10.011	Higher Mathematics I	4	2
15.471	Mathematics for Commerce*		

Year 2

		Lectures	Tutorials
15.102	Economics II	2	2
15.422	Statistical Inference	3	1
10.111	Pure Mathematics II *or* *‖	4½	1½
10.121	Higher Pure Mathematics II *or*	6	1½
10.911	Mathematics II *or*	4½	1½
10.921	Higher Mathematics II	6	1½
	Humanities II†	1	½

Year 3

		Lectures	Tutorials
15.103	Economics III	1	1
15.423	Multivariate Analysis‡	2	0
15.433	Applied Statistics	4	0
	Economics Option¶	2	0
	General Option§	2	0

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* Students who take Mathematics for Commerce in Year I must in Year II replace Mathematics II with two Economics Options (see Rule 16).
† See Rule 7.
‖ Before choosing these subjects students should consult the Head of the School of Economics.
** See subject description, p. 164.
‡ Students who passed 15.423 Statistical Analyisis II in 1970 or earlier are exempt from the General Option.
¶ To be chosen from the list in Rule 16.
§ See Rule 8.

TABLE XV

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
Year 2			
	Humanities I†	1	½
	Plus one of the following:		
10.001	Mathematics I		
10.011	Higher Mathematics I	4	2
15.471	Mathematics for Commerce*		
Year 3			
10.111	Pure Mathematics II *or* *‖	4½	1½
10.121	Higher Pure Mathematics II *or*	6	1½
10.911	Mathematics II *or*	4½	1½
10.921	Higher Mathematics II	6	1½
	Humanities II†	1	½
Year 4			
15.102	Economics II	2	2
15.422	Statistical Inference	3	1
Year 5			
15.103	Economics III	1	1
15.423	Multivariate Analysis‡	2	0
	Economics Option¶	2	0
Year 6			
15.433	Applied Statistics	4	0
	General Option§	2	0

---

* Students who take Mathematics for Commerce in Year 2 must in Year 3
  replace Mathematics II with two Economics Options (see Rule 16).
† See Rule 7.
‖ Before choosing these subjects students should consult the Head of the School
  of Economics.
**See subject description, p. 164.
§ See Rule 8.
‡ Students who passed 15.423 Statistical Analysis II in 1970 or earlier are
  exempt from the General Option.
¶ To be chosen from the list in Rule 16.

TABLE XVI

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
	Plus one of the following:		
10.001	Mathematics I		
10.011	Higher Mathematics I	4	2
15.471	Mathematics for Commerce*		
	Humanities I‖	1	½
Year 2			
10.111	Pure Mathematics II *or*	*¶ 4½	1½
10.121	Higher Pure Mathematics II *or*	6	1½
10.911	Mathematics II *or*	4½	1½
10.921	Higher Mathematics II	6	1½
15.112	Economics II (Honours)†	2	2
15.422	Statistical Inference	3	1
	Humanities II‖	1	½
Year 3			
15.113	Economics III (Honours)‡ *or*		
15.173	Economics IIIM	1	1
15.423	Multivariate Analysis***	2	0
15.433	Applied Statistics	4	0
	Economics Option I§	2	0
	Economics Option II§	2	0
	General Option‡‡	2	0
Year 4			
15.434	Econometrics	2	1
15.194	Thesis	2	0

* Students who have taken Mathematics for Commerce in Year 1 must substitute for Mathematics II two Economics Options (see 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 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II.

§ Students may satisfy the requirements of both Economics Options I and II by passing 10.112 Pure Mathematics III or 10.912 Mathematics III. The Economics Options I and II will be chosen from the list of subjects in Rule 16.

‖ See Rule 7.

¶ Before choosing these subjects students should consult the Head of the School of Economics.

**See subject description, p. 164.

***Students who passed 15.423 Statistical Analysis II in 1970 or earlier are exempt from the General Option.

‡‡ See Rule 8.

TABLE XVII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I**	3	1
Year 2			
	Humanities I‖	1	½
	Plus one of the following:		
10.001	Mathematics I		
10.011	Higher Mathematics I	4	2
15.471	Mathematics for Commerce*		
Year 3			
10.111	Pure Mathematics II *or* *¶	4½	1½
10.121	Higher Pure Mathematics II *or*	6	1½
10.911	Mathematics II *or*	4½	1½
10.921	Higher Mathematics II	6	1½
	Humanities II‖	1	½
Year 4			
15.112	Economics II (Honours) †	2	2
15.422	Statistical Inference	3	1
Year 5			
15.423	Multivariate Analysis***	2	0
15.113	Economics III (Honours) ‡ *or*		
15.173	Economics IIIM‡	1	1
15.433	Applied Statistics	3	1
Year 6			
15.434	Econometrics	3	0
	Economics Option I§	2	0
Year 7			
	Economics Option II§	2	0
	General Option‡‡	2	0
15.194	Thesis	2	0

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* Students who have taken Mathematics for Commerce in Year 2 must substitute for Mathematics II two Economics Options (see 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 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II.

§ Students may satisfy the requirements of both Economics Options I and II by passing 10.112 Pure Mathematics III or 10.912 Mathematics III. The Economics Options I and II will be chosen from the list of subjects in Rule 16.

¶ Before choosing these subjects students should consult the Head of the School of Economics.

‖ See Rule 7.

** See subject description, p. 164.

*** Students who passed 15.423 Statistical Analysis II in 1970 or earlier are exempt from the General Option.

‡‡ See Rule 8.

TABLE XVIII

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

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

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* 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 14.221 Commercial Law I. Students who have passed 12.101
  Psychology before March 1968 will be exempted from 12.001 Psychology I.
¶ See subject description, p. 164.

TABLE XIX

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
Year 2			
15.401	Business Statistics	2	1
	Plus one of the following four subjects:		
12.001	Psychology I	3	2
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 3			
15.102	Economics II	2	2
	Humanities I*	1	½
	Humanities II*	1	½
Year 4			
15.502	Industrial Relations I	2	1
15.552	Industrial Law I	2	0
Year 5			
15.103	Economics III	1	1
15.503	Industrial Relations II	1	2
Year 6			
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

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* 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 14.221 Commercial Law I. Students who have passed 12.101 Psychology before March 1968 will be exempted from 12.001 Psychology I.
¶ See subject description, p. 164.

TABLE XX

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
15.401	Business Statistics	2	1
	Plus one of the following four subjects:		
12.001	Psychology I	3	2
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 2			
15.102	Economics II *or*		
15.112	Economics II (Honours)	2	2
15.512	Industrial Relations I (Honours)	1	3
15.552	Industrial Law I	2	0
	Humanities I*	1	½
	Humanities II*	1	½
Year 3			
15.103	Economics III *or*		
15.113	Economics III (Honours)	1	1
15.513	Industrial Relations II (Honours)	1	3
12.651	Psychology (Industrial Relations) *or*		
15.553	Industrial Law II	3	0
	Economics Option I†	2	0
	Economics Option II†	2	0
Year 4			
15.504	Industrial Relations III	4	0
15.194	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 14.221 Commercial Law I. Students who have passed 12.101 Psychology before March 1968 will be exempted from 12.001 Psychology I.
¶ See subject description, p. 164.

TABLE XXI

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
Year 2			
15.401	Business Statistics	2	1
	Plus one of the following four subjects:		
12.001	Psychology I	3	2
14.221	Commercial Law I	2	1
15.331	Economic History I	2	1
54.111	Political Science I	2½	1
Year 3			
15.102	Economics II *or*		
15.112	Economics II (Honours)	2	2
15.512	Industrial Relations I (Honours)	2	1
Year 4			
15.103	Economics III *or*		
15.113	Economics III (Honours)	1	1
15.552	Industrial Law I	2	0
	Humanities I*	1	½
Year 5			
15.513	Industrial Relations II (Honours)	1	3
12.651	Psychology (Industrial Relations) *or*		
15.553	Industrial Law II	3	0
	Humanities II*	1	½
Year 6			
15.504	Industrial Relations III	4	0
Year 7			
15.194	Thesis	2	0
	Economics Option I†	2	0
	Economics Option II†	2	0

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* 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 14.221 Commercial Law I. Students who have passed 12.101 Psychology before March 1968 will be exempted from 12.001 Psychology I.
¶ See subject description, p. 164.

TABLE XXII

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

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

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* 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.
¶ See subject description, p. 164.

TABLE XXIII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
Year 2			
12.001	Psychology I	3	2
	Humanities I*	1	½
Year 3			
15.102	Economics II	2	2
	Economics Option I†	2	0
Year 4			
12.012	Psychology II	3	5
15.103	Economics III	1	1
Year 5			
12.013	Psychology III§	4	5
Year 6			
	General Option‡	2	0
	Economics Option II†	2	0
	Humanities II*	1	½

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* 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.
¶ See subject description, p. 164.

TABLE XXIV

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

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

‡ See Rule 8.
* See Rule 7.
† To be chosen from the Economics Options listed in Rule 16.
§ 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.
‖ See subject description, p. 164.

TABLE XXV

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I‖	3	1
Year 2			
12.001	Psychology I	3	2
	Humanities I*	1	½
Year 3			
15.112	Economics II (Honours) §	2	2
	Humanities II*	1	½
	Economics Option†	2	0
Year 4			
12.012	Psychology II	3	5
15.113	Economics III (Honours)¶	1	1
Year 5			
12.013	Psychology III**	4	5
	General Option‡	2	0
Year 6			
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.
‖ See subject description, p. 164.

TABLE XXVI

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
14.221	Commercial Law 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
Year 2			
9.541	Wool I	2	3
9.551	Wool Production‡	2	0
15.102	Economics II	2	2
	Option I†	2	0
	Humanities I*	1	½
Year 3			
9.521	Wool Textiles	2	0
15.103	Economics III	1	1
	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.

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

‡ Students who passed *both* 9.011 Sheep Production *and* 9.111 Sheep Hus-
bandry before March 1968 will be exempted from the subject Wool Production.
¶ See subject description, p. 164.

TABLE XXVII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I¶	3	1
Year 2			
14.221	Commercial Law 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
Year 3			
9.551	Wool Production‡	2	0
15.102	Economics II	2	2
	Humanities I*	1	$\frac{1}{2}$
Year 4			
9.541	Wool I	2	3
15.103	Economics III	1	1
Year 5			
9.521	Wool Textiles	2	0
	Option I†	2	0
	Humanities II*	1	$\frac{1}{2}$
Year 6			
	Option II†	2	0
	Option III†	2	0

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* 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.
¶ See subject description, p. 164.

Note: The full-time and part-time honours courses in Wool Commerce (Tables XXVIII and XXIX respectively) are under review. Interested students should contact the School of Economics for information.

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‖	6
10.121	Higher Pure Mathematics II‖	7½
10.911	Mathematics II‖	6
10.921	Higher Mathematics II‖	7½
10.112	Pure Mathematics III‖	**
10.122	Higher Pure Mathematics III‖	**
10.912	Mathematics III‖	8
10.922	Higher Mathematics III‖	10
10.311	Theory of Statistics II‡	7
10.321	Higher Theory of Statistics II‡	8
10.312	Theory of Statistics III‖	8
10.322	Higher Theory of Statistics III‖	9
12.001	Psychology I*	5
12.012	Psychology II	8
14.112	Accounting II	4
14.113	Accounting III	4
14.221	Commercial Law I*	3
14.222	Commercial Law II§	2
14.212	Administrative Law§	2
14.322	Data Processing and Information Systems¶	2
14.332	Operations Research in Business	2

* 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(v).
‖ Students wishing to take this subject should consult the Head of the School of Economics.
** Dependent on the number of units taken.
¶ See Rule 13(iii).

	Subject	*Hours per week*
15.331	Economic History I*	3
15.422	Statistical Inference	4
15.423	Multivariate Analysis	2
15.433	Applied Statistics	4
15.471	Mathematics for Commerce*	6
15.502	Industrial Relations I*	3
15.552	Industrial Law I*	2
15.553	Industrial Law II	3
27.041	Geography IA*	$4\frac{1}{2}$
27.042	Geography IIA	5
27.052	Geography IIA (Honours)	6
27.043	Geography IIIA	6
27.053	Geography IIIA (Honours)	7
51.111	History IA*	3
51.121	History IB	3
51.112	History IIA	3
51.132	History IIB	3
51.122	History II (Honours)	4
51.113	History IIIA	3
51.123	History IIIA (Honours)	4
51.133	History IIIB	3
52.111	Philosophy I*	4
52.112	Philosophy II	4
52.122	Philosophy II (Honours)	5
52.113	Philosophy IIIA	4
52.123	Philosophy IIIA (Honours)	6
53.111	Sociology I*	4
53.112	Sociology II	$4\frac{1}{2}$
53.121	Sociology IT	3
53.122	Sociology II (Honours)	$6\frac{1}{2}$
54.111	Political Science I*	$3\frac{1}{2}$
54.112	Political Science II	3
54.122	Political Science II (Honours)	5
54.113	Political Science IIIA	3
54.123	Political Science IIIA (Honours)	5

GROUP II†

15.194	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.

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 pre-requisites 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 Inference

   15.501   General Law and 14.221 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.

(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 (Co-requisite)
15.402 Econometric Methods	15.101	Economics I *and*
	15.401	Business Statistics *or*
	15.422	Statistical Inference
15.422 Statistical Inference	10.001	Mathematics I *or*
	10.011	Higher Mathematics I *or*
	10.021	Mathematics IT *or*
	15.471	Mathematics for Commerce
15.423 Multivariate Analysis	15.422	Statistical Inference
15.433 Applied Statistics*	15.422	Statistical Inference *and*
	15.423	Multivariate Analysis
15.434 Econometrics	15.422	Statistical Inference *and*
	15.423	Multivariate Analysis
15.443 Mathematical Economics	*Either*	10.001 Mathematics I *and*
	10.111	Pure Mathematics II *or*
	10.121	Higher Pure Mathematics II *or*
	10.911	Mathematics II *or*
	10.921	Higher 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 10.911 Mathematics II or 10.921 Higher Mathematics II or 10.311 Theory of Statistics II or 10.321 Higher Theory of Statistics II he or she will be exempted from the General Option. If a student in the Economics or Statistics courses passes 10.112 Pure Mathematics III or 10.122

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* 15.433 Applied Statistics and 15.423 Multivariate Analysis are co-requisite in Year 3 of the full-time course in Statistics.

Higher Pure Mathematics III or 10.912 Mathematics III or 10.922 Higher Mathematics III he or she may count it as two Economics Options.

Both 10.111 Pure Mathematics II and 10.911 Mathematics II cannot be taken for credit.

(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 or 10.911 Mathematics II and 10.112 Pure Mathematics III or 10.912 Mathematics III at Honours standard.

(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 Inference, are strongly advised to proceed to 15.422 Statistical Inference. It should also be noted that 10.001 Mathematics I and 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher 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 re-admitted 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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
14.221	Commercial Law I	2	1
15.101	Economics I‡	3	1
	Plus any one of		
10.001	Mathematics I	4	2
15.401	Business Statistics*	2	1
15.471	Mathematics for Commerce	4	2
Year 2			
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
28.102	Case Studies in Marketing	2	0
28.103	Behavioural Science	4	0
	Special Option I: *One* of the following:		
14.112	Accounting II	2	2
14.321	Business Finance	2	0
15.422	Statistical Inference	3	1
53.121	Sociology IT	2	1
	or Any other approved University subject		
Year 3			
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	Organization Theory	2	0
15.433	Applied Statistics	4	0

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* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Inference or 15.401 Business Statistics as Special Option I.
† See Rule 7.
‡ See subject description, p. 164.

TABLE XXXI

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I‡	3	1
Year 2			
14.221	Commercial Law I	2	1
	Plus any one of		
10.001	Mathematics I	4	2
15.401	Business Statistics*	2	1
15.471	Mathematics for Commerce	4	2
Year 3			
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
14.321	Business Finance	2	0
15.422	Statistical Inference	3	1
53.121	Sociology IT	2	1
	or Any other approved University subject		
Year 4			
28.102	Case Studies in Marketing	2	0
28.103	Behavioural Science	4	0
	Humanities I†	1	½
Year 5			
15.103	Economics III	1	1
28.133	Marketing Research	3	0
	Humanities II†	1	½
Year 6			
28.113	Marketing Management	2	2
	Special Option II: *One* of the following:		
14.402	Organization Theory	2	0
15.433	Applied Statistics	4	0

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* Students who do not take 15.401 Business Statistics must take 15.422 Statistical
Inference or 15.401 Business Statistics as Special Option I.
† See Rule 7.
‡ See subject description, p. 164.

TABLE XXXII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
14.221	Commercial Law I	2	1
15.101	Economics I‡	3	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 2			
15.102	Economics II	2	2
28.101	Principles of Marketing	2	0
28.102	Case Studies in Marketing	2	0
28.103	Behavioural Science	4	0
	Special Option I:—		
	One of the following:		
14.112	Accounting II	2	2
14.321	Business Finance	2	0
15.422	Statistical Inference	3	1
53.121	Sociology IT	2	1
	or Any other approved University subject		
Year 3			
15.103	Economics III	1	1
28.113	Marketing Management	2	2
28.143	Marketing Research (Honours)	4	0
	Humanities I†	1	½
	Humanities II†	1	½
	Special Option II: *One* of the following:		
14.402	Organization Theory	2	0
15.433	Applied Statistics	4	0
Year 4			
28.205	Methods of Marketing Research	2	0
28.202	Comparative Marketing Systems	2	0
28.203	Seminar in Marketing Theory I	2	0
28.204	Thesis	2	0

* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Inference or 15.401 Business Statistics as Special Option I.
† See Rule 7.
‡ See subject description, p. 164.

TABLE XXXIII

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

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I‡	3	1
Year 2			
14.221	Commercial Law 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 3			
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
14.321	Business Finance	2	0
15.422	Statistical Inference	3	1
53.121	Sociology IT	2	1
	or Any other approved University subject		
Year 4			
28.103	Behavioural Science	4	0
28.102	Case Studies in Marketing	2	0
	Humanities I†	1	½
Year 5			
15.103	Economics III	1	1
28.143	Marketing Research (Honours)	4	0
	Humanities II†	1	½
Year 6			
28.113	Marketing Management	2	2
28.205	Methods of Marketing Research	2	0
	Special Option II: *One* of the following:		
14.402	Organization Theory	2	0
15.433	Applied Statistics	4	0
Year 7			
28.202	Comparative Marketing Systems	2	0
28.203	Seminar in Marketing Theory I	2	0
28.204	Thesis	2	0

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* Students who do not take 15.401 Business Statistics must take 15.422 Statistical Inference or 15.401 Business Statistics as Special Option I.
† See Rule 7.
‡ See subject description, p. 164.

LAW

Courses for the Degree of Bachelor of Commerce/Bachelor of Laws

With the establishment of the Faculty of Law, the University has instituted a course leading to the combined degree of B.Com./ LL.B. The Bachelor of Commerce may be taken either as a pass or honours degree, the combined degree taking five or six years respectively. Students wishing to take the Bachelor of Commerce as an honours degree must consult the Head of the School in which they wish to study for honours before enrolling in the second year of the course.

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

The combination of the Economics specialization and Law is not designed with the needs of any particular professional group in mind, but these skills are valuable in many vocations, particularly in the Public Service.

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

20. Rules Relating to the Degree of Bachelor of Commerce/ Bachelor of Laws

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

Candidates for the combined Commerce/Laws degree shall only be awarded both degrees simultaneously on completion of the five-year programme. Candidates who discontinue the joint programme before its completion may apply to the Faculty of Commerce and be credited with such subjects as the relevant School deems appropriate.

Students requiring admission to the course leading to the combined Commerce/Laws degree shall be required to meet the normal Faculty of Commerce prerequisites for entry.

Candidates for honours in the Commerce course must complete one year additional to the minimum of five years required for the pass Commerce/Laws degree.

21. Courses in Bachelor of Commerce (Accountancy, Economics, Industrial Relations)/Bachelor of Laws combined degree

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

Table XXXIV   Pass Degree. Bachelor of Commerce (Accountancy)/ Bachelor of Laws.

Table XXXV   Pass Degree. Bachelor of Commerce (Economics)/ Bachelor of Laws.

Table XXXVI   Pass Degree. Bachelor of Commerce (Industrial Relations)/Bachelor of Laws.

TABLE XXXIV

BACHELOR OF COMMERCE (ACCOUNTANCY)/
BACHELOR OF LAWS

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I*	3	1
15.401	Business Statistics	2	1
90.111/2	The Legal System I and II	4	0
90.711	Legal Research and Writing Programme	0	1
Year 2			
14.112	Accounting II	2	2
15.102	Economics II	2	2
90.121/2	Common Law I and II	—	—
90.211/2	Public Law I and II	—	—
Year 3			
14.113	Accounting III	2	2
15.103	Economics III	1	1
	Approved Group A Accounting Option†	2	0
	Legal subjects approved by the Law Faculty totalling 12 credit points and including a Business Law unit covering corporation law		
Year 4			
	Legal subjects as determined by the Faculty of Law‡		
Year 5			
	Legal subjects as determined by the Faculty of Law‡		

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* See subject description, p. 164.
† The approved accounting option shall not be 14.201 Taxation Law & Practice, or 14.222 Commercial Law II.
‡ At least two electives are to be selected in the area of Business Law, unless approval is received to the contrary, which will be given in exceptional circumstances only.

Note: Students who wish to take the B.Com. Honours Degree must take 14.122 Accounting II (Hons) and 14.123 Accounting III (Hons) in lieu of 14.112 and 14.113 and must interpolate an honours year in Accounting between Years 3 and 4 of the above programme.

TABLE XXXV

BACHELOR OF COMMERCE (ECONOMICS)/ BACHELOR OF LAWS

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I*	3	1
15.401	Business Statistics	2	1
90.111/2	The Legal System I and II	4	0
90.711	Legal Research and Writing Pro-gramme	0	1
Year 2			
15.102	Economics II	2	2
15.402	Econometric Methods	2	1
90.121/2	Common Law I and II	—	—
90.211/2	Public Law I and II	—	—
Year 3			
15.103	Economics III	1	1
	Economics Options I & II—to be chosen from the list of Group II Options in Rule 16	2	0
	Legal subjects approved by the Law Faculty totalling 12 credit points		
Year 4			
	Legal subjects as determined by the Faculty of Law		
Year 5			
	Legal subjects as determined by the Faculty of Law		

* See subject description, p. 164.

Note: Students who wish to take the B.Com. Honours Degree must take 15.112 Economics II and 15.113 Economics III in lieu of 15.102 and 15.103 and must interpolate an honours year in Economics between Years 3 and 4 of the above programme.

TABLE XXXVI

BACHELOR OF COMMERCE (INDUSTRIAL RELATIONS)/ BACHELOR OF LAWS

		Min. hours per week for 2 sessions	
		Lectures	Tutorials
Year 1			
14.111	Accounting I	2	2
15.101	Economics I*	3	1
15.401	Business Statistics	2	1
90.111/2	The Legal System I and II	4	0
90.711	Legal Research and Writing Programme	0	1
Year 2			
15.102	Economics II	2	2
15.502	Industrial Relations I	2	1
90.121/2	Common Law I and II	—	—
90.211/2	Public Law I and II	—	—
Year 3			
15.103	Economics III	1	1
15.503	Industrial Relations II	1	2
	Economics Option—to be chosen from the list in Rule 16†	2	0
	Legal subjects approved by the Law Faculty totalling 12 credit points		
Year 4			
	Legal subjects as determined by the Faculty of Law		
Year 5			
	Legal subjects as determined by the Faculty of Law		

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* See subject description, p. 164.
† The approved Economics option shall not be:

14.221   Commercial Law I
14.222   Commercial Law II
15.552   Industrial Law I
15.553   Industrial Law II

Note: Students who wish to take the B.Com. Honours Degree must take 15.512 Industrial Relations I and 15.513 Industrial Relations II in lieu of 15.502 and 15.503 and must interpolate an honours year in Industrial Relations between Years 3 and 4 of the above programme.

Note: At least three law electives are to be selected in the area of Labour Law, unless approval is received to the contrary. This will be given in exceptional cases only.

DOCTOR OF PHILOSOPHY

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

CONDITIONS FOR THE AWARD OF THE DEGREE OF MASTER OF COMMERCE

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 session 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 special circumstances 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 Faculty of Commerce (hereinafter referred to as "the Faculty") on the recommendation of its Higher Degree Committee.

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.

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* See under Postgraduate Course fees.

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

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) except in exceptional circumstances pass at the first attempt 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.

(d) obtain an average of credit or better in the subjects listed below in respect of the school or department in which he is pursuing his studies as a condition for proceeding to completion of the degree, providing that a candidate who has passed at a standard below the required average may be permitted to present again such subject or subjects as the head of school or department approves. The subjects referred to above are:

School of Accountancy:

14.163/1   Financial Accounting Theory
AND
14.901G   Corporate Organization and Accounting
OR
14.163/2   Managerial Accounting Theory
AND
14.902G   Controllership

School of Economics:

Economics Graduate Course—
15.143G   Economic Theory A
15.144G   Economic Theory B
Econometrics Graduate Course—
15.434   Econometrics
15.443   Mathematical Economics

Department of Marketing:

28.203   Seminar in Marketing Theory I

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 of the Copyright Act 1968 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.

CONDITIONS FOR THE AWARD OF THE DEGREE OF MASTER OF BUSINESS ADMINISTRATION*

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 by the thirty-first day of August of the year preceding that year in which the candidate desires to commence the course.

2. An applicant for registration for the degree of Master of Business Administration—
   - (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 Graduate School of Business;
   - (iii) shall have satisfied the Faculty that he is fitted to undertake postgraduate study in business administration.

3. In special circumstances 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 Faculty on the recommendation of its Higher Degree Committee.

4. Notwithstanding any other provision 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.†

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;

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* These conditions apply to students registering for the degree from 1970 onwards. Students who enrolled prior to 1970 should consult the 1969 University Calendar.
† See under Postgraduate Course fees.

(ii) in any case in which the Faculty is satisfied that the candidate has completed a course of studies substantially equivalent to any subject or subjects in the Master of Business Administration programme, undertake alternative studies as approved by the Chairman of the Graduate School of Business;

(iii) except in exceptional circumstances pass at the first attempt all examinations prescribed by Faculty.

7. A candidate may be required to attend for oral examination.

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 $1\frac{1}{2}$ in.

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* Not applicable to the M.B.A.

on the left-hand side, $\frac{1}{2}$ in. on the right-hand side, 1 in. at the top and $\frac{3}{4}$ 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) $2\frac{1}{2}$ 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 is 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 Organization 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 Organization 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

	Subject	Hours		Prerequisite
14.905G	Operations Research	2	10.001 15.471	Mathematics I *or* Mathematics for Commerce
14.906G	Information Systems	2	14.322	Data Processing and Information Systems
14.907G	History and Philosophy of Accounting	2		—
10.001	Mathematics I	6	14.113	Accounting III

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 session to session. 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 pre-requisites those listed in the right-hand column.

	Subject		Prerequisite
15.134G	Economic Theory A		—
15.144G	Economic Theory B	10.001 15.474G	Mathematics *or* 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 15.144G	Economic Theory A *and* Economic Theory B

FULL-TIME PROGRAMME

Year 1

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*

* Students who have previously taken 10.001 Mathematics I or 10.021 Mathematics IT must substitute a subject nominated by the Head of the School of Economics.

Year 2

(i) *Any two of*

15.105G   Welfare Economics
15.115G   Industrial Economics
15.125G   Economic Policy
15.135G   International Trade, Finance and Development
(ii)
15.199G   Report (Economics)

PART-TIME PROGRAMME

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

Year 1

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

Year 2

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

Year 3

(i) One subject not previously taken chosen from

15.105G   Welfare Economics
15.115G   Industrial Economics
15.125G   Economic Policy
15.135G   International Trade, Finance and Development
(ii)
15.199G   Report (Economics)

ECONOMETRICS GRADUATE COURSE
(MASTER OF COMMERCE)

Year 1

FULL-TIME COURSE

		Hours per week for 2 sessions
15.434	Econometrics*	3
15.443	Mathematical Economics†	2
	Option‡	

* 15.423 Multivariate Analysis is a prerequisite for this subject.
† 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II is a prerequisite for this subject.
‡ To be nominated by the Head of the School of Economics in the light of the student's interests.
**Students who have previously taken 10.001 Mathematics I or 10.021 Mathematics IT must substitute a subject nominated by the Head of the School of Economics.

Year 2

15.435G	Advanced Econometrics	3
15.445G	Advanced Mathematical Economics	3
15.499G	Report (Econometrics)	

PART-TIME COURSE

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

Year 1

15.443	Mathematical Economics†	2
	Option‡	

Year 2

15.434	Econometrics*	3
15.445G	Advanced Mathematical Economics	3

Year 3

15.435G	Advanced Econometrics	3
15.499G	Report (Econometrics)	

Department of Marketing

MARKETING GRADUATE COURSE
(MASTER OF COMMERCE)

This course will be conducted on a full-time basis over two years and on a part-time basis over three years. The formal study programme consists of the eight subjects set out below and concludes with the presentation of a research report on an approved topic. The selection of options is subject to the approval of the Head of the Department of Marketing.

The number of hours per subject per week will be a minimum of two and may take the form of lectures, seminars or case discussions. The subjects 28.205 Methods of Marketing Research, 28.202 Comparative Marketing Systems and 28.203 Seminar in Marketing Theory I, are prerequisites for 28.902G Mass Communications in Marketing, 28.903G International Marketing,

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† 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II is a prerequisite for this subject.

‡ To be nominated by the Head of the School of Economics in the light of the student's interests.

* 15.423 Multivariate Analysis is a prerequisite for this subject.

28.904G Seminar in Marketing Theory II, 28.905G Marketing Strategy and 28.906G Report. The subject 28.901G Buyer Behaviour may be taken concurrently with any second year subject.

FULL-TIME COURSE

		Minimum hours per week for 2 sessions

Year 1

28.202	Comparative Marketing Systems	2
28.203	Seminar in Marketing Theory I	2
28.205	Methods of Marketing Research	2
28.901G	Buyer Behaviour	2

Year 2

(i) Any two of:

28.902G	Mass Communication in Marketing	2
28.903G	International Marketing	2
	Option A*	2
	Option B*	2

(ii)

28.904G	Seminar in Marketing Theory II	2
28.905G	Marketing Strategy	2
28.906G	Report	2

PART-TIME COURSE

Year 1

28.202	Comparative Marketing Systems	2
28.203	Seminar in Marketing Theory I	2
28.205	Methods of Marketing Research	2

Year 2

28.901G	Buyer Behaviour	2
28.903G	International Marketing	2
	or	
	Option A*	2
28.904G	Seminar in Marketing Theory II	2

* These options may be drawn from any M.Com. courses offered in the Faculty of Commerce or may be any other subjects within the University approved by the Head of the Department of Marketing.

Year 3	Minimum hours per week for 2 sessions
28.902G Mass Communication in Marketing	2
or	
Option B*	2
28.905G Marketing Strategy	2
28.906G Report	2

GRADUATE SCHOOL OF BUSINESS

The Graduate School of Business was established in 1968 as a result of the University's reorganization of its business studies programme. This fully inter-disciplinary, multi-professorial Graduate School replaced the former School of Business Administration.

Two postgraduate courses are currently available, the Master of Business Administration programme and the Diploma in Administration programme.

A new programme for the Master's degree commenced in 1970. The former course is being gradually discontinued, and only Year 3 (part-time) will be available in 1971. Details of this Year and of the whole of the current programme are set out below.

Although the Graduate School of Business is within the Faculty of Commerce, admission to the Master of Business Administration programme and to the Diploma in Administration programme is not restricted to graduates in commerce and economics. The conditions for both awards permit graduates of any Faculty to apply for admission to these programmes.

Graduates wishing to be admitted to the Master of Business Administration programme must apply to the Registrar of the University of New South Wales by 31st August of the year preceding that for which admission is sought. Additionally, all applicants are required to provide the University with their scores on the Admission Test for Graduate Study in Business which is conducted by the Educational Testing Service, Box 966, Princeton, New Jersey 08540, U.S.A. Applicants must contact the Educational Testing Service direct to make arrangements to undertake this test.

Graduates wishing to be admitted to the Diploma in Administration programme must apply to the Registrar of the University of

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* These options may be drawn from any M.Com. courses offered in the Faculty of Commerce or may be any other subjects within the University approved by the Head of the Department of Marketing.

New South Wales by 31st December of the year preceding that for which admission is sought.

The University is unable at this stage to provide facilities for all eligible applicants for these programmes and admission is competitive.

MASTER OF BUSINESS ADMINISTRATION†

PART-TIME PROGRAMME

Year 3

			Hours per week
33.009G	Business Policy		6
	Together with *two* electives chosen from the following*:—		
33.203G	Advanced Quantitative Methods	2 hours	
33.204G	Advanced Management Accounting	2 hours	
33.208G	Advanced Marketing	2 hours	
33.211G	Finance	2 hours	
33.212G	Business Planning	2 hours	
33.213G	Business and Law	2 hours	
33.214G	Advanced Organization Theory	2 hours	
33.215G	Business History	2 hours	
33.217G	Small Business	2 hours	4
		Total	10

In addition, all candidates will be required to consider some aspect of the administrative process and then complete a written report which demonstrates originality. Candidates attending the course on a part-time basis must submit the report not later than twelve months after completion of formal course work. Alternatively, candidates may elect to take an approved elective in lieu of a project.

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† For students registered for the degree prior to 1970.
* Subject to teaching programmes being available.

THE MASTER OF BUSINESS ADMINISTRATION PROGRAMME*

The programme leading to the degree of Master of Business Administration (M.B.A.) may be taken on a full-time basis over two years (four semesters), or on a part-time basis over three years (six semesters).

The course work of the Master of Business Administration Programme falls into two categories: the Compulsory Core Courses and the Elective Courses. The Compulsory Core Courses are:

33.301G	The Social Framework of Business
33.302G	Behavioural Science I
33.303G	Management Accounting and Information Systems I
33.304G	Micro-Economics and Business Decisions
33.305G	Organization Theory I
33.306G	Quantitative Analysis in Business I
33.307G	Seminars in Contemporary Business Issues
33.308G	Behavioural Science II
33.309G	Macro-Economics and Policy
33.310G	Management Accounting and Information Systems II
33.311G	Organization Theory II
33.312G	Production
33.313G	Quantitative Analysis in Business II
33.314G	Finance I
33.315G	Marketing I
33.316G	Strategic Planning and Problem Solving I
33.317G	Finance II
33.318G	Marketing II
33.319G	Strategic Planning and Problem Solving II

The Elective Courses, which will be chosen by the student in consultation with the staff and with the approval of the Chairman of the Graduate School of Business, are:

33.320G	Inter-personal Skills
33.321G	Interviewing and Counselling
33.322G	The Individual and the Organization
33.323G	Advanced Management Accounting
33.324G	Advanced Information Systems

* Students registering for the degree from 1970 onwards will undertake this programme. The first and second years (full-time and part-time) will be offered in 1971.

33.325G   Corporate Accounting and Control
33.326G   Business Law and Taxation
33.327G   Controllership
33.328G   Special Seminar in Accounting and Law
33.329G   Industrial Growth and Policy
33.330G   Contemporary Economic Problems
33.331G   Industrial Relations
33.332G   International Trade and Development
33.333G   Economic and Business History
33.334G   Advanced Managerial Economics
33.335G   Organizational Analysis
33.336G   Organization Planning
33.337G   Personnel Relations
33.338G   Production Management
33.339G   Introduction to Operations Research
33.340G   International Business
33.341G   Australian Financial Structure
33.342G   Investments
33.343G   International Finance
33.344G   Comparative Marketing Systems
33.345G   Buyer Behaviour
33.346G   Mathematical Models and Marketing Management
33.347G   Marketing Decision and Information Management
33.348G   An Introduction to International Marketing
33.349G   Mass Communication in Marketing
33.350G   Seminar in Marketing Theory
33.351G   Research Project†

Not more than one-half of the electives will be available for study in any one semester.

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† This research project counts as one elective in the M.B.A. programme.

The following prerequisites apply to the elective courses:

Subject	*Prerequisite*
33.327G Controllership	33.323G Advanced Management Accounting.
33.328G Special Seminar in Accounting and Law ...	33.323G Advanced Management Accounting OR
	33.325G Corporate Accounting and Control
33.334G Advanced Managerial Economics	Adequate background in statistical analysis, econometrics or mathematics.
33.339G Introduction to Operations Research ...	Adequate background in mathematics and statistics.
33.346G Mathematical Models and Marketing Management	Adequate background in quantitative analysis.
33.348G An Introduction to International Marketing	33.344G Comparative Marketing Systems.

FULL-TIME PROGRAMME

Year 1—Semester 1

		Hours per week
33.301G	The Social Framework of Business	2
33.302G	Behavioural Science I	3
33.303G	Management Accounting and Information Systems I	2
33.304G	Micro-Economics and Business Decisions	2
33.305G	Organization Theory I	3
33.306G	Quantitative Analysis in Business I	3
		15

Year 1—Semester 2

33.307G	Seminars in Contemporary Business Issues*	1
33.308G	Behavioural Science II	3
33.309G	Macro-Economics and Policy	2
33.310G	Management Accounting and Information Systems II	2
33.311G	Organization Theory II	3
33.312G	Production*	1
33.313G	Quantitative Analysis in Business II	3
		15

* These subjects will alternate, 2 hours per fortnight.

Year 2—Semester 1

		Hours per week
33.314G	Finance I	2
33.315G	Marketing I	2
33.316G	Strategic Planning and Problem Solving I	3
	plus	
	Two Electives (each of 4 hours)	8
		15

Year 2—Semester 2

33.317G	Finance II	2
33.318G	Marketing II	2
33.319G	Strategic Planning and Problem Solving II	3
	plus	
	Two Electives (each of 4 hours)	8
		15

PART-TIME PROGRAMME

Year 1—Semester 1

Compulsory core courses totalling	10
	10

Year 1—Semester 2

Compulsory core courses totalling	11
	11

Year 2—Semester 1

Compulsory core courses totalling	9
	9

Year 2—Semester 2

Compulsory core courses totalling	8
	8

Year 3—Semester 1

		Hours per week
33.316G	Strategic Planning and Problem Solving I	3
	plus	
	Two Electives (each of 4 hours)	8
		11

Year 3—Semester 2

33.319G	Strategic Planning and Problem Solving II	3
	Plus Two Electives (each of 4 hours)	8
		11

THE DIPLOMA IN ADMINISTRATION PROGRAMME

The programme leading to the Diploma in Administration (Dip.Admin.) may be taken on a part-time basis over two years.

Year 1

		Hours per week
33.071G	Management Accounting	2
33.501G	Organization and Management Theory	2
33.502G	Behavioural Science	2
33.503G	Economic and Financial Management	2
33.504G	Quantitative Methods	1
		9

Year 2

33.505G	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:

8.674G	Civil Engineering Construction Management	2
11.951G	Architectural Management	2
14.212	Administrative Law	2
28.101	Principles of Marketing	2
33.072G	Business Law	2
33.507G	Production Management	2
33.508G	Office Management and Systems	2
33.509G	Electronic Data Processing	2
33.510G	Social Administration	2
33.511G	Personnel Management	2
33.512G	Small Business	2
33.513G	Public Administration	2

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

DETAILS OF SUBJECTS

The following pages contain a list of most of the subjects offered for courses leading to the Degrees of Bachelor of Commerce, Bachelor of Commerce/Laws, Master of Commerce and Master of Business Administration, and to the Diploma in 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. Lists of Reference Books for additional reading, and of textbooks where not given here, will be issued by the Schools. Normally students may consult either the edition shown or later editions.

DEPARTMENT OF GENERAL STUDIES
(HUMANITIES SUBJECTS)

Undergraduate students in all faculties other than Arts are required to study a number of General Studies subjects. Text and reference books for all General Studies subjects and outlines of the subjects appear in the Department of General Studies *Handbook*, which is available free of cost to all students.

SCHOOL OF CIVIL ENGINEERING

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 capitalization, project financing and project budgeting.

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 timetables for the following subjects may be obtained from the School of Wool and Pastoral Sciences.

9.002 Wool Technology

Growth and development of the wool fibre population, 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

Aims to provide a thorough appreciation of all the physical attributes of the fleece which in combination determine its manufacturing use and commercial value.

Wool buying and selling procedures, the operation of the Greasy Wool Futures market and the formation and function of the Australian Wool Board and the International Wool Secretariat. Important aspects of wool processing, such as central classing, carbonizing and fellmongering.

9.542 Wool II

Wool appraisal and valuation by tutorials held on wool-selling brokers' show floors. Emphasis is placed on the use of the *Australian Wool Board Table of Types and Descriptions* and on quality, length and yield assessment in both carding and combing wools. Participation in commercial preparation of University field station wool clips and the relationships of subjective appraisals to objective measurement of sale lots.

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 utilization, prime lamb production, fodder conservation and drought feeding. The major sources of loss and their control.

TEXTBOOKS

Cole, V. G. *Sheep Management for Wool Production.* Grazcos.

James, B. J. F. ed. *Animal Reproduction.* Cheshire.

SCHOOL OF MATHEMATICS

10.001 Mathematics I

Calculus, analysis, analytic geometry, linear algebra, an introduction to abstract algebra, elementary computing.

TEXTBOOKS

Blatt, J. M. *Introduction to Fortran IV Programming*. Prentice-Hall.
Kelly, G. M. *Lectures in Algebra*. U.N.S.W. Press.
Purcell, E. J. *Calculus with Analytic Geometry*. Appleton-Century-Crofts.

10.011 Higher Mathematics I

Calculus, analytic geometry, linear algebra, an introduction to abstract algebra, elementary computing.

TEXTBOOKS

Blatt, J. M. *Introduction to Fortran IV Programming*. Prentice-Hall.
Fagg, S. V. *Differential Equations*. E.U.P.
Kelly, G. M. *Lectures in Algebra*. U.N.S.W. Press.
Spivak, M. *Calculus*. Benjamin.

10.021 Mathematics I Terminating

Calculus, analysis, analytic geometry, algebra, probability theory, elementary computing.

TEXTBOOKS

Blatt, J. M. *Introduction to Fortran IV Programming*. Prentice-Hall.
Purcell, E. J. *Calculus with Analytic Geometry*. Appleton-Century-Crofts.

10.111 Pure Mathematics II

Consists of three units: 10.111A, 10.111B and 10.111C.

10.111A Pure Mathematics II (Algebra)

Vector spaces: inner products, linear operators, spectral theory, quadratic forms. Linear programming: convex sets and polyhedra, feasible solutions, optimality, duality.

TEXTBOOKS

Gass, H. *Linear Programming*. International Students' ed. McGraw-Hill.
Tropper, A. M. *Linear Algebra*. Nelson. Paperback.

10.111B   Pure Mathematics II (Analysis)

Complex variables: analytic functions, elementary functions, Taylor and Laurent series, integrals, Cauchy's theorem, residues, evaluation of certain real integrals, maximum modulus principles. Linear differential equations of the second order: equations with constant coefficients, power series solutions, Laplace transforms, Bessel functions.

TEXTBOOKS

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

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

10.111C   Pure Mathematics II (Abstract Algebra)

Abstract algebra: Euclidean algorithm, unique factorization theorem, mathematical systems, groups, determination of small groups, homomorphisms and normal subgroups. Geometry: elementary concepts of Euclidean, projective and affine geometries.

TEXTBOOKS

Dean, R. A. *Elements of Abstract Algebra.* Wiley.

Gans, D. *Transformations and Geometries.* Appleton-Century-Crofts.

10.112   Pure Mathematics III

Consists of four Units from: 10.112A, 10.112B, 10.112C, 10.112D and 10.112E.

10.112A   Pure Mathematics III (Algebra)

Rings. Fields. Groups.
Prerequisites 10.111A, 10.111C.

TEXTBOOK

Miller, K. *Elements of Modern Abstract Algebra.* International Students' Reprint. Harper.

10.112B   Pure Mathematics III (Functional Analysis)

Elementary treatment of operators in Hilbert space.
Prerequisite 10.111A.

TEXTBOOKS

Berberian, S. K. *Introduction to Hilbert Space.* O.U.P., 1961.

10.112C   Pure Mathematics III (Differential Geometry)

Curves and surfaces in space. Differential forms. Curvature.
Prerequisites 10.111A, 10.211A.

TEXTBOOK

O'Neill, B. *Elementary Differential Geometry*. Academic.

10.112D   Pure Mathematics III (Set Theory)

Cardinal and ordinal numbers. Elementary topology of surfaces.
Prerequisite 10.001 *or* 10.011.

TEXTBOOK

Fan, K. & Frechet, M. *Initiation to Combinatorial Topology*. Prindle,
Weber, Schmidt.

10.112E   Pure Mathematics III (Differential Equations)

Partial differential equations, characteristics. Equations of mathematical
physics. Stability theory.
Prerequisites 10.111B, 10.211A.

TEXTBOOKS

Hurewicz, W. *Lectures in Ordinary Differential Equations*. M.I.T.
Snedden, I. *Elements of Partial Differential Equations*. McGraw-Hill.

10.121   Higher Pure Mathematics II

Consists of three Units: 10.121A, 10.121B and 10.121D.

10.121A   Higher Pure Mathematics II (Algebra)

Linear algebra: vector spaces, commutative rings, polynomials. Modules,
linear transformations. Eigenvectors, invariant subspaces, canonical forms.
Linear functions. Bilinear and multilinear algebra. Group theory: sub-
groups, quotient groups, isomorphisms, Lagrange's theorem, Sylow's
theorem.

TEXTBOOK

Herstein, I. N. *Topics in Algebra*. Blaisdell.

10.121B   Higher Pure Mathematics II (Analysis)

Analytic functions, Laurent and Taylor series, calculus of residues,
evaluation of real integrals, analytic continuation. Infinite products, entire

functions. The Weierstrass factorization theorem. Mittag Leffler expansions. Conformal mapping, elliptic functions.

TEXTBOOK

Duncan, J. *The Elements of Complex Analysis.* Wiley. Paperback.

10.121D   Higher Pure Mathematics II (Real Variable Theory)

Topology of metric spaces, functions over metric spaces, analysis in n-dimensions. The Riemann integral, Lebesgue measure, L^2 spaces. Fourier series.

Prerequisite 10.011 Higher Mathematics I.

TEXTBOOK

Goldberg, R. R. *Methods of Real Analysis.* Blaisdell.

10.122   Higher Pure Mathematics III

Consists of 10.122A, 10.122C and 10.122F, together with *either* 10.122D *or* 10.112B *or* 10.112E.

10.122A   Higher Pure Mathematics III (Algebra)

Fields: elementary theory, field extensions, algebraic and transcendental elements, simple Galois theory. Rings: rings and modules over rings, direct sums, ideals, idempotents, Wedderburn structure theorem for semi-simple rings, Tensor product and exterior product. Group representations: theory based on the Wedderburn structure theorem, group characters. Orthogonality relations.

Prerequisite 10.121A.

TEXTBOOKS

Burrow, M. *Representation of Finite Groups.* Academic. Paperback.

Lang, S. *Algebra.* Addison Wesley.

10.122C   Higher Pure Mathematics III (Differential Geometry and Complex Variable Theory)

Differential Geometry: Differential geometry of curves and surfaces, structural equations, differential forms, curvature, isometry, Riemannian geometry. Complex Variable Theory: differentials, analytic continuation, Riemann surfaces, harmonic functions, normal families, Riemann's conformal mapping theorem.

Prerequisites 10.211A, 10.121A, 10.121B.

TEXTBOOKS

Birkhoff, G. & Rota, V. *Ordinary Differential Equations.* Blaisdell.

Wilmore, T. J. *Differential Geometry.* O.U.P.

10.122D Higher Pure Mathematics III (Number Theory and Logic)

Elementary Number Theory: The multiplicative group of residue classes, quadratic residues, the reciprocity law, representation of integers as the sum of two and four squares, Pell's equation, number theoretical functions, Dirichlet's divisor problem. Mathematical Logic: the axiomatic method, propositional calculus, consistency, independence, decidability, the predicate calculus, axioms of set theory, cardinals, ordinals, well-ordering and the axiom of choice. Algebraic Number Theory: algebraic number fields, rings of integers, valuations of a field, complete fields, extensions of valuations, ideal theory, class number, the unit theorem.

Prerequisite 10.121A; co-requisite 10.122A.

TEXTBOOKS

Hardy, G. H. & Wright, E. M. *Introduction to the Theory of Numbers.* O.U.P.

Wilder, R. L. *Introduction to Foundations of Mathematics.* International ed. Wiley.

10.122F Higher Pure Mathematics III (Topology and Integration)

Topology: topological spaces, convergence product spaces, compactness and connectedness, homeomorphisms, separation axioms. Extension problems. Integration: measure theory, measurable sets and functions, product spaces and Fubini's theorem, differentiation, absolute continuity, Riesz representation theorem, Radon-Nikodym theorem.

Prerequisite 10.121D.

TEXTBOOKS

Royden, H. L. *Real Analysis.* Collier Macmillan.

Simmons, G. F. *Introduction to Topology and Modern Analysis.* McGraw-Hill, 1963.

10.211A Applied Mathematics II (Mathematical Methods)

Review of functions of two and three variables; divergence, gradient, curl; line, surface and volume integrals; Green's and Stokes' theorems. Special functions, including gamma and Bessel functions. Differential equations and boundary value problems, including vibrating string and vibrating circular membrane; Fourier series and Fourier-Bessel series.

TEXTBOOKS

Hilton, P. J. *Partial Derivatives.* Dover.

Sneddon, I. N. *Fourier Series.* Dover.

Spiegel, M. R. *Theory and Problems of Vector Analysis.* Schaum.

10.311   Theory of Statistics II

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.

TEXTBOOKS

Hogg, R. V. & Craig, A. T. *Introduction to Mathematical Statistics*. 3rd ed. Collier Macmillan.

Statistical Tables. University of N.S.W. Press.

10.321   Higher Theory of Statistics II

10.311 at greater depth and covering a slightly wider field.

Textbooks as for 10.311, plus

Kendall, M. G. & Stuart, A. *The Advanced Theory of Statistics*, Vols. I and II. 2nd ed. Griffin.

10.312   Theory of Statistics III

Consists of four units: 10.312A, 10.312B, 10.312C and 10.312D.

10.312A   Theory of Statistics III (Stochastic Processes and Applications)

Conditional expectations, generating functions, branching processes, finite Markov chains, introduction to finite-state space Markov processes in continuous time; applications of stochastic processes in genetics.

Prerequisites 10.311 *or* 10.321 *or* 10.311T; 10.211A *or* 10.221A.

TEXTBOOK

Bailey, N. T. J. *Elements of Stochastic Processes with Application to the Natural Sciences*. Wiley.

10.312B   Theory of Statistics III (Experimental Design (Applications) and Sampling)

Principles of good experimental design, analyses of fully randomized and randomized block designs, factorial treatment structure, components of variance, multiple comparisons; finite populations, simple random

sampling, stratified random sampling, optimum allocation, estimation of sample size.

Prerequisite 10.311 *or* 10.321 *or* 10.311T.

Co-requisite 10.211A *or* 10.221A.

TEXTBOOKS

Statistical Tables.

Johnson, N. L. & Leone, F. C. *Statistics and Experimental Design*, Vol. 2. Wiley.

10.312C   Theory of Statistics III (Experimental Design (Theory) and Project)

Multivariate normal distribution, quadratic forms, multiple regression, theory of the general linear hypothesis and its application to experimental designs.

Prerequisites 10.311 *or* 10.321; 10.111A *or* 10.121A *or* 10.211A or 10.221A.

Co-requisite 10.312B *or* 10.322B.

TEXTBOOK

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

10.312D   Theory of Statistics III (Contingency Tables and Probability Theory)

General theory of the $2 \times$ contingency tables, χ^2 test and exact test, $m \times n$ contingency table, subdivision of χ^2; characteristic functions; convergence of probability distributions; the Central Limit problem; expansions related to the normal distribution; extreme value distributions.

Prerequisite 10.311 *or* 10.311T.

Co-requisite 10.211A *or* 10.221A.

TEXTBOOK

Lamperti, J. *Probability*. Benjamin.

10.322   Higher Theory of Statistics III

Consists of four units: 10.322A, 10.322B, 10.322C and 10.322D.

The description of these units is the same as for the units 10.312A, 10.312B, 10.312C and 10.312D respectively, but the topics are treated in greater depth and cover slightly wider fields.

10.322A Higher Theory of Statistics III (Stochastic Processes and Applications)

Prerequisites 10.211A *or* 10.221A; 10.321.

TEXTBOOK

Feller, W. *An Introduction to Probability Theory and Its Applications*, Vol. 2. Wiley.

10.322B Higher Theory of Statistics III (Experimental Design (Applications) and Sampling)

Prerequisite 10.321.
Co-requisite 10.211A *or* 10.221A.

10.322C Higher Theory of Statistics III (Experimental Design (Theory) and Project)

Prerequisites 10.111A *or* 10.121A *or* 10.211A or 10.221A; 10.321.
Co-requisite 10.312B *or* 10.322B.

10.322D Higher Theory of Statistics III (Contingency Tables and Probability Theory)

Prerequisite 10.321.
Co-requisite 10.211A *or* 10.221A.
Textbooks for 10.322B, 10.322C and 10.322D as for 10.312B, 10.312C and 10.312D respectively, plus for 10.322A
Cox, D. R. & Miller, H. D. *The Theory of Stochastic Processes*. Methuen.

10.911 Mathematics II

Consists of three units: 10.111A, 10.111B and 10.211A.

10.912 Mathematics III

Consists of 10.111C, 10.112D, 10.212A and one of 10.112C, 10.112E or 10.212D.

10.921 Higher Mathematics II

Consists of three units: 10.121A, 10.121B and 10.221A.

10.922 Higher Mathematics III

Consists of 10.121D, 10.122A, 10.122C and 10.122F.

SCHOOL OF ARCHITECTURE AND BUILDING

11.951G   Architectural Management

Emphasizes Architectural Practice.

Architectural practices; types, arrangements, partner relationships, organizational and legal responsibilities, present trends and future types of practice.

Architectural services; retainer, partial, full and comprehensive services.

Job organization; systems, research, systems controls, quality and time control.

Office organization; client relations, administrative, draughting, contractual and accounting organization and control.

Insurance, types, needs and limitations; statutory and optional insurance. Applications of contract law and insurance law in architectural practice.

SCHOOL OF APPLIED PSYCHOLOGY

12.001   Psychology I

An introduction to the nature, content and methods of psychology: the determinants of behaviour, with special emphasis on the study of motivation, the dynamics of adjustment, and individual differences; methods of psychological observation or data-gathering, and elementary statistical procedures appropriate to the organization and description of the data of observation.

TEXTBOOKS

Part A—Theory

Birney, R. C. & Tecvan, R. C. eds. *Measuring Human Motivation.* Van Nostrand, 1962.

Hebb, D. O. *Textbook of Psychology.* 2nd ed. Saunders, 1966.
(Recommended as an additional textbook for intending Honours students.)

Hilgard, E. R. & Atkinson, R. C. *Introduction to Psychology.* 4th ed. Harcourt, N.Y., 1967.

Savage, R. D. *Psychometric Assessment of the Individual Child.* Penguin, 1968.

Part B—Practical

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

Lumsden, J. *Elementary Statistical Method.* Univ. of W.A. Press, 1969.

12.012   Psychology II

The development and structure of personality and the evolution of behaviour through learning, together with associated practical work. 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; approaches to the description of personality structure; the changing emphasis upon learning rather than instinctive behaviour, and the developments within learning itself, from simple mechanisms such as habituation to complex processes such as insight and concept learning. The practical course on research methods will attempt to develop a critical approach; illustrate various areas covered in the theory course; provide information about fundamental research procedures and the statistical techniques appropriate to them.

TEXTBOOKS

Part A—Personality

Nil—Reference Books only.

Part B—Learning

Kimble, G. A. *Hilgard & Marquis' Conditioning and Learning.* Appleton, 1961.

Part C—Research Methods II

Agnew, N. & Pyke, S. W. *The Science Game: An Introduction to Research in the Behavioural Sciences.* Prentice-Hall, 1969.

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

Lumsden, J. *Elementary Statistical Method.* Univ. of W.A. Press, 1969.

12.013 Psychology III

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

Research Methods 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, Psychological Testing, Physiological Psychology, Psychometrics, Child Psychology, Social Psychology, Learning, Perception, Motivation, Industrial Psychology, Human Factors Engineering and Guidance and Counselling.

TEXTBOOKS

Part A—Research Methods III

Hays, W. L. *Statistics for Psychologists.* Holt, Rinehart & Winston, 1963.

Heerman, E. F. & Braskamp, L. A. eds. *Readings in Statistics for the Behavioural Sciences.* Prentice-Hall, 1970.

Part B—Electives

Physiological Psychology

Butter, C. M. *Neuropsychology: The Study of Brain and Behaviour.* Brooks/Cole, Belmont, California, 1968.

Dethier, V. G. & Stellar, E. *Animal Behaviour. 3rd. ed.* Prentice-Hall, 1970.

Abnormal Psychology

Buss, A. H. *Psychopathology.* Wiley, 1966.

Maher, B. A. *Principles of Psychopathology.* McGraw-Hill, 1966.

Child Psychology and Guidance

Baldwin, A. L. *Theories of Child Development.* Wiley, 1967.

Mussen, P. H., Conger, J. J. & Kagan, J. *Child Development and Personality.* 3rd. ed. Harper International, 1969.

Psychometrics

Hammer, A. G. *Elementary Matrix Algebra for Psychologists.* Pergamon.

Nunnally, J. *Psychometric Theory.* McGraw-Hill, 1967.

Social Psychology

Hollander, E. P. & Hunt, R. G. eds. *Current Perspectives in Social Psychology*. O.U.P., 1967.

Lindgren, H. C. *An Introduction to Social Psychology*. Wiley, N.Y., 1969,

Learning

Kimble, G. A. *Hilgard & Marquis' Conditioning and Learning*. Appleton-Century-Crofts, 1961.

Perception

Textbooks will be announced at the beginning of the course.

Motivation

Murray, E. J. *Motivation and Emotion*. Prentice-Hall Foundations of Modern Psychology Series, 1964.

Psychological Testing

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

Industrial Psychology and Human Factors Engineering

Bassett, S. A. *Management Styles in Transition*. American Mgt. Assoc., N.Y., 1966.

Gagne, R. M. *Psychological Principles in System Development*. Holt, 1963.

Likert, R. *New Patterns in Management*. McGraw-Hill, 1961.

McCormick, E. J. *Human Factors Engineering*. 2nd ed. McGraw-Hill, 1964.

Schultz, D. P. *Psychology and Industry*. Macmillan, 1970.

Thorndike, R. L. *Personnel Selection*. Wiley, 1949.

Guidance and Counselling

Perez, J. F. *Counselling Theory and Practice*. Addison-Wesley, 1965.

Tyler, L. *The Work of the Counsellor*. Appleton-Century-Crofts, 1961.

12.024   Psychology

Candidates 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 organization. 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.

TEXTBOOKS

Baritz, L. *Servants of Power*. Science Editions Paperback, 1960.

Brown, W. B. *Exploration in Management*. Heinemann, 1960.

Goldthorpe, J. H. *et al. The Affluent Worker*. C.U.P. Paperback, 1968.

SCHOOL OF ACCOUNTANCY

14.111 Accounting I

An introduction to accounting. An examination of the information needs arising from the activities of business and other organizations, including questions of systematic measurement, classification and communication of financial data for the use of managements, owners and other parties. Basic accounting concepts and problems related to income measurement and asset valuation. The logic, design and use of accounting systems, the accounting cycle, flowcharting, elements of computer programming and computer applications in business. Introductory treatment of management accounting in relation to short- and long-term decisions, integrated planning and budgeting and the use of management control and cost systems. Comparative study of accounting and reporting requirements of various forms of organization, with particular reference to corporations, analysis and interpretation of accounting and associated data, introduction to financial management and company finance. Continuing developments in the field of accounting concepts and standards.

TEXTBOOKS

Carrington, A. S. & Battersby, G. B. *Accounting—Concepts, Systems, Applications.* Aust. ed. Whitcombe & Tombs, 1971.

Gordon, M. J. & Shillinglaw, G. *Accounting—A Management Approach.* 4th ed. Irwin, 1969.

Smyth E. B. & Burke, W. L. *Introductory Accounting—A Managerial Emphasis.* Law Book Co., 1971.

14.112 Accounting II

An examination of the relationship between accounting and the functions of management, with particular reference to business objectives and organization, decision-making, planning, control and communication. Management information systems and computer applications in business, including cost accounting systems, internal reporting and control, cost concepts and decision analysis, budgetary control and profit planning, standard costs, responsibility accounting and performance measurement. System design and documentation. Capital budgeting and long-range planning. Application of statistics and operations research to management accounting.

TEXTBOOKS

Burke, W. L. & Smyth, E. B. *Accounting for Management.* Law Book Co., 1966.

Horngren, C. T. *Cost Accounting—A Managerial Emphasis.* 2nd ed. Prentice-Hall, 1967.

Li, D. H. *Accounting, Computers, Management Information Systems.* McGraw-Hill, 1968.

Accounting II Tutorial Exercises. The University of New South Wales Students' Union.

14.113   Accounting III

Income measurement and asset valuation in accounting with emphasis on their application to the financial management and accountability of corporate enterprises. A comparative study of past, present and proposed solutions to problems of measurement and valuation, including price-level changes, valuation of shares, goodwill, fixed assets and inventory, leases, inter-corporate relationships and divisional and group organization. Corporate objectives, company formation, capital structure, fund-raising and growth strategies. Financial reporting, audit, and taxation aspects of corporate enterprises. Liquidation and receivership. An examination of current reporting practices, professional standards and recommendations.

TEXTBOOKS

Hendriksen, E. S. *Accounting Theory*. Irwin, 1965.

Lee, L. N. & McPherson, L. A. *Consolidated Statements and Group Accounts*. Law Book Co., 1963.

Yorston, R. K., Smyth, E. B. & Brown, S. R. *Advanced Accounting*. Vol. 1. 6th ed. Law Book Co., 1965.

Accounting III Tutorial Exercises. The University of New South Wales Students' Union.

A Critical Study of Accounting for Business Combinations: Accounting Research Study No. 5. American Institute of Certified Public Accountants, N.Y., 1963.

Reporting the Financial Effects of Price Level Changes: Accounting Research Study No. 6. American Institute of Certified Public Accountants, N.Y., 1963.

Accounting for Goodwill: Accounting Research Study No. 10. American Institute of Certified Public Accountants, N.Y., 1969.

The Companies Act, 1961. Government Printer, Sydney.

Recommendations on Accounting Principles. The Institute of Chartered Accountants in Australia, 1963 and 1964.

14.121   Public Authority Accounting

Accounting and budgeting for Federal, State and Local Governments and Public Authorities; social accounting.

TEXTBOOKS

Campbell, W. J. *Australian State Public Finance*. Law Book Co., 1954.

Jay, W. R. C. & Mathews, R. L. eds. *Government Accounting in Australia*. Cheshire, 1968.

Mathews, R. L. *Accounting for Economists*. 2nd ed. Cheshire, 1965.

14.122 Accounting II (Honours)

The content of this subject includes that of 14.112 Accounting II as well as additional and more advanced work in both management accounting and management information systems.

TEXTBOOKS

Benston, G. J. ed. *Contemporary Cost Accounting and Control.* Dickenson, 1970.

Burke, W. L. & Smyth, E. B. *Accounting for Management.* Law Book Co., 1966.

Hein, L. W. *Contemporary Accounting and the Computer.* Dickenson, 1969.

Horngren, C. T. *Cost Accounting—A Managerial Emphasis.* 2nd ed. Prentice-Hall, 1967.

Li, D. H. *Accounting, Computers, Management Information Systems.* McGraw-Hill, 1968.

Rosen, L. S. *Cases in Accounting and Business Administration.* McGraw-Hill, 1968.

Solomons, D. *Studies in Cost Analysis.* Sweet & Maxwell, 1968.

Accounting II Tutorial Exercises. The University of New South Wales Students' Union.

14.123 Accounting III (Honours)

The content of this subject includes that of 14.113 Accounting III as well as additional and more advanced work in both accounting theory and in the financial management and accountability of corporate enterprises.

TEXTBOOKS

Davidson, S., Green, D., Horngren, C. T. & Sorter, G. H. *An Income Approach to Accounting Theory.* Prentice-Hall, 1964.

Hendriksen, E. S. *Accounting Theory.* Irwin, 1965.

Lee, L. N. & McPherson, L. A. *Consolidated Statements and Group Accounts.* Law Book Co., 1963.

Rosen, L. S. *Cases in Accounting and Business Administration.* McGraw-Hill, 1968.

Yorston, R. K., Smyth, E. B. & Brown, S. R. *Advanced Accounting.* Vol. 1. 6th ed. Law Book Co., 1965.

Zeff, S. A. & Keller, T. F., eds. *Financial Accounting Theory—Issues and Controversies.* McGraw-Hill, 1964.

A Critical Study of Accounting for Business Combinations: Accounting Research Study No. 5. American Institute of Certified Public Accountants, N.Y., 1963.

Reporting the Financial Effects of Price Level Changes: Accounting Research Study No. 6. American Institute of Certified Public Accountants, N.Y., 1963.

Accounting for Goodwill: Accounting Research Study No. 10. American Institute of Certified Public Accountants, N.Y., 1969.

Accounting III Tutorial Exercises. The University of New South Wales Students' Union.

The Companies Act 1961. Government Printer, Sydney.

Recommendations on Accounting Principles. The Institute of Chartered Accountants in Australia, 1963 and 1964.

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. 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. 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.

TEXTBOOKS

Baker, R. E. *Cases in Auditing.* Prentice-Hall, 1969.

Irish, R. A. *Auditing.* 3rd ed. Law Book Co., 1966.

Mautz, R. K. & Sharaf, H. A. *The Philosophy of Auditing.* American Accounting Association, 1961.

Stettler, H. F. *Systems Based Independent Audits.* Prentice-Hall, 1967.

Vanasse, R. W. *Statistical Sampling for Auditing and Accounting Decisions: A Simulation.* McGraw-Hill, 1968.

14.163 Accounting Honours Seminar

14.163/1 Financial Accounting Theory

Accounting theory in general and external reporting. Problems associated with the development of accounting theory; the manner in which accounting for an organization can satisfy the information needs of those who have to make decisions concerning their future relations and associations with the organization. The present pattern of external reporting, 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 organization; accounting evaluation of organizations 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.

TEXTBOOKS

Backer, M. *Modern Accounting Theory.* Prentice-Hall, 1966.

Canning, J. B. *The Economics of Accountancy.* Ronald, 1929.

Chambers, R. J. *Accounting, Evaluation and Economic Behaviour.* Prentice-Hall, 1966.

Edwards, E. C. & Bell, P. W. *The Theory and Measurement of Business Income.* California U.P., 1961.

Garner, P. S. & 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.

Parker, R. H. & Harcourt, G. C. eds. *Readings in the Concept and Measurement of Income.* C.U.P., 1969.

Rigby, P. H. *Models in Business Analysis.* Merrill, 1969.

Vatter, W. J. *The Fund Theory of Accounting and Its Implications for Financial Reports.* Chicago U.P., 1947.

Accounting Research Studies. Nos. 1-4 and 6. American Institute of Certified Public Accountants, N.Y.

A Statement of Basic Accounting Theory. American Accounting Association, 1966.

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 organization. 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 decentralized organizations; cybernetics; information theory and systems.

TEXTBOOKS

Anton, H. R. & Firmin, P. A. eds. *Contemporary Issues in Cost Accounting,* Houghton Mifflin, 1966.

Goetz, B. E. *Quantitative Methods.* McGraw-Hill, 1965.

Miller, D. W. & Starr, M. K. *The Structure of Human Decisions.* Prentice-Hall, 1967.

Rappaport, A. ed. *Information for Decision Making.* Prentice-Hall, 1970.

Schoderbek, P. P. ed. *Management Systems.* Wiley, 1967.

Sollenberger, H. M. *Major Changes Caused by the Implementation of a Management Information System.* N.A.A. Research Monograph 4, 1968.

Solomons, D. *Studies in Cost Analysis.* Sweet & Maxwell, 1968.

Timms, H. L. *Introduction to Operations Management,* Irwin, 1967.

14.191   Thesis

For honours students in Accountancy.

14.201 Taxation Law and Practice

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. Sales tax assessment and collection.

TEXTBOOKS

Bock, E. F. & Mannix, F. C. *Guide to Commonwealth Income Tax.* Latest ed., with supplement. Butterworth.

Hayek, E. J. ed. *Ryan's Manual of Income Tax Law in Australia.* Latest ed. Law Book Co.

Mannix, E. F. & Bowra, R. L. *Australian Leading Cases in Income Tax.* Latest ed. Butterworth.

Income Tax Assessment Act, 1936-1970 (as amended to end of 2nd term). Commonwealth Government Printer.

Income Tax (International Agreements) Act, 1936-70 (as amended to end of 2nd term). Commonwealth Government Printer.

14.203 Trustee Law and Accounting

This subject will not be offered in 1971.

14.212 Administrative Law

A comparative examination of Australian and English constitutional and administrative law. 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 1971.

14.221 Commercial Law I

The nature of law; elementary jurisprudence; the sources of law in Australia; the doctrine of precedent; the legal system, the courts and the administration of justice; an introduction to law in society.

The law of contract as the basis for the ordering of commercial relationships; formation, operation, interpretation, validity, enforcement and discharge of contract. Sale of goods and consumer protection. Trade practices. Banker-customer relationship and negotiable instruments.

The law of business organizations with particular reference to partnership and company law; the legal nature of partnerships and companies; formation, liabilities, management obligations, operation and termination of business organizations.

TEXTBOOKS

Baalman, J. *Outline of Law in Australia.* 3rd ed. Law Book Co., 1968.

Borrie, G. & Diamond, A. I. *The Consumer Society and the Law.* 2nd ed. Penguin, 1968.

Lloyd, D. *The Idea of Law.* Latest ed. Pelican.

Mason, H. H. & O'Hair, J. *Australian Company Law.* McGraw-Hill, 1968.

Vermeesch, R. & Lindgren, K. *Business Law in Australia.* Butterworth, 1971.

Statutes:

Sale of Goods Act (N.S.W.) 1923-1953. N.S.W. Government Printer

Partnership Act (N.S.W.) 1892. N.S.W. Government Printer.

Trade Practices Act (Commonwealth). Commonwealth Government Printer, 1965.

Companies Act (N.S.W.) 1961 (as amended to date). N.S.W. Government Printer.

Consumer Protection Act (N.S.W.) 1969. N.S.W. Government Printer.

14.222   Commercial Law II

Company law including the functions of directors and their relationship with the company, the liability of the company, remedies for oppression of shareholders, use of trusts in connection with companies, takeovers, the history of companies and the role of corporate structure in an industrialized society.

Elements of industrial law, including consideration of types of industrial system; the concept of arbitration with particular reference to Australian conditions and a federal system; the "total wage" concept; the law of employment; workers' compensation; the statutory regulation of industrial conditions in places of work.

Other areas of law relevant to commerce, including banker and customer, hire purchase and insurance.

TEXTBOOKS

Dey, J. F. & McKenzie, P. B. *Outline of Industrial Law.* Law Book Co., 1965.

Gower, L. C. B. *Modern Company Law.* 3rd ed. Stevens, 1969.

Mason, H. H. *Casebook on Australian Company Law.* 2nd ed. Butterworth, 1967.

Mason, H. H. & O'Hair, J. *Australian Company Law.* McGraw-Hill, 1968.

O'Dea, R. *Industrial Relations in Australia.* 2nd ed. West, 1970.

Sim, R. S. *Casebook on Company Law.* 2nd ed. (including Australian supplement). Butterworth, 1968.

Wedderburn, K. W. *The Worker and the Law.* Pelican, 1965.

Statutes:

Companies Act, 1961 (as amended to date). N.S.W. Government Printer

Conciliation and Arbitration Act (Commonwealth). 1904-61.

Industrial Arbitration Act (N.S.W.) 1940-1967.

14.311 Production and Industrial Accounting

The establishment and operation of the production function in business with particular reference to decision and control aspects and the associated requirements for accounting and other quantitative information. Establishment of manufacturing systems, including the role of capital budgeting; criteria for product development and design; industrial management and organization, production planning and control; quantitative model-building applied to production decisions; cost recording and cost control systems; inventory control; statistical applications of cost and quality control; organizational and motivational considerations of control systems; advanced problems in product costing, joint costs and cost analysis for decision-making.

TEXTBOOKS

Benston, G. J. *Contemporary Cost Accounting and Control.* Dickenson, 1970.

Buffa, E. S. *Modern Production Management.* 3rd ed. Wiley, 1969.

Dopuch, N. & Birnberg, J. G. *Cost Accounting. Accounting Data for Management's Decisions.* Harcourt, Brace & World, 1969.

Timms, H. L. *Introduction to Operations Management.* Irwin, 1967.

Welsch, G. A. *Cases in Profit Planning and Control.* Prentice-Hall, 1970.

14.321 Business Finance

Emphasis is given to 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. Problems of the smaller business, and of the proprietary company are considered. The role and function of the financial executive, and his responsibilities in the raising and deployment of funds. A study 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.

TEXTBOOKS

Robinson, R. G. & Johnson, R. W. *Self-Correcting Problems in Finance (Workbook).* 2nd ed. Allyn & Bacon, 1970.

Van Horne, J. C. *Financial Management and Policy.* Prentice-Hall, 1968.

14.322 Data Processing and Information Systems

Problems and methods of data collection and processing, including analysis, design and application of information systems for management control. Electronic data processing, including programming, flow charting and coding.

TEXTBOOKS

Grouse, P. J. *Data Processing and Information Systems. Parts 1, 2 and 3.* New College Publication, 1970.

Sanders, D. H. *Computers in Business.* McGraw-Hill, 1968.

Management Information Systems and the Computer. Parts 1 and 11. Inst. of Cost and Works Accountants, 1967-9.

14.332 Operations Research in Business

An introduction to the principles and techniques of quantitative business analysis. An introduction to probability theory, statistical decision theory, inventory and queuing models and mathematical programming.

TEXTBOOKS

Miller, D. W. & Starr, M. K. *The Structure of Human Decisions.* Prentice-Hall, 1967.

Thierauf, R. J. & Grosse, R. A. *Decision Making through Operations Research.* Wiley, 1970.

14.402 Organization Theory

The concept of scientific management and its development as discussed in the works of Taylor, Fayol, Gilbreth, Mayo, Follett, Barnard and Simon. Organizations in terms of hierarchy of tasks, and the formal relationship existing between those who perform the tasks. Informal organization, and the significance of the study of human behaviour on informal structures. Organizations as information systems. The functions and the role of the manager. Techniques available to managers in organizing for goal achievement.

TEXTBOOKS

Brown, J. A. C. *The Social Psychology of Industry.* Pelican, 1967.

Katz, D. & Kahn, R. L. *The Social Psychology of Organisations.* Wiley, 1965.

Newman, W. H., Summer, C. E. & Warren, E. K. *The Process of Management.* 2nd ed. Prentice-Hall, 1967.

14.901G Corporate Organization and Accounting

An integration of accounting and legal principles. Special problems of valuation and income determination. Matters arising in the take-over area with particular emphasis on organization and planning of holding-subsidiary structures so as to achieve most effectively group objectives within the existing legal framework. Use of integration by Divisions as an alternative to group organization.

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.

TEXTBOOKS*

No prescribed textbooks.

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 organization, 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.

TEXTBOOKS*

No prescribed textbooks.

14.903G Contemporary Auditing Problems

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.

TEXTBOOKS*

No prescribed textbooks.

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* Reading is required from a variety of books and journal articles. Specific recommendations are available on application to the School of Accountancy.

14.904G   Studies in Taxation

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; amortization of industrial property and scientific research and development expenditure; Papua, New Guinea and overseas tax credits; international tax problems.

TEXTBOOKS

No prescribed textbooks.

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.

TEXTBOOKS

No prescribed textbooks.

14.906G   Information Systems

Experience with commercial computer installation assumed. Information theory and systems and in particular analysis of the information needs of an organization 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 organizations and accounting procedures. Special emphasis on statistical techniques which become feasible with the use of computers.

The effect of computers on business organizations; 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.

TEXTBOOKS*

No prescribed textbooks.

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* Reading is required from a variety of books and journal articles. Specific recommendations are available on application to the School of Accountancy.

14.907G   History and Philosophy of Accounting

The historical development of accounting thought and practices, with particular reference to the interaction among forms of business organization, prevailing philosophical and political ideas and the accounting function. The nature and origin of fundamental accounting problems and the development of approaches to their solution. International variations in accounting thought and standards, including consideration of underdeveloped and state-controlled economies.

TEXTBOOKS*

No prescribed textbooks.

14.999G   Master of Commerce Report in Accountancy

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* Reading is required from a variety of books and journal articles. Specific recommendations are available on application to the School of Accountancy.

SCHOOL OF ECONOMICS

15.101 Economics I

A foundation course in economic analysis—that is, the basic principles, techniques and methodology of economics. Economic theory; how theory can be used to explain, understand and predict economic phenomena in the real world. The Australian economic system; the determination of prices and output of goods and services under various market situations, the labour market and the determination of wages, the determination of the aggregate level of output (gross national product), aggregate employment and the general level of prices, the role of money and the banking system.

In the first session the class will be divided into two groups. In Group A, which will attend three lectures and one tutorial a week, no previous knowledge of economics will be assumed. In the first session this group will cover the syllabus in microeconomics plus an introduction to macroeconomics. Any student enrolled in Economics I may enter Group A. In Group B, which will attend two lectures and one tutorial a week, a previous knowledge of economics is assumed. Material will be presented at a faster rate, it will be assumed that students do not need the introductory work on macroeconomics, and there will be a more extensive treatment of microeconomics, including applications to contemporary problems. The minimum qualification for entry into Group B is a pass at second level or better in Economics in the Higher School Certificate, but students who have passed at this level with no margin to spare would be more at home in Group A. Students will be advised, when enrolling, which group is the more appropriate for them.

PRELIMINARY READING ⌐

Robinson, M. A., Morton, H. C., Calderwood, J. D. & Lamberton, D. M. *An Introduction to Economic Reasoning.* Tudor, 1969.

TEXTBOOKS

Abraham, W. *National Income and Economic Accounting.* Prentice-Hall, 1969.

Australian National Accounts. 1971 ed.

Lipsey, R. G. *An Introduction to Positive Economics.* 2nd ed. Weidenfeld & Nicolson, 1966.

Rowan, D. C. *Output, Inflation and Growth.* Macmillan, 1968.

Samuelson, P. A., Hancock, K. & Wallace, R. *Economics.* Aust. ed. McGraw-Hill, 1970.

Stilwell, J. A. & Lipsey, R. G. *Workbook to Accompany an Introduction to Positive Economics.* Weidenfeld & Nicolson, 1967.

15.102 Economics II

An extension in depth and application of the economic analysis developed in Economics I. In macroeconomics topics treated will include fluctuations in national income and employment, economic growth, inflation, monetary theory and policy, fiscal policy and incomes policy. The microeconomics

section will include: theoretical and applied aspects of consumer behaviour, demand, production and cost, behaviour of firms, market structures, profits, technological change and investment decisions. Some aspects of welfare economics, including the public control of industry and the analysis of some contemporary economic problems will be included.

TEXTBOOKS

Chamberlain, N. ed. *Contemporary Economic Issues.* Irwin, 1970.

Lipsey, R. G. *An Introduction to Positive Economics.* 2nd ed. Weidenfeld & Nicolson, 1966.

Mansfield, E. *Microeconomics.* Norton, 1970.

Nevile, J. W. *Fiscal Policy in Australia.* Cheshire, 1970.

Rowan, D. C. *Output, Inflation and Growth.* Macmillan, 1968.

Runcie, N. *Economics of Instalment Credit.* Univ. of London Pub., 1969.

Spencer, M. H. *Managerial Economics.* 3rd ed. Irwin, 1968.

15.103   Economics III

A development of the economic analysis considered in Economics I and Economics II, applying it more intensively to the important macroeconomic problems in the Australian economy. Specifically concerned with the nature and impact of monetary, fiscal and other policies in influencing the long-run growth of the economy, and in controlling internal cyclical fluctuations in output, employment and inflation.

TEXTBOOKS

Matthews, R. C. O. *The Trade Cycle.* Nisbett & C.U.P., 1959.

Nevile, J. W. *Fiscal Policy in Australia.* Cheshire, 1970.

Report of the Committee of Economic Enquiry. (Vernon Report) Vols. I and II. Commonwealth of Australia, Canberra, 1965.

Runcie, N. *Economics of Instalment Credit.* Univ. of London Pub., 1969.

15.104   Advanced Economic Analysis

A survey of advanced economic theory covering the main branches of economics and normally including: advanced microeconomics, advanced macroeconomics, cyclical fluctuations and the theory of economic growth, monetary theory, welfare economics, international trade and finance and methodology.

15.112   Economics II (Honours)

.For honours students where prescribed but other students may be permitted to enrol subject to the approval of the Head of the School of Economics and the Head of the School responsible for the course in which the student is enrolled. Includes the content of 15.102 Economics II and additional and more advanced work in micro- and macroeconomic analysis.

TEXTBOOKS

Ackley, G. *Macroeconomic Theory*. Macmillan, 1961, or student ed. 1967.

Breit, W. & Hochman, H. M. eds. *Readings in Microeconomics*. Holt, Rinehart & Winston, 1968.

Ferguson, C. E. *Microeconomic Theory*. Rev. ed. Irwin, 1969.

Nevile, J. W. *Fiscal Policy in Australia*. Cheshire, 1970.

Runcie, N. *Economics of Instalment Credit*. Univ. of London Pub., 1969.

15.113 Economics III (Honours)

For honours students where required but other qualified students may be permitted to enrol subject to the approval of the Head of the School of Economics and the Head of School or Department which offers the course for which the student is enrolled. Includes the content of 15.103 Economics III as well as additional and more advanced work.

TEXTBOOKS

Matthews, R. C. O. *The Trade Cycle*. Nisbett & C.U.P., 1969.

Nevile, J. W. *Fiscal Policy in Australia*. Cheshire, 1970.

Report of the Committee of Economic Enquiry. (Vernon Report) Vols. I and II. Commonwealth of Australia, Canberra, 1965.

Runcie, N. *Economics of Instalment Credit*. Univ. of London Pub., 1969.

15.173 Economics IIIM*

An alternative to 15.113 Economics III for students who have passed 10.111 Pure Mathematics II or 10.121 Higher Pure Mathematics II or 10.911 Mathematics II or 10.921 Higher Mathematics II.

The syllabus of 15.113 Economics III will be covered using more advanced mathematical techniques.

15.213 History of Economic Thought†

The development of economic ideas from about the mid-eighteenth century to early twentieth. Particular attention is focused on (a) the origin and evolution of modern economic analysis; (b) the part played by the social and philosophical ideas in the formation of economic thought; and (c) the influence of economic events on the development 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.

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* Not offered in 1971.

† Will not be offered in 1971.

TEXTBOOKS

Newman, P. C., Grayer, A. D. & Spencer, M. H. eds. *Source Readings in Economic Thought.* Norton, 1954.

Rima, I. H. *Development of Economic Analysis.* Irwin, 1967.

15.223 Comparative Economic Systems

Analysis of different economic systems and the way in which the basic economic problems are solved. A critical appraisal of the efficiency with which resources are allocated in different economies. Students will be required to study in particular the economic systems of U.S.S.R., Japan and Yugoslavia. The emphasis will be on comparative analysis, and consideration will be given to the extent to which institutional and historical differences affect the process of national decision-making, the choice of overall objectives, the instruments of policy and the nature of economic planning.

TEXTBOOKS

Galbraith, J. K. *The New Industrial State.* Penguin, 1969.

Halm, N. H. *Economic Systems: A Comparative Analysis.* 3rd ed. Holt, Rinehart & Winston, 1968.

Prybyla, J. S. ed. *Comparative Economic Systems.* Appleton-Century-Crofts, 1969.

Schumpeter, J. A. *Capitalism, Socialism and Democracy.* Unwin Univ. Books, 1965.

Schwartz, H. *An Introduction to the Soviet Economy.* Charles E. Merrill Pub. Co., 1968.

15.233 Public Finance and Financial Policy

The economics of the government sector and the finance sector are studied with special reference to Australia. Half of the course deals with public finance: the actual and optimal role of government in the economy; economic and welfare effects of different types of taxes; public debt; use of fiscal policy for stabilization; federalism and centralism. The other half deals with advanced monetary theory and policy, and the development of selected financial institutions: the economics of banking and non-banking financial intermediaries; the capital market and the role of financial intermediaries in saving and investment; flow-of-funds accounts; financial intermediaries and monetary policy.

PRELIMINARY READING

Eckstein, O. *Public Finance.* Prentice-Hall, 1967.

TEXTBOOKS

Due, J. F. *Government Finance, Economics of the Public Sector.* 4th ed. Irwin, 1968.

Hirst, R. R. & Wallace, R. eds. *Studies in the Australian Capital Market.* Cheshire, 1964.

Mittra, S. ed. *Money and Banking Theory, Analysis and Policy.* Random House, 1970.

15.243 Economic Development

The gap between the welfare of the developed and of the poorer or underdeveloped nations. Earlier theories of development as a basis for a better appreciation of the various economic and non-economic theories of underdevelopment such as social and technological dualism, balanced and unbalanced growth, etc. The influence of international trade on potential economic development. The general principles of development planning techniques in planning models and their application in particular countries.

TEXTBOOKS

Higgins, B. *Economic Development.* 3rd ed. Constable, London, 1968.
Lewis, W. A. *Development Planning.* Harper & Row, 1966.

15.253 Economics of Industry and Labour

Theoretical aspects of industry and labour and applications to the Australian situation. One session is concerned with the labour market: supply of and demand for labour; work force structure, technological change; education, wage theory and wage systems, with particular reference to Australia. The other session examines the impact of technological change on the structure and growth of firms. The question of government influence on the structure of industry, for example by control over mergers and restrictive trade practices, the limitation of capital inflow and the planning of social costs and benefits. Evaluation of planning for development.

PRELIMINARY READING

Gabor, D. *Inventing the Future.* Penguin, 1964.
Pen, J. *Harmony and Conflict in Modern Society.* McGraw-Hill, 1966.

TEXTBOOKS

Bain, J. S. *Industrial Organization.* 2nd ed. Wiley, 1968.
Reynolds, L. G. *Labour Economics and Labour Relations.* 6th ed. Prentice-Hall, 1970.
Horn, R. V. *Labour Economics for Australia.* Cheshire, 1968.
Isaac, J. E. & Ford, G. W. eds. *Australian Labour Economics: Readings.* Sun Books, 1967.

15.263 International Economics

Economic theory relating to international trade and investment, the balance of international payments and policies directed towards achieving external balance, the efficient allocation of resources, and other aims. Developments in international trade, investment and aid, including empirical tests of theories and trends in the Australian balance of payments. Contemporary problems; proposed reforms to the international monetary system, the desirability of forming regional trading blocs, and other policies relevant to the current problems confronting Australia and the less developed countries.

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.

TEXTBOOKS

Bhagwati, J. ed. *International Trade: Selected Readings*. Penguin, 1969.

Cooper, R. N. ed. *International Finance: Selected Readings*. Penguin, 1969.

Heller, H. R. *International Trade: Theory and Empirical Evidence*. Prentice-Hall, 1968.

Meade, J. E. *A Geometry of International Trade*. Allen & Unwin, 1952.

Meier, G. M. *The International Economics of Development: Theory and Policy*. Harper & Row, 1968.

Wechstein, R. S. ed. *Expansion of World Trade and the Growth of National Economies*. Harper & Row, 1968.

15.302 Economic History I

The development of Modern Europe. This course is concerned with the economic history and development of Europe from the 16th century to the present day, with special reference to a comparison of the different economic and historical experience in that period, of Britain, France, the Low Countries, Germany and Russia. The main topics to be considered, in relation to their contribution to economic growth in Europe, are agricultural change, population growth, foreign trade and the process of industrialization. Further consideration will be given to a comparison of the institutional framework of economic growth and the social consequences of economic change in each country.

PRELIMINARY READING

Black, C. E. *The Dynamics of Modernisation*. Harper Torchbooks, 1966.

Hohenberg, P. *A Primer on the Economic History of Europe*. Random House, 1968.

Moore, B. *Social Origins of Dictatorship and Democracy*. Penguin, 1969.

Weber, M. *General Economic History*. Collier Macmillan, 1961.

TEXTBOOKS

Cipolla, C. M. ed. *The Fontana Economic History of Europe*. Vols. I, III and IV. Fontana, 1969-70.

Coleman, D. C. *Revisions in Mercantilism*. Methuen, 1969.

Hobsbawm, E. *The Age of Revolution*. Mentor, 1964.

Kemp, T. *Industrialisation in 19th Century Europe*. Longmans, 1969.

Landes, D. *The Unbound Prometheus*. C.U.P., 1969.

Parry, J. H. *The Age of Reconnaissance*. Mentor, 1963.

Postan, M. M. *An Economic History of Western Europe 1945-1964*. Methuen, 1967.

15.303 Economic History II

Australian Economic History. Economic development and its social consequences in Australia up to the present time. The main variables for each successive stage of development: labour supply, rural and urban industries, communications, external trade and foreign investment, the role of governments, fluctuations in activity and changing living standards in town and countryside. Comparisons with similar economies elsewhere.

PRELIMINARY READING

Blainey, G. *The Tyranny of Distance.* Sun Books, 1966.

Clark, C. M. H. *A Short History of Australia.* Mentor, 1963.

TEXTBOOKS

Abbott, G. J. & Nairn, N. B. *Economic Growth of Australia, 1788-1821.* M.U.P., 1969. Paperback.

Boehm, E. A. *Twentieth Century Economic Development in Australia.* Longmans, 1970.

Butlin, N. *Investment in Australian Economic Development, 1861-1900.* C.U.P., 1964.

Fitzpatrick, B. *British Empire in Australia, 1834-1939.* Macmillan, 1969. Paperback.

Roberts, S. H. *History of Australian Land Settlement.* Macmillan, 1968.

15.304 Economic History IV (Honours)

Available for honours students only.

Texts and References available on application to the Lecturer-in-charge.

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 and a more detailed development of some of the simpler statistical concepts. 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.

Students are required to develop not only a basic appreciation of the techniques studied but to develop manipulative skills by application to a variety of problems in economics, business and the social sciences generally.

PRELIMINARY READING

Moroney, M. J. *Facts from Figures.* Pelican, 1954.

Reichmann, W. J. *Use and Abuse of Statistics.* Pelican.

TEXTBOOKS

Spiegel, M. *Theory and Problems of Statistics*. Schaum, 1961.

Yamane, T. *Statistics—an Introductory Analysis*. 2nd ed. Harper & Row, 1965.

Yamane, T. *Problems to Accompany "Statistics—an Introductory Analysis"*. Harper & Row, 1967.

15.402   Econometric Methods

A sequel to 15.401 Business Statistics and a required subject for students in the Economics course but may be taken by other students as an option where this is permitted in the course requirements. The subject is not designed for the specialist in econometrics but is intended to provide further training in and basic appreciation of some fundamental quantitative techniques essential for the general or business economist.

Multiple regression analysis and economic applications, linear programming, input-output analysis, selected aspects of statistical decision theory of particular concern to the business economist.

Classes in practical computation will be held making use of electric desk calculators.

TEXTBOOK

Walters, A. A. *An Introduction to Econometrics*. Macmillan Papermac, 1968.

15.422   Statistical Inference

A basic theoretical and introductory course in statistical analysis. The theory of probability, statistical inference and simple linear regression.

TEXTBOOKS

Freund, J. E. *Mathematical Statistics*. Prentice-Hall, 1962.

Mood, A. M. & Graybill, F. A. *Introduction to the Theory of Statistics*. McGraw-Hill, 1964.

15.423   Multivariate Analysis

A detailed study of linear statistical models. The subject is an essential foundation for the study of econometrics.

TEXTBOOKS

Anderson, T. W. *An Introduction to Multivariate Statistical Analysis*. Wiley, 1958.

Graybill, F. A. *An Introduction to Linear Statistical Models*. Vol. I. McGraw-Hill, 1961.

Johnston, J. *Econometric Methods*. McGraw-Hill, 1964.

15.433   Applied Statistics

An introduction to statistical decision theory, the techniques of social sampling and the analysis of time series.

TEXTBOOKS

Raiffa, H. & Schlaifer, R. *Applied Statistical Decision Theory*. Harvard U.P., 1961.

Raj, D. *Sampling Theory*. McGraw-Hill, 1968.

15.434   Econometrics

A study of estimation procedures for single and simultaneous stochastic equation models. Mention will be made throughout the course of applied econometric investigations, and journal references will be given from time to time as additional reading.

TEXTBOOK

Goldberger, A. S. *Econometric Theory*. Wiley, 1964.

15.443   Mathematical Economics

The use of mathematics in economic analysis. Various mathematical optimization techniques, including calculus and linear programming, together with the theory of linear equations and inequalities, will be used to examine and relate various branches of economic theory, including the theory of consumer demand, the theory of the firm, market stability, inter-industry economics, economic growth and fluctuations, and macro-economic policy.

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 1971.

15.502   Industrial Relations I

Social, economic, legal and other aspects of employment. The nature, causes and implications of industrial conflict, the development of industrial relations systems in Britain, the U.S.A. and Australia, a detailed treatment of contemporary industrial relations institutions in Australia and selected case studies of particular industries.

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, 1967.

TEXTBOOKS

Estey, M. *The Unions: Structure, Development and Management.* Harbrace
    Series, 1967.

Flanders, A. *Trade Unions.* 7th ed. Hutchinson Univ. Library, 1968.

Isaac, J. E. & Ford, G. W. eds. *Australian Labour Relations: Readings.*
    2nd ed. Sun Books, Melbourne, 1971.

Matthews, P. W. D. & Ford, G. W. eds. *Australian Trade Unions: Their
    Development, Structure and Horizons.* Sun Books, Melbourne, 1968.

Pelling, H. *American Labor.* Chicago U.P., 1961.

Pelling, H. *A History of British Trade Unionism.* Penguin, 1963.

Walker, K. F. *Australian Industrial Relations Systems.* Rev. ed. O.U.P.,
    Melbourne, 1971.

15.503 Industrial Relations II

There are three main strands: industrial relations systems at the level
of the firm and industry, differing national systems of industrial relations,
and the process of change in industrial relations systems. The emphasis
will be on the comparative analysis of industrial relations systems, the
diversity of ideas, beliefs and institutions, and the solution to industrial
relations problems in countries with different economic, social and political
systems and at different stages of development.

PRELIMINARY READING

Friedland, W. H. *Unions and Industrial Relations in Underdeveloped
    Countries.* Cornell, 1963.

Gouldner, A. W. *Wildcat Strike: A Study in Worker-Management Re-
    lations.* Harper Torchbook, 1965.

Sayles, L. R. & Strauss, G. *The Local Union.* Rev. ed. Harcourt, Brace &
    World, 1967.

TEXTBOOKS

Burns, T. ed. *Industrial Man.* Penguin, 1969.

*Canadian Industrial Relations: The Report of the Task Force on Labour
    Relations.* Woods, H. D. (Chairman). Queen's Printer, Ottawa, 1969.

Flanders, A. ed. *Readings in Collective Bargaining.* Penguin, Harmonds-
    worth, 1969.

*Royal Commission on Trade Unions and Employers' Associations 1965-
    1968.* Lord Donovan, Chairman. H.M.S.O., London, 1968.

15.504 Industrial Relations III

The methodology of industrial relations. The extent and depth of
existing knowledge, the formulation of meaningful problems, the establish-
ment 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. Detailed studies of
particular issues.

TEXTBOOKS

Derber, M. *Research in Labor Problems in the United States.* Random House, 1967.

Somers, G. ed. *Essays in Industrial Relations Theory.* Iowa State U.P., 1969.

15.512 Industrial Relations I (Honours)

For students in the Industrial Relations Honours Course. It includes the content of 15.502 Industrial Relations I as well as more advanced work on some aspects of 15.502 Industrial Relations I.

TEXTBOOKS

As for 15.502, plus

Walker, C. R. ed. *Technology, Industry and Man in the Age of Acceleration.* McGraw-Hill, 1968.

Woodward, J. *Industrial Organization: Behaviour and Control.* O.U.P., 1970.

15.513 Industrial Relations II (Honours)

For students in the Industrial Relations Honours Course. The content of 15.503 Industrial Relations II as well as more advanced work on some aspects of 15.503 Industrial Relations II.

TEXTBOOKS

As for 15.503, plus

Faunce, W. A. ed. *Readings in Industrial Sociology.* Appleton-Century-Crofts, 1967.

Flanders, A. *The Fawley Productivity Agreements. A Case Study of Management and Collective Bargaining.* Faber & Faber, 1964.

Fox, A. *Industrial Sociology and Industrial Relations.* Research Paper No. 3. Royal Commission on Trade Unions and Employers' Associations. H.M.S.O., London, 1966.

15.552 Industrial Law I

Introduction to law, the Australian Federal system, interpersonal legal relations in industry.

TEXTBOOKS

Thomson, D. C., Conrick, V. M. & Macken, J. J. *Industrial and Labour Relations Law.* Univ. of Syd., 1970.

Wedderburn, K. W. *The Worker and the Law.* Penguin, 1965.

15.553 Industrial Law II

The general nature of the law of group relationships, dispute settlements, trade union and strike law.

TEXTBOOKS

Citrine, N. A. *Trade Union Law.* Stevens, 1960.

Portus, J. H. *The Development of Trade Union Law in Australia.* M.U.P.. 1958.

Sykes, E. I. *Strike Law in Australia.* Law Book Co., 1960.

Thomson, D. C., Conrick, V. M. & Macken, J. J. *Industrial and Labour Relations Law.* Univ. of Syd., 1970.

15.105G   Welfare Economics

The theory of welfare economics and its application in international trade, public investment, public utility pricing and other contemporary economic problems.

15.115G   Industrial Economics*

An advanced subject in the M.Com. Economics Graduate Course concerned with economic problems encountered at the level of plants, firms and industries as well as the managerial and politic policies affecting them.

15.125G   Economic Policy*

An advanced subject in the M.Com. Economics Graduate Course dealing with commercial policy, stabilization policy and policies for economic growth.

15.134G   Economic Theory A*

A compulsory subject in the M.Com. Economics Graduate Course concerned with the scope and methods of economics, microeconomic theory including production and pricing theory, and the theory of international trade.

TEXTBOOKS

Kamerschen, D. R. ed. *Readings in Micro-economics.* Harcourt, Brace & World, 1967.

Leibenstein, H. *Economic Theory and Organisational Analysis.* Harper & Row, 1960.

Needham, D. *Economic Analysis and Industrial Structure.* Holt, Rinehart & Winston, 1969.

Staley, C. *International Economics.* Prentice-Hall, 1970.

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* Wide reading in the relevant literature is expected, and a list of journal articles and other recommended and required references will be made available to enrolled students.

15.135G   International Trade, Finance and Development

International trade, finance and investment, including trade barriers and preferential trading areas: aspects of development of underdeveloped countries; and the role of trade in economic development.

15.144G   Economic Theory B*

A compulsory subject in the M.Com. Economics Graduate Course dealing with macroeconomic theory including Keynesian equilibrium theory, long-run equilibrium and short-run disequilibrium dynamics.

TEXTBOOK

Evans, M. K. *Macroeconomic Activity*. Harper & Row, 1969.

15.435G   Advanced Econometrics

An advanced subject for students in the M.Com. Econometrics Graduate Course. Recent theoretical developments in estimation techniques in simultaneous stochastic equation models.

15.445G   Advanced Mathematical Economics

An advanced subject for students in the M.Com. Econometrics Graduate Course. International trade, economic growth and other topics in advanced mathematical economics.

15.474G   Mathematics for Economists

This is a subject for students in the M.Com. Economics Graduate Course. The development of mathematical techniques for application in economic analysis. Calculus up to partial derivatives, simple differential equations, linear difference equations and elementary matrix algebra.

TEXTBOOKS

Draper, J. E. & Klingman, J. S. *Mathematical Analysis*. Harper International ed., 1968.

Huang, D. S. *Introduction to the Use of Mathematics in Economic Analysis*. Wiley, 1966.

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* Wide reading in the relevant literature is expected, and a list of journal articles and other recommended and required references will be made available to enrolled students.

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. Courses in Commerce include both physical and human geography in the first two years, involving study of man's physical and social environment and of where and how he lives in relation to the environment.

Third year options allow more advanced studies, particularly in economic geography. All stages include field tutorials and laboratory classes giving practice in geographic techniques and data-handling.

27.041 Geography IA

The course consists of two parts.

Part I: *An introduction to physical geography:* elements of weather and climate; geologic and climatic controls of landforms, cyclic and equilibrium approaches to landform study; processes and factors of soil formation; vegetation in relation to soils, climate and other environmental factors; plant and soil successions and the ecosystem, with particular reference to the Sydney area, and including one local field tutorial.

Weather recording and analysis of climatic data; use of maps and airphotos; soil profile description.

TEXTBOOKS

C.S.I.R.O. *The Australian Environment.* M.U.P.

Strahler, A. N. *Physical Geography.* Wiley International Paperback.

Twidale, C. R. *Geomorphology.* Nelson Paperback.

Part II: *Economic Geography:* Patterns and structures of systems of agriculture, manufacturing and tertiary production. Underdeveloped and advanced societies. The origins and functioning of the settlement network of central places and connecting routes in the fields of urban and transportation geography. Includes an urban field tutorial of one day.

Laboratory classes will consist of the application of statistical methods to areal and point data.

TEXTBOOKS

Cole, J. P. & King, C. A. M. *Quantitative Geography.* Wiley.

McCarty, H. H. & Lindberg, J. B. *A Preface to Economic Geography.* Prentice-Hall.

27.042 Geography IIA

Part I (Session 1). *Physical Geography.* Emphasizing interdependence of climate, hydrology, landform, soils and vegetation in major zones. Studies of selected zones with particular reference to the Australasian region. Laboratory classes will involve climatic analysis and mapping and analysis of natural landscapes including airphoto interpretation.

A compulsory two-day field tutorial.

Part II (Session 2). *Geographic Models.* Aims and methods of enquiry as a basis for discerning pattern and order in the economic landscape.

Emphasis on locational models which attempt to explain the pattern and structure of urban settlement and transportation routes. Laboratory classes include applications of the models in case studies.

There will be a compulsory three-day field tutorial involving study of the structure and function of an urban and/or industrial complex and its impact on the adjacent agricultural area.

Part III. *Statistical Methods in Geography*. Laboratory classes throughout the year dealing with the application of statistical methods to geographic data. Descriptive statistics, sampling techniques, elementary probability, correlation, regression, significance-testing, and an introduction to nonparametric statistics.

TEXTBOOKS

Haggett, P. *Locational Analysis in Human Geography*. Arnold.

Yeomans, K. A. *Introductory Statistics: Statistics for the Social Scientist*. Vol. I. Penguin.

Yeomans, K. A. *Applied Statistics: Statistics for the Social Scientist*. Vol. II. Penguin.

27.052   Geography IIA (Honours)

As for 27.042 Geography IIA *plus* a series of seminars which will include additional and more advanced work in Parts I and II.

27.043   Geography IIIA

Part I (Session 1). Students select one of the following options:

1. *Location Theory:* Classical and more recent adaptations of location theory. Consideration of external economies. City and regional structure. Spatial competition and patterns of location. Emphasis on the spatial distribution of resources and markets on the locational equilibrium of the firm. Decision theory relevant to location. Laboratory classes involve case studies.

TEXTBOOKS

Alonso, W. *Location and Land Use*. Harvard U.P. Paperback.

Beckmann, M. *Location Theory*. Random House.

2. *Agricultural Geography:* Rent theory in relation to agricultural systems. Systems of agriculture at different levels of economic development, and in relation to cultural and institutional factors. Effect on agriculture of rural-urban competition for resources. Examples will be drawn from Australasia and South-East Asia. Laboratory classes include case studies.

Part II (Session 2). Students select one of the following options:

1. *Urban and Transportation Geography:* Recent developments in urban geography. Discussion of urban planning principles and the role of the geographer in analysing physical, social and movement-space problems within the city. Transportation geography will include the structure of transportation systems, for example nodal systems, network and flow

analysis, communication and circulation theories, and the analysis of specific problems, for example transport and economic development and highway impact studies. Laboratory classes include case studies and practical applications.

2. *Marketing Geography:* Organization and operation of the marketing system including the optimal location of consumer oriented enterprises and the analysis of market areas. Spatial behaviour of consumers in the market for various goods and services, with emphasis upon consumer search and decision processes. Laboratory classes involve case studies.

TEXTBOOKS

Engel, J. F., Kollatt, D. T. & Blackwell, R. D. *Consumer Behaviour.* Holt, Rinehart & Winston.

Scott, P. *Geography and Retailing.* Hutchinson. Paperback.

Part III GEOGRAPHIC METHODS. Laboratory classes throughout the year dealing with methods of geographic research, with emphasis on field problems, research design, data sources, field methods. Collection, classification, tabulation, presentation and analysis of data, including advanced statistical procedures and electronic data processing. Designed to complement all Third-Year Geography options.

TEXTBOOKS

Dixon, W. J. & Massey, F. J. *Introduction to Statistical Analysis.* McGraw-Hill. Paperback.

Jackson, J. N. *Surveys for Town and Country Planning.* Hutchinson. Paperback.

Veldman, D. J. *Fortran Programming for Behavioural Sciences.* McGraw-Hill. Paperback.

Up to five days' field tutorials are an essential part of the course. They will involve studies related to the options listed above.

27.053 Geography IIIA (Honours)

As for 27.043 Geography IIIA *plus* a series of seminars averaging one hour per week, which will include additional and more advanced work in Parts I and II.

DEPARTMENT OF MARKETING

28.101   Principles of Marketing

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

Enis, B. M. G. & Cox, K. K. *Marketing Classics.* Allyn & Bacon, 1969.

Fisk, G. *Marketing Systems.* Harper & Row, 1967.

Scott, R. A. & Marks, N. E. *Marketing and Its Environment: Some Issues and Perspectives.* Wadsworth, 1968.

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. In addition to case material, part of the course will be devoted to the use of mathematical models in marketing decision-making. Emphasis throughout will be on the conceptual analysis of marketing problems.

TEXTBOOKS

Clark, W. A. & Sexton, D. E. *Marketing and Management Science: A Synergism.* Irwin, 1970.

Lockley, L. C., Dirksen, C. J. & Kroeger, A. *Cases in Marketing.* 4th ed. Allyn & Bacon Inc., 1971.

28.103   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.

TEXTBOOKS

Engel, J. F., Kollat, D. T. & Blackwell, R. D. *Consumer Behaviour.* Holt, Rinehart & Winston, 1968.

Kassargian, H. H. & Robertson, T. S. eds. *Perspectives in Consumer Behaviour.* Scott, Foresman, 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.

TEXTBOOKS

Cox, K. *Analytical Viewpoints in Marketing Management*. Prentice-Hall, 1968.

Kotler, P. *Marketing Management, Analysis, Planning and Control*. Prentice-Hall, 1967.

28.133 Marketing Research

The effective use of marketing information in business decision-making. The development of some areas of quantitative model-building in marketing, with particular emphasis on decision theory. 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.

TEXTBOOKS

Banks, S. *Experimentation in Marketing*. McGraw-Hill, 1965.

Boyd, H. W. & Westfall, R. *Marketing Research*. Rev. ed. Irwin, Ill., 1964.

28.143 Marketing Research (Honours)

As for 28.133, plus additional honours work.

28.202 Comparative Marketing Systems

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.

TEXTBOOKS

Carson, D. *International Marketing, A Comparative Systems Approach*. Wiley, 1967.

Finkle, J. L. & Gable, R. W. eds. *Political Development and Social Change*. Wiley, 1966.

Moyer, R. & Hollander, S. C. eds. *Markets and Marketing in Developing Economies*. Irwin, 1968.

Sommers, M. S. & Kernan, J. B. eds. *Comparative Marketing Systems: A Cultural Approach*. Appleton-Century-Crofts, 1968.

28.203 Seminar in Marketing Theory I

The functionalist theory of marketing developed by Alderson. Vertical marketing structures and the spatial aspects of marketing systems.

TEXTBOOKS

Alderson, W. *Dynamic Marketing Behaviour*. Irwin, 1965.

Stern, L. W. *Distribution Channels: Behavioural Dimensions*. Houghton Mifflin, 1969.

28.205 Methods of Marketing Research

Treatment in depth of topics briefly covered in 28.133 Marketing Research: research design, psychometric attributes of measuring instruments, univariate and multivariate analysis. An investigation into consumer behaviour will be undertaken as an exercise in the application of methods studied in the seminar.

28.901G Buyer Behaviour

Family influences on purchasing behaviour. Interpersonal influences, especially word of mouth. Consumer decision processes.

TEXTBOOKS

Arndt, J. *Word of Mouth Advertising*. Advertising Research Foundation. N.Y., 1967.

Engel, J. F., Kollat, D. T. & Blackwell, R. D. *Consumer Behaviour*. Holt, Rinehart & Winston, 1968.

Wheeler & Ladd. *Interpersonal Influence*. Allyn & Bacon, 1970.

28.902G Mass Communication in Marketing

The effects of mass and interpersonal communications upon human behaviour. In two parts: (I) *The Sociology of Mass Communications:* theoretical issues examined historically and logically, and empirical researches reviewed; (II) *Mass Communications in Marketing:* contemporary theory and research, with the main emphasis on the effects of advertising (especially television) upon buyer attitudes and behaviour.

TEXTBOOKS

Cox, D. F. *Risk Taking and Information Handling in Consumer Behaviour*. Division of Research, Graduate School of Business, Harvard Univ., 1967.

De Fleur, M. L. *Theories of Mass Communications*. David McKay. 2nd ed., 1970.

28.903G International Marketing

The environmental framework when business operation and organization become international in structure and scope.

Character and dimension of the political, economic, modernization (including administrative) and social aspects affecting international marketing; the dynamic relationship between the environmental aspects and international/domestic marketing.

Operational aspects of international marketing (nature of competition, marketing structure and channels, trade barriers, etc.) as well as international, regional, sub-regional economic groupings.

TEXTBOOKS

Farmer, R. N. & Richman, B. M. *International Business: An Operational Theory.* Irwin, 1966.

Leighton, D. S. R. *International Marketing.* McGraw-Hill, 1966.

Ryan, J. K. & Bakker, J. C. *World Marketing: A Multinational Approach.* Wiley, 1967.

28.904G Seminar in Marketing Theory II

Recent developments in the application of quantitative methods to marketing analysis. Stochastic models of buyer behaviour, advertising and sales response functions, media selection, pricing decisions, the allocation of sales effort and new product decisions.

TEXTBOOKS

Montgomery, D. B. & Urban, G. L. *Application of Management Science in Marketing.* Prentice-Hall, 1970.

Montgomery, D. B. & Urban, G. L. *Management Science in Marketing.* Prentice-Hall, 1969.

28.905G Marketing Strategy

This course plays an integrating role, enabling the student to consider the implication of the specialized courses for the problem of formulating marketing strategy. While the teaching method will centre on the use of cases, students will be expected to read widely in the relevant journals and to contribute insights from this reading to the case discussions.

TEXTBOOKS

Newman, J. *Marketing Management and Information.* Irwin, 1967.

Layton, R. A. ed. *Australian Marketing Projects, 1969.* National Committee of the Hoover Awards for Marketing, 1970.

GRADUATE SCHOOL OF BUSINESS

33.009G   Business Policy

This strand brings together other strands, integrating them and applying the various analytical tools discussed elsewhere, to situations in which policy for the organization as a whole has to be formulated, decisions taken and carried into effect. Comprehensive range of business policy cases, 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.

TEXTBOOKS

Craig, H. F. *Australian Case Studies in Business Administration.* Law Book Co., 1966.

Learned, E. P., Christensen, C. R. & Andrews, K. R. *Problems of General Management.* Irwin, 1961.

Learned, E. P., Christensen, C. R., Andrews, K. R. & Guth, W. D. *Business Policy Text and Cases.* Irwin, 1969.

33.071G   Management Accounting

Critical aspects of financial accounting, cost accounting and financial management. 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. Accounting conventions and organization for managament 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; variable costing credit control; communication.

TEXTBOOKS

Anthony, R. N. *Essentials of Accounting.* Addison-Wesley, 1964.

Moore, C. L. & Jaedicke, R. K. *Managerial Accounting.* 2nd ed. South Western, 1967.

33.072G   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.

TEXTBOOKS

Vermeesch, R. & Lindgren, K. *Business Law in Australia.* Butterworth, 1971.

Williams, G. *Learning the Law.* 8th ed. Stevens, 1969.

· 33.203G Advanced Quantitative Methods

Pursues in depth special aspects of particular problems already introduced during the second-year strand.

TEXTBOOKS

Hillier, F. S. & Lieberman, G. *Introduction to Operations Research.* Holden-Day, 1967.

Houlden, B. T. ed. *Some Techniques of Operational Research.* E.U.P., 1962.

· 33.204G Advanced Management Accounting

Development of 33.004G Management Accounting. The design, control and use of formal business information systems to guide the managerial functions of planning, decision-making and control. Conventional methods of producing and using accounting data will be reviewed critically in relation to recent developments in control systems, decision models, communication theory and financial analysis. The course should provide a reasonable basis for competence in systems analysis, management accounting and financial management. Other aspects of accounting and information systems.

TEXTBOOKS

Benston, G. J. *Contemporary Cost Accounting and Control.* Dickenson, 1970.

Grouse, P. J. *Data Processing and Information Systems.* New College Publications, 1970.

Prince, T. R. *Information Systems for Management Planning and Control.* Irwin, 1966.

Rosen, L. S. *Cases in Accounting and Business Administration.* McGraw-Hill, 1968.

· 33.208G Advanced Marketing

Pursues in depth special aspects of particular problems already introduced during the second-year strand.

TEXTBOOKS

Buzzell, R. D., Cox, D. F. & Brown, R. V. *Marketing Research and Information Systems.* McGraw-Hill, 1969.

Green, P. E. & Tull, D. S. *Research for Marketing Decisions.* 2nd ed. Prentice-Hall, 1970.

Layton, R. A. ed. *Australian Marketing Projects, 1969.* National Committee of the Hoover Awards for Marketing, 1970.

Smith, S. V., Brien, R. H. & Stafford, J. E. *Readings in Marketing Information Systems.* Houghton Mifflin, 1968.

33.211G   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 reorganization; the operation of specialized financial institutions; the money market; and other related topics. Analysis of long-term investment opportunities, including criteria for selection; the use of time-adjusted figures; the consideration of uncertainty.

TEXTBOOKS

Archer, S. H. & D'Ambrosio, C. A. *Theory of Finance: A Book of Readings.* Macmillan, 1967.

Butters, J. K. *Case Problems in Finance.* 5th ed. Irwin, 1969.

Lerner, E. M. & Carleton, W. T. *A Theory of Financial Analysis.* Harcourt, Brace & World, 1966.

33.212G   Business Planning

The basic concepts underlying short- and long-range business planning; various techniques of forecasting, as well as procedures and controls required for effective implementation. The problems associated with organization for planning, including the degree of formalization required, and the qualifications and experience needed by planning personnel.

33.213G   Business and Law

The nature of law, legal reasoning and of the Australian legal system. Legal topics of particular relevance to commerce; limitations and controls on the right to contract, law relevant to business organization (especially company law), and the law on agency, restrictive trade practices, taxation, banking and the employer/employee relationship.

TEXTBOOKS

Baalman, J. *Outline of Law in Australia.* 3rd ed. Law Book Co., 1968.

Borrie, G. & Diamond, A. I. *The Consumer Society and the Law.* 2nd ed. Penguin, 1968.

Dey, J. F. *An Outline of Industrial Law.* Law Book Co., 1965.

Friedman, W. *Law in a Changing Society.* Pelican, 1964.

Mason, H. H. & O'Hair, J. S. *Australian Company Law.* 1st ed. McGraw-Hill, 1969.

Ryan, K. W. *Manual of the Law of Income in Australia.* 2nd ed. Law Book Co., 1968.

Vermeesch, R. & Lindgren, K. *Business Law in Australia.* Butterworth, 1971.

· 33.214G Advanced Organization Theory

Recruitment policies and practices, selection methods, induction training and education (educational psychology and method, e.g., case studies, programmed learning, sensitivity training); wage and salary administration; the New South Wales and Commonwealth systems of conciliation and arbitration; regulation by statute of the employer/employee relationships; the organization and policies of employer associations and trade unions; staff counselling and appraisal. The atypical employee. State and community agencies and services. Company medical programmes. Stimulating innovation and enterprise.

TEXTBOOKS

Blau, P. M. & Scott, W. R. *Formal Organizations.* Chandler, 1962.

Downs, A. *Inside Bureaucracy.* Little, Brown & Co., 1967.

Etzioni, A. *Complex Organizations.* Holt, Rinehart & Winston, 1961.

March, J. G. ed. *Handbook of Organizations.* Rand McNally, Chicago, 1965.

· 33.215G Business History

The historical evolution of modern business. The nature and role of business in the pre-industrial age; its evolution since 1750. The evolution of business since 1750 in the United Kingdom, since 1850 in the United States, and since 1900 in Australia. Evaluation of what is sometimes called the business society.

· 33.217G Small Business

Relation of the general principles and practices of management to typical situations met in the small business and its environment. The problems of the small and of the large business. The main problems of 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.

TEXTBOOKS

Fargher, K. H. *Cases in Australian Business.* U.N.S.W. Press, 1970.

Hosmer, W. A., Tucker, F. L. & Cooper, A. C. *Small Business Management.* Irwin, Ill., 1966.

Steinmetz, L. L., Kline, J. B. & Stegall, D. P. *Managing the Small Business.* Irwin, Ill., 1968.

· 33.301G The Social Framework of Business

The interaction between business, government and society. The historical forces that have created the present environment and the elements of change that will shape the world of the future. The object of the course is to provide a basis for drawing together studies of the diverse elements of the management process, and helping a student to see these in terms of a creative response to the problems of a challenging environment.

TEXTBOOKS

Bendix, R. *Max Weber*. Methuen, 1966.

Bronowski, J. & Mazlich, B. *The Western Intellectual Tradition*. Pelican, 1963.

Machiavelli, N. *The Prince*. Dent, 1960.

Mayer, H. ed. *Australian Politics—a Reader*. Cheshire, 1966.

Whyte, W. H. *The Organization Man*. Penguin, 1963.

33.302G Behavioural Science I

A general introduction to the behavioural sciences, including a review of the history, methodology and emphases of the basic behavioural disciplines; the biological bases of human behaviour; the significance of socio-cultural influences and determinants; the development of individual differences, learning, and need satisfaction; the origins, nature and meanings of motivational and emotional processes; the description, diagnosis and measurement of human abilities; the dynamics of conflict and frustration.

TEXTBOOKS

Backman, C. W. & Secord, P. F. eds. *Problems in Social Psychology*. McGraw-Hill, 1966.

Berger, P. L. *Invitation to Sociology*. Pelican.

Bindra, D. & Stewart, J. *Motivation*. Penguin.

Gibb, C. A. ed. *Leadership*. Penguin.

Johoda, M. & Warren, N. *Attitudes*. Penguin.

Kendler, H. T. *Basic Psychology*. 2nd ed. Appleton-Century-Crofts, 1968.

Kendler, T. S. *Study Guide to Basic Psychology*. Appleton-Century-Crofts, 1968.

Lazarus, R. & Opton, M. *Personality*. Pelican.

Semeoneff, B. ed. *Personality Assessment*. Penguin.

33.303G Management Accounting and Information Systems I

An integrated introduction to management information systems, computer applications and essentials of accounting. Concepts of information, measurement and communication; operations analysis, flow-charting and decision tables; the accounting process as an information system; accounting systems and records; introduction to computer programming and system planning.

TEXTBOOKS

Grouse, P. J. *Data Processing and Information Systems*. New College Publications, 1970.

Li, D. H. *Accounting, Computers, Management Information Systems*. McGraw-Hill, 1968.

Moore, C. L. & Jaedicke, R. K. *Managerial Accounting*. 2nd ed. South Western, 1968.

Welsch, G. A. *Cases in Profit Planning and Control*. Prentice-Hall, 1970.

· 33.304G Micro-economics and Business Decisions

Basic economic analysis relevant to business decisions and applying some of the techniques being developed in Quantitative Analysis in Business I. The concept of optimization and marginal analysis; the theory and measurement of demand; production theory, cost analysis and measurement; the firm and its objectives; market structures; price and output analysis and strategies; the nature, measurement and impact of technological change on the firm; capital budgeting and investment decisions; government economic policy, including tariff policy and restrictive trade practices policy in Australia.

TEXTBOOKS

Cohen, K. J. & Cyert, R. M. *Theory of the Firm: Resource Allocation in a Market Economy.* Prentice-Hall, 1965.

Spencer, M. *Managerial Economics.* 3rd ed. Irwin, 1968.

· 33.305G Organization Theory I

A general introduction to organization theory covering the classical, human relations, socio-technical and decision theory approaches. Identification of the following organizational variables: (i) formal structure, analysing hierarchy, authority relationships, control systems and status; (ii) informal structure, analysing interest, friendship and work groups, behaviour controls and informal leaders; (iii) the individual; (iv) the technology and physical environment; (v) role performance, including discussion of role theory, the interdependencies of roles, member action, communication, decision-making and tension in role performance. The relationship between an organization and the rest of society.

TEXTBOOKS

Barnard, C. I. *The Functions of the Executive.* Harvard U.P., 1945.

Katz, D. & Kahn, R. L. *The Social Psychology of Organizations.* Wiley, N.Y., 1966.

Urwick, L. & Brech, E. F. L. *The Making of Scientific Management.* Vols. 1, 2 & 3. Pitman, 1945-8.

· 33.306G Quantitative Analysis in Business I

The nature of the model-building process; the mathematical tools used in modelling business problems. This course, and also Quantitative Analysis in Business II, covers both the deterministic and the probabilistic tools and models that are in common use.

Introduction to the basic ideas of model-building in a deterministic setting; the use of calculus in the search for optimal solutions and introduction to matrix algebra and its application in mathematical programming. The course is generally oriented towards mathematics in use, with the emphasis on methodology rather than on formal skills in mathematics.

TEXTBOOKS

Peters, W. S. & Summers, G. W. *Statistical Analysis for Business Decisions.* Prentice-Hall, 1968.

Teichroew, D. *An Introduction to Management Science Deterministic Models.* Wiley, 1964.

33.307G   Seminars in Contemporary Business Issues

These seminars will explore in depth specific issues raised in The Social Framework of Business course. Eminent leaders in government and business will participate in the seminars in association with members of the academic staff.

TEXTBOOK

Faunce, W. A. *Problems of an Industrial Society.* McGraw-Hill, 1968.

33.308G   Behavioural Science II

Perceptual processes; theories of personality development; techniques for appraising personality characteristics; reactions to conflict and frustration in individuals and groups; behaviour disorders; the origin, maintenance and modifications of attitudes; group dynamics; human behaviour in organizations; leadership: selection and training procedures; industrial relations; industrial conflict; psychological processes in communication.

TEXTBOOKS

Backman, C. & Secord, P. F. eds. *Problems in Social Psychology.* McGraw-Hill, 1966.

Berger, P. L. *Invitation to Sociology.* Pelican.

Bindra, D. & Stewart, J. *Motivation.* Penguin.

Gibb, C. A. ed. *Leadership.* Penguin.

Kendler, H. T. *Basic Psychology.* 2nd ed. Appleton-Century-Crofts, 1968.

Kendler, T. S. *Study Guide to Basic Psychology.* Appleton-Century-Crofts, 1968.

Lazarus, R. & Opton, M. *Personality.* Pelican.

Semeoneff, B. ed. *Personality Assessment.* Penguin.

Jahoda, M. & Warren, N. *Attitudes.* Penguin.

33.309G   Macro-economics and Policy

The total economic environment of the Australian firm, national income accounting; determination of aggregate output and employment; wage determination; the nature and causes of cyclical fluctuations and inflation; the characteristics and analysis of the financial system with special reference to the banking system and capital markets; international trade, exchange rates and balance of payments adjustments; government economic policy for short- and long-run stabilization of the economy; economic growth.

TEXTBOOKS

McKenna, J. P. *Aggregate Economic Analysis*. 3rd ed. Holt, Rinehart & Winston, 1969.

Nevile, J. W. *Fiscal Policy in Australia: Theory and Practice*. Cheshire, 1970.

Pen, J. *Modern Economics*. Penguin, 1967.

Perkins, J. O. N. *Australia in the World Economy*. Sun Books, 1968.

33.310G   Management Accounting and Information Systems II

Management information systems including internal reporting and control, cost concepts and decision analysis, budgetary control and profit planning, standard costs, responsibility accounting and performance measurement. Accounting and operations research including budget simulation and decision models. Integrated information systems. Financial reporting and forms of business organization, financial management, analysis and interpretation of accounting data.

TEXTBOOKS

Greene, W. C. *Case Problems in Managerial Accounting*. Holt, Rinehart & Winston, 1964.

Grouse, P. J. *Data Processing and Information Systems*. New College Publications, 1970.

Li, D. H. *Accounting, Computers, Management Information Systems*. McGraw-Hill, 1968.

Moore, C. L. & Jaedicke, R. K. *Managerial Accounting*. 2nd ed. South Western, 1968

Welsch, G. A. *Cases in Profit Planning and Control*. Prentice-Hall, 1970.

33.311G   Organization Theory II

Aspects of organizations: intervariable relationships between the formal structure, the informal structure, the individual, the external environment, organization size and technology, internal and external organizational equilibrium and indicators for change in intervariable relationships. Analysis of research into organization change, and of techniques for producing change. The theories and practices of such writers as Jaques, Rice, Sofer, Blake, Mouton, Reddin, Likert, Guest.

TEXTBOOKS

Bennis, W. G. *Changing Organizations*. McGraw-Hill, N.Y., 1966.

March, J. G. ed. *Handbook of Organizations*. Rand McNally, Chicago, 1965.

March, J. G. & Simon, H. A. *Organizations*. Wiley, N.Y., 1958.

⌐ 33.312G   Production

Problem-solving within the production function. The production function. Engineering-economic analyses of plant location and plant layout. Programming of the various control functions such as time control through scheduling, inventory control, quality control and methods engineering.

TEXTBOOK

Buffa, E. S. *Modern Production Management.* 3rd ed. Wiley, 1969.

·   33.313G   Quantitative Analysis in Business II

Concept of probability. Development of commonly used models of stochastic processes. The problem of inference is treated in a Bayesian setting and related to the building and testing of a model.

The orientation of this course, as with Quantitative Analysis in Business I, is towards mathematics in use, with the emphasis on methodology.

TEXTBOOKS

Peters, W. S. & Summers, G. W. *Statistical Analysis for Business Decisions.* Prentice-Hall, 1968.

Teichroew, D. *An Introduction to Management Science Deterministic Models.* Wiley, 1964.

·   33.314G   Finance I

The nature, scope and function of finance in business management: goals and formulation of financial policy and decisions; methodology of finance; the finance function in the organization structure; the impact of financial decisions on economic behaviour; emerging trends and their impact on the finance function.

TEXTBOOKS

Butters, J. K. *Case Problems in Finance.* 5th ed. Irwin, 1969.

Lindsay, J. R. & Sametz, A. W. *Financial Management: An Analytical Approach.* Rev. ed. Irwin, 1967.

Wolf, H. A. & Richardson, L. *Readings in Finance.* Appleton-Century-Crofts, 1966.

˙   33.315G   Marketing I

Concept of a marketing system. The problems that management faces in achieving a pattern of profitable growth. Development of the marketing concept; the buyer decision process and change elements in the environment; the broad strategic option open to a firm; the concept of the market mix; product planning, pricing, distribution, communication; organizational implications of marketing.

Emphasis will be placed on the Australian environment as a key factor in specific marketing decisions. Students will be expected to study in detail the problem faced by selected Australian companies.

TEXTBOOKS

Enis, B. M. & Cox, K. *Marketing Classics.* Allyn & Bacon, 1969.

Scott & Marks. *Marketing and Its Environment.* Wadsworth, 1968.

· 33.316G Strategic Planning and Problem Solving I

Corporate strategy. Overall general management of business enterprise, policy construction at the executive level and the planning aspects of policy implementation. The course will aim to integrate and apply knowledge acquired in previous and concurrent courses. It will use the case study method during which students will be expected to appraise a corporation's present position and future prospects; to assess potential risks and opportunities; to plan the human and physical resources and the activities of the enterprise required to achieve corporate objectives.

TEXTBOOKS

Craig, H. F. *Australian Case Studies in Business Administration.* Law Book Co., 1966.

Learned, E. P., Christensen, C. R. & Andrews, K. R. *Problems of General Management.* Irwin, 1961.

Learned, E. P., Christensen, C. R., Andrews, K. R. & Guth, W. D. *Business Policy Text and Cases.* Irwin, 1969.

⌐ 33.317G Finance II

The theoretical basis for decisions on financial policy. Analytical techniques used in the various decision areas. Cost of capital, the treatment of uncertainty and optimum capital allocation.

TEXTBOOKS

Archer, S. H. & D'Ambrosio, C. A. *Theory of Finance: A Book of Readings.* Macmillan, 1967.

Butters, J. K. *Case Problems in Finance.* 5th ed. Irwin, 1969.

Lerner, E. M. & Carleton, W. T. *A Theory of Financial Analysis.* Harcourt, Brace & World, 1966.

· 33.318G Marketing II

This course develops in more detail the concept of the market mix and considers the selection of suitable marketing strategies.

TEXTBOOKS

Enis, B. M. & Cox, K. *Marketing Classics.* Allyn & Bacon, 1969.

Scott & Marks. *Marketing and Its Environment.* Wadsworth, 1968.

· 33.319G Strategic Planning and Problem Solving II

This course develops a more advanced treatment of corporate strategy. Advanced cases will involve not only the development of comprehensive

corporate strategies but also the examination in depth of the implications and implementation of such strategies.

TEXTBOOKS

Craig, H. F. *Australian Case Studies in Business Administration.* Law Book Co., 1966.

Learned, E. P., Christensen, C. R. & Andrews, K. R. *Problems of General Management.* Irwin, 1961.

Learned, E. P., Christensen, C. R., Andrews, K. R. & Guth, W. D. *Business Policy Text and Cases.* Irwin, 1969.

33.320G Inter-personal Skills

The determinants and ramifications of inter-personal competence; techniques for self-assessment; introduction to interviewing; counselling; the diagnosis, prevention and amelioration of behavioural disturbances in individual and groups; a review of modern techniques for influencing human behaviour including advertising, "brainwashing", T-groups, managerial grid, basic encounter groups.

TEXTBOOKS

Bennis, W. et al. *Interpersonal Dynamics.* Dorsey, 1968.

Schein, E. W. & Bennis, W. G. *Personal and Organisational Change through Group Methods.* Wiley, 1966.

33.321G Interviewing and Counselling

Theory and practice of interviewing and counselling in the business organization. The course will include practical experience in conducting, evaluating and summarizing interviews and counselling sessions.

TEXTBOOKS

Bordin, E. S. *Psychological Counselling.* Appleton-Century-Crofts, 1968.

Gordon, R. L. *Interviewing: Strategies, Techniques and Tactics.* Dorsey, 1969.

33.322G The Individual and the Organization

Interactions between individuals and groups in organizations. Data yielded by research in various behavioural sciences will be considered, with particular emphasis upon some significant theories which have been investigated by social psychologists. The data thus examined will be applied to the practical processes and problems which confront managers in the business environment.

33.323G Advanced Management Accounting

An advanced treatment of the use of accounting in managerial decision-making, planning and control of business activities. Planning and operational budgets, profit planning, long-range planning and capital budgeting. Management control, including cost systems, variance analysis, inventory

management and network analysis. Performance evaluation, including rate of return analysis. Application of statistics and operations research to management accounting.

TEXTBOOKS

Dopuch, N. & Birnberg, J. G. *Cost Accounting: Accounting Data for Management's Decisions.* Harcourt, Brace & World, 1969.

Welsch, G. A. *Cases in Profit Planning and Control.* Prentice-Hall, 1970.

Benston, G. J. *Contemporary Cost Accounting and Control.* Dickenson, 1970.

33.324G Advanced Information Systems

Management information systems with particular reference to computer applications. Survey, review and feasibility studies; evaluation of system and equipment proposals; system design and documentation; comprehensive treatment of business data processing applications; integration of commercial, managerial and technological information needs; advanced aspects of flow-charting and computer programming; significance of emerging developments in computer technology and information theory.

TEXTBOOKS

Grouse, P. J. *Data Processing and Information Systems.* New College Publications, 1970.

Schoderbek, P. P. ed. *Management Systems.* Wiley, 1967.

Emery, J. C. *Organisational Planning and Control Systems.* Macmillan, 1969.

Hein, L. W. ed. *Contemporary Accounting and the Computer.* Dickenson, 1969.

33.325G Corporate Accounting and Control

Accounting aspects of the corporation in society, including: accountability through income measurement and external reporting; the audit function, internal and external; price-level movements; corporate growth, expansion and diversification; working capital management and fund flow analysis; development of professional standards in accounting and auditing.

TEXTBOOKS

Johnston, T. R. & Jager, M. O. *The Law and Practice of Company Accounting in Australia.* 2nd ed. Butterworth, 1966.

Mason, E. S. *The Corporation in Modern Society.* Harvard U.P., 1961.

Mautz, R. K. & Sharat, H. *The Philosophy of Auditing.* American Accounting Association, 1961.

A Statement of Basic Accounting Theory. American Accounting Association, 1966.

Accounting Research Studies Nos. 1, 3 & 6. American Institute of Certified Public Accountants, 1961-1963.

33.326G Business Law and Taxation

Law and the legal system. Respective roles of Federal and State parliaments, courts and agencies. Courts, judges, lawyers and the nature of the judicial process. Contracts, their nature, definition and importance. Problems arising in the formation, performance and breach of contracts. Industrial law. The law concerning torts, property, banking and negotiable instruments, agency, sale of goods, insurance, trusts. The law and forms of business organization—sole traders, partnerships, corporations. The corporation in society. Restrictive trade practices legislation. Taxation and business. Company taxation. Business income. Tax planning. International taxation.

TEXTBOOKS

Baalman, J. *Outline of Law in Australia.* 3rd ed. Law Book Company, 1968.

Bock, F. & Mannix, E. *Australian Income Tax Law and Practice.* Vols. I & III. 9th ed. Butterworth.

Borrie, G. & Diamond, A. I. *The Consumer Society and the Law.* 2nd ed. Penguin, 1968.

Dey, J. F. *An Outline of Industrial Law.* Law Book Company, 1965.

Friedman, W. *Law in a Changing Society.* Pelican, 1964.

Mason, H. H. & O'Hair, J. S. *Australian Company Law.* 1st ed. McGraw-Hill, 1969.

Vermeesch, R. & Lindgren, K. *Business Law in Australia.* Butterworth, 1971.

33.327G Controllership

An integration of the field of management accounting with corporate and financial accounting aspects to provide a study in depth in the use of accounting systems and methodology in corporate policy-making planning and control.

TEXTBOOKS

Rappaport, A. ed. *Information for Decision-Making.* Prentice-Hall, 1970.

Van Horne, J. C. *Financial Management Policy.* Prentice-Hall, 1968.

Vatter, W. J. *Operating Budgets.* Wadsworth, 1969.

33.328G Special Seminar in Accounting and Law

A seminar course for selected students wishing to pursue advanced aspects of accounting and law as a preparation for research or professional specialization.

33.329G Industrial Growth and Policy

The structure of firms and industries, recent changes in industrial structure; problems of ownership and control; the growth of the modern corporation; economic aspects of mergers; the analysis of technical change

and productivity growth; entrepreneurship and innovation; the economics of research and development and the diffusion of technological knowledge; forms of industrial control structure; the government and its role as consumer, producer, and promoter of industrial activities; policies to promote or regulate competition, including restrictive trade practices and policy.

33.330G Contemporary Economic Problems

Contemporary Australian and world economic problems of direct concern to management in Australia. Wages policies; international trade; international monetary and exchange rate problems; inflation and economic growth; tariff policy; overseas investment; the economics of research and development; money and capital markets; long-range economic planning; economic and manpower forecasting; regional development; problems of underdeveloped countries; economic aspects of international business.

TEXTBOOKS

Chamberlain, N. W. ed. *Contemporary Economic Issues.* Irwin, 1969.

Johnson, H. G. *Economic Policies toward Less Developed Countries.* Allen & Unwin, 1968.

Lamberton, D. M. *Science, Technology and the Australian Economy.* Tudor, 1970.

Mathews, R. *Public Investment in Australia.* Cheshire, 1967.

Mishan, E. J. *The Costs of Economic Growth.* Pelican, 1969.

Perkins, J. O. N. *Australia in the World Economy.* Sun Books, 1968.

33.331G Industrial Relations

The structure and role of trade unions and employers' organizations; the arbitration system; wages; collective bargaining; arbitration and the settlement of industrial disputes; arbitration and industrial efficiency; science, technology and manpower.

TEXTBOOKS

Flanders, A. ed. *Collective Bargaining.* Penguin, 1969.

Isaac, J. E. & Ford, G. W. eds. *Australian Labour Relations: Readings.* 2nd ed. Sun Books, Melbourne, 1970.

Matthews, P. W. D. & Ford, G. W. eds. *Australian Trade Unions: Readings.* Sun Books, Melbourne, 1968.

Walker, K. F. *Australian Industrial Relations Systems.* O.U.P., Melbourne, 1971.

33.332G International Trade and Development

Basic principles of international trade including interrelationships between trade, payments arrangements and balance of payments problems; commercial policies such as tariffs, quantitative and qualitative restrictions and subsidies and other aspects of export promotion; the international monetary system; problems of less developed economies, especially in South-East

Asia; foreign aid; regional trading arrangements, e.g., the European Common Market; national and international trade and payments policies.

TEXTBOOKS

Heller, H. R. *International Trade: Theory and Empirical Evidence.* Prentice-Hall, 1968.

Perkins, J. O. N. *Australia in the World Economy.* Sun Books, 1968.

Snape, R. H. *International Trade and the Australian Economy.* Longmans, 1969.

Vernon, R. *Manager in the International Economy.* Prentice-Hall, 1968.

33.333G Economic and Business History

Comparative and historical treatment of the growth of firms and the modern corporation; the changing structure of industrial development; entrepreneurship and economic change; changing social and business attitudes; comparative economic organizations.

33.334G Advanced Managerial Economics

Advanced techniques of special concern to the business economist. Mathematical model-building, techniques and problems; decision theory and planning of production, work force and inventories; design of decision systems; dynamic programming; sensitivity analysis; integrated models of the firm; econometric models of the economy.

33.335G Organizational Analysis

Analysis of the research into intervariable relationships and the inter-dependencies of variables. Techniques used in organization research to establish variable relationships including field studies, case studies, field experimentation, comparative analysis, laboratory simulations. The instruments used for organizational analysis; structured and unstructured interviews, sociometric analysis, attitude surveys, climate surveys.

Indicators for change in organizations stressing human indicators, such as motivation, conflict, need satisfaction. The change process: natural and induced changes. Techniques used in data collection, in analysing the change process, in establishing interpersonal relationships and in intervariable manipulations. The function of external pressures in organization change.

TEXTBOOKS

March, J. G. ed. *Handbook of Organisations.* Rand McNally.

Bendix, R. *Max Weber: An Intellectual Portrait.* Doubleday, 1960.

Cyert, R. M. & March, J. G. *A Behavioural Theory of the Firm.* Prentice-Hall, 1963.

Etzioni, A. *Complex Organisations.* N.Y. Free Press, 1961.

Weber, M. *The Theory of Social and Economic Organisation.* Glencoe Free Press, 1957.

33.336G Organization Planning

The functions of organization planners, the organization planning department and the combination of skills. Modifications to structural variables, to resource procurement, to the maintenance system. The course will cover the analysis of the problems of total systems rather than one part of the system. The focus will be intervariable dependencies and research in structural changes. Students will be required to prepare a plan for one organization covering all aspects of the corporate plan.

TEXTBOOKS

Chandler, A. D. Jr. *Strategy and Structure.* M.I.T. Press, 1962.

Katz, R. L. *Management of the Total Enterprise.* Prentice-Hall, 1970.

March, J. G. ed. *Handbook of Organisations.* Rand McNally.

March, J. G. & Simon, H. A. *Organisations.* Wiley, 1958.

Woodward, J. *Management and Technology.* London, H.M.S.O., 1958.

33.337G Personnel Relations

This course is intended for those students wishing to specialize in personnel management. The functions of personnel managers and personnel departments.

Techniques for maintaining the human resource; manpower planning, recruitment, selection, induction, training and motivation; the techniques of the formal structure; the division of work, job descriptions, man specifications, appraisal schemes, skill analysis, salary administration, work measurement, incentive schemes and safety programmes. An analysis of organization change; a review of techniques used by change agents and the preparation by students of a change programme.

TEXTBOOKS

Argyris, C. *Interpersonal Competence and Organisational Effectiveness.* Dorsey & Irwin, 1962.

Dunnette, W. *Personnel Selection and Replacement.* Wadsworth.

Riesman, D. *The Lonely Crowd.* Doubleday Anchor, 1953.

Roethlisberger, F. J. & Dickson, W. J. *Management and the Worker.* Harvard U.P., 1939.

Yoder, D. *Handbook of Personnel Management.* McGraw-Hill.

33.338G Production Management

The use of human and physical resources: methods engineering, ergonomics, motion and time study, financial incentives, applications to machine-controlled processes, work sampling and data collection; plant location, factory layout. Production and quality control: control of jobbing, repetitive batch and continuous production; manufacturing organizations, functions, interrelationships and information flow; sampling techniques in quality control, control charts.

· 33.339G Introduction to Operations Research

The formation and optimization of mathematical models of industrial processes; the development of decision rules; some techniques of operations research and applications, e.g., mathematical programming, queuing theory, inventory models, simulation.

. 33.340G International Business

The ramifications of international business in general and of the international business corporation in particular. The role of the American, British and Japanese-based international corporations 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 problem such corporations have raised, as well as solved.

⸍ 33.341G Australian Financial Structure

This course will extend the material on the Australian financial structure covered in the Finance course and is designed to provide a comprehensive framework for analysing efficient and effective financing decisions. The processes and structures which determine the flow of funds within the Australian capital and money markets; factors governing the behaviour of the major participants in the market; the development of techniques of forecasting and the projections of changes likely to occur in the markets.

TEXTBOOKS

Hirst, R. R. & Wallace, R. H. eds. *Studies in the Australian Capital Market.* Cheshire, 1967.

Rose, P. J. *Australian Securities Markets.* Cheshire, 1969.

· 33.342G Investments

The factors affecting potential company growth rates as a basis for understanding the probable implications of alternative investment decisions. An analysis of the investment characteristics of major security types, their related return and risk opportunities; the theory, principles and techniques which are relevant in making specific selection decisions from the available market; the relevance of stable company growth to the economic growth and stability of the nation.

. 33.343G International Finance

This course extends the material on international finance covered in the Finance course. The functioning of the world financial system. International liquidity; the role of national and international financial institutions; special features of world financial centres; the implications of future trends in international finance on Australian growth and development.

TEXTBOOKS

Reimann, G. & Wigglesworth, E. F. *The Challenge of International Finance.* McGraw-Hill, 1966.

Zenoff, D. B. & Zwick, J. *International Financial Management.* Prentice-Hall, 1969.

33.344G Comparative Marketing Systems

A comparative study of the marketing systems of countries at various levels of economic development. The relation between social conditions in a country and the manner in which marketing takes place, the nature and operation of the marketing system itself, and the patterns of personal behaviour and interaction in the socio-marketing activity. Introduction to the problems and possibilities of international marketing.

33.345G Buyer Behaviour

This course will extend the material on the buyer decision process covered in the previous course in Marketing. Consumer and industrial buying processes. The influence of Howard, Engels, Nicosia and others.

33.346G Mathematical Models and Marketing Management

Application of mathematical models to marketing problems. New product planning; pricing; advertising; sales management; distribution; Bayesian decision theory in marketing.

33.347G Marketing Decision and Information Management

The integration and range of data sources into the decision-making process. Relation of marketing decisions to information needs. The methodology and use of marketing research in the content of marketing decision. The decision-making process; specification of information needs; the design of suitable experimental and non-experimental research; analysis of research results and their incorporation into decision-making.

33.348G An Introduction to International Marketing

Developing suitable marketing strategies in the export field; problems of implementation and organization in international business. The course will draw substantially on material covered in previous courses and the basic concepts developed in those courses will be examined in the context of international marketing and their relevance to Australian export practice considered.

33.349G Mass Communication in Marketing

The effects of mass and interpersonal communications upon human behaviour: (i) the sociology of mass communications: theoretical issues are examined historically and logically, the empirical researches reviewed; (ii) mass communications in marketing: contemporary theory and re-

search with the main emphasis on the effects of advertising (especially television) upon buyer attitudes and behaviour.

33.350G   Seminar in Marketing Theory

The functionalist theory of marketing developed by Alderson. Mathematical model-building in the area of consumer behaviour; the design and operation of vertical marketing structures; the spatial aspects of marketing systems.

33.501G   Organization and Management Theory

The structure of organization; the theory on which the structure is based; organization planning; communication within the organization; 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.

TEXTBOOKS

Bennis, W. G. *Changing Organizations.* McGraw-Hill, 1966.

Filley, A. C. & House, R. J. *Managerial Process and Organizational Behaviour.* Scott, Foresman, 1969.

Hampton, D. R., Summer, C. E. & Webber, R. A. *Organizational Behaviour and the Practice of Management.* Scott, Foresman, 1968.

33.502G   Behavioural Science

A general introduction to the behavioural sciences: the biological bases of human behaviour; the significance of socio-cultural influences; learning; motivational and emotional processes; measurement of human abilities; perceptual processes; theories of personality development; attitudes; group dynamics; human behaviour in organizations; leadership; selection and training procedures; communication.

TEXTBOOKS

Backman, C. W. & Secord, P. F. eds. *Problems in Social Psychology.* McGraw-Hill, 1966.

Berger, P. L. *Invitation to Sociology.* Pelican.

Bindra, D. & Stewart, J. *Motivation.* Penguin.

Gibb, C. A. ed. *Leadership.* Penguin.

Jahoda, M. & Warren, N. *Attitudes.* Penguin.

Kendler, H. T. *Basic Psychology.* 2nd ed. Appleton-Century-Crofts, 1968.

Kendler, T. S. *Study Guide to Basic Psychology.* Appleton-Century-Crofts, 1968.

Lazarus, R. & Opton, M. *Personality.* Pelican.

Semeoneff, B. ed. *Personality Assessment.* Penguin.

·33.503G Economic and Financial Management

Australian and international economic institutions and fiscal and monetary policy. Basic economic concepts which are directly relevant to day-to-day business decisions about costs and prices. An examination of the theory of financial analysis.

TEXTBOOKS

Butters, J. K. *Case Problems in Finance.* 5th ed. Irwin, 1969.

Stokes, C. J. *Managerial Economics—A Casebook.* Random House, 1969.

Stokes, C. J. *Managerial Economics—Textbook on the Economics of Management.* Random House, 1969.

· 33.504G 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 optimization 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.

TEXTBOOKS

Bierman, H. et al. *Quantitative Analysis for Business Decisions.* Irwin, 1965.

· 33.505G Business Policy

Analysis of administrative cases drawn from published and unpublished sources in the fields of management, organization, finance, personnel 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.

TEXTBOOKS

Fargher, K. H. *Cases in Australian Business.* U.N.S.W. Press, 1970.

Learned, E. P., Christensen, C. R., Andrews, K. R. & Guth, W. D. *Business Policy Text and Cases.* Irwin, 1969.

Ziegler, R. J. *Business Policies and Decision Making.* Appleton-Century-Crofts, 1966.

33.507G Production Management

The development, design, operation and control of production systems: management of the production of goods and services—history and nature, its role in business organization; types of production processes; the design of physical facilities, plant location and layout, job design and measure-

ment; 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.

TEXTBOOKS

Greene, G. H. *Production Control—Systems and Decisions.* Irwin, 1965.
Niebel, B. W. *Motion and Time Study.* 4th ed. Irwin, 1967.

33.508G 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 organization, 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.

33.509G Electronic 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 organizations.

TEXTBOOKS

Grouse, P. J. *Data Processing and Information Systems.* New College Publications, 1970.
Solomon, I. I. & Weingart, L. O. *Management Uses of the Computer.* Mentor, 1966.

33.510G Social Administration

The organization 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.

33.511G 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.

TEXTBOOKS

Flippo, E. B. *Principles of Personnel Management.* 2nd ed. McGraw-Hill, 1966.

Miner, J. B. *Personnel Psychology.* Macmillan, 1969.

Yuill, B. *Personnel for Australian Management.* West, 1968.

. 33.512G Small Business

Main problems of 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.

TEXTBOOK

Hosmer, W. A., Tucker, F. L. & Cooper, A. C. *Small Business Management.* Irwin, 1966.

. 33.513G 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 government, with special attention to the Australian environment: 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; 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.

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

The nature of politics and political institutions. Australian government and politics. Some major political theories, illustrated by some 'great debates' on important general political issues. An introduction to international politics.

TEXTBOOKS

Crisp, L. F. *Australian National Government.* Longmans, 1970. Paperback.
Curtis, M. *Comparative Government and Politics.* Harper & Row, 1968.
Frankel, J. *International Relations.* 2nd ed. O.U.P., 1969.
Friedrich, C. J. *An Introduction to Political Theory.* Harper & Row, 1967.
Mayer, H. ed. *Australian Politics—A Second Reader.* Cheshire, 1969.
Miller, J. D. B. *The Nature of Politics.* Pelican, 1965.
Sawer, G. *Australian Government Today.* Latest ed. M.U.P. Paperback.

54.112 Political Science II

Part 1. Government and politics in the Soviet Union; and modern ideologies. Part 2. Government and politics in the United States; and comparative foreign policy.

TEXTBOOKS

Russian Government and Politics

Dallin, A. & Westin, A. F. eds. *Politics in the Soviet Union—7 Cases.* Harcourt Brace & World, 1966. Paperback.
Mayer, A. G. *The Soviet Political System.* Random House, 1965.
Schapiro, L. *The Government and Politics of the Soviet Union.* 2nd. ed. Hutchinson Univ. Library, 1967. Paperback.
Schapiro, L. *The Communist Party of the Soviet Union.* University Paperback, 1964.

Modern Ideologies

Rubinstein, A. Z. & Thumm, G. W. *The Challenge of Politics.* Prentice-Hall, 1970.

American Government and Politics

Berman, D. & Loeb, L. S. *Laws and Men.* Collier Macmillan, 1970.

Saye, A. B., Pound, M. & Allums, J. *Principles of American Government.* 6th ed. Prentice-Hall, 1970.

Comparative Foreign Policy

Macridis, R. C. *Foreign Policy in World Politics.* Prentice-Hall.

54.122   Political Science II (Honours)

Supplements and extends the theoretical sections of the pass course, emphasizing ideologies, democratic theory and the comparative study of politics. Students should consult the School for reading lists and other details.

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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.

LAW

90.111   The Legal System 1

90.112   The Legal System 2

These two subjects are taught in successive sessions in the first year of
each Law course. A topic of law is selected, the subject matter of which
is itself of general interest, and is examined in depth as a vehicle to
introduce students to important features of the legal system, and of
judicial and legislative processes and techniques including the operation
of precedent, statutory interpretation and the interaction of case law and
statutory law. The topic selected is one in which contract, tort, and
criminal law all interact, so that the subject will serve specifically as an
introduction to the later Common Law subjects as well as to the legal
system as a whole. In 1971 the topic selected will be Consumer Protection
Law, which will allow a study of the evolution of the law from its original
caveat emptor approach, through codification in the Sale of Goods Act, the
dilemma of common form contracts and unequal bargaining power gener-
ally, the development of the law of tort in the context, the relevance of
criminal law, legislative intervention, the new institution of hire purchase
and its regulation, and further possibilities of law reform.

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.

STUDENTS' 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. 9-10 *or* W. 12-1, Th. 12-1, 2-3, F. 11-12 *or* T. 12-1, Th. 12-1, 2-3, F. 11-12 *or* M. 10-11, T. 4-5, Th. 10-11, F. 10-11	Consult School of Mathematics
		Classes for part-time students 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 these three-hour sessions. Students should consult the School of Mathematics when planning their timetable.	
10.011	Higher Mathematics I	T. 12-1, Th. 12-1, 2-3, F. 11-12	Consult School of Mathematics
		Classes for part-time students are also held for 10.011 Higher Mathematics I on Tuesday evening, 6-9 p.m., and Thursday afternoon, 2-5 p.m. The course can be covered by attending these two three-hour sessions.	
10.021	Terminating Mathematics I	M. 10-11, T. 4-5, Th. 10-11, F. 10-11	Consult School of Mathematics
		Classes for part-time students are also held on Tuesday afternoon, 2-5 p.m., and on Tuesday and Friday evenings, 6-9 p.m. The course can be covered by attending one Tuesday session and the Friday session.	
10.111A	Pure Mathematics II Linear Algebra	T. 9-10, Th. 9-10 *or* T. 9-10, Th. 11-12 *or* F. 5.30-7	Consult School of Mathematics F. 7-8
10.111B	Pure Mathematics II Mathematical Analysis	M. 11-12, Th. 9-10 *or* W. 10-11, Th. 11-12 *or* M. 5.30-7	Consult School of Mathematics M. 7-8
10.111C	Pure Mathematics II Abstract Algebra	M. 11-12, T. 4-5, Th. 2-3 *or* W. 6-8	Consult School of Mathematics
10.121A	Higher Pure Mathematics II Linear Algebra	M. 3-4, T. 9-10	M. 4-5
10.121B	Higher Pure Mathematics II Mathematical Analysis	M. 11-12, Th. 2-3	M. 4-5

	Subject	Lectures	Tutorials
10.121D	Higher Pure Mathematics II Real Variable Theory	M. 2-3, T. 4-5	T. 12-1
10.112A	Pure Mathematics III Algebra	T. 6-8	—
10.112B	Pure Mathematics III Functional Analysis	F. 3-5	—
10.112C	Pure Mathematics III Differential Geometry	W. 11-12, Th. 4-5 or M. 6-8	—
10.112D	Pure Mathematics III Set Theory	Th. 10-11, F. 9-10 or Th. 6-8	—
10.112E	Pure Mathematics III Differential Equations	M. 2-3, Th. 3-4	—
10.122A	Higher Pure Mathematics III Algebra	W. 11-12, Th. 10-11, F. 2-3	—
10.122C	Higher Pure Mathematics III Differential Geometry and Complex Variable Theory	M. 3-4, F. 3-5	—
10.122D	Higher Pure Mathematics III Number Theory and Logic	M. 2-3, T. 11-12, F. 4-5	—
10.122F	Higher Pure Mathematics III Topology and Integration	W. 12-1, F. 12-1, 2-3	—
10.211A	Applied Mathematics II Mathematical Methods	T. 10-11, W. 9-10 or T. 12-1, F. 10-11 or Th. 5.30-7	Consult School of Mathematics Th. 7-8
10.212A	Applied Mathematics III Numerical Analysis	T. 12-1, W. 9-10 or W. 6-8	—

School of Mathematics (continued)

Subject	Lectures	Tutorials
10.212D Applied Mathematics III Mathematical Methods	M. 9-10, T. 12-1 *or* F. 6-8	—
10.221A Higher Applied Mathematics II Mathematical Methods	T. 10-11, Th. 11-12 T. 12-1	
10.911 Mathematics II	See 10.211A, 10.111A and 10.111B	—
10.921 Higher Mathematics II	See 10.221A, 10.121A and 10.121B	—
10.912 Mathematics III	See 10.111C, 10.112D, 10.212A, 10.112E, 10.212D and 10.112C	—
10.922 Higher Mathematics III	Consult School of Mathematics	—

School of Applied Psychology

Subject	Lectures	Tutorials
12.001 Psychology I	M. 10-11, T. 11-12, Th. 12-1 *or* M. 3-4, W. 12-1, Th. 10-11 *or* M. 7-9, T. 6-7 *Practical:* 2 hours to be arranged	—
12.012 Psychology II	M. 2-1 *or* T. 6-7	
Personality	*Practical:* T. 9-11 *or* W. 11-1 *or* Th. 2-4 *or* M. 7-9 *or* W. 7-9	—
Learning	T. 12-1 *or* W. 6-7 *Practical:* 2 hours to be arranged	—
Research Methods	M. 2-3 *or* Th. 12-1 *or* M. 6-7 together with *one* of T. 2-3 *or* F. 12-1 *or* T. 7-8	—
12.013 Psychology III	To be arranged	—
12.651 Psychology (Industrial Relations)	T. 4-6, W. 4-5	—

School of Accountancy

	Subject	Lectures	Tutorials
14.111	Accounting I A B C	⎰M. 10-11, Th. 10-11 ⎱M. 12-1, Th. 12-1 M. 4-5, Th. 4-5	M. 12-1 *and* Th. 12-1, M. 2-3 *and* Th. 2-3 M. 3-4 *and* Th. 3-4, M. 4-5 *and* Th. 4-5 T. 11-12 *and* F. 11-12, T. 2-3 *and* F. 2-3, T. 3-4 *and* F. 3-4, T. 4-5 *and* F. 4-5
	D	M. 5-6, Th. 5-6	M. 3-4 *and* Th. 7-8, M. 5-6 *and* Th. 5-6
14.112	Accounting II A	⎰M. 2-3, T. 2-3	T. 11-12 *and* Th. 11-12, T. 12-1 *and* Th. 12-1
	B*	M. 3-4, T. 3-4	T. 3-4 *and* Th. 3-4, T. 4-5 *and* Th. 4-5
	C* D	⎰M. 5-6, T. 5-6 ⎱M. 6-7, T. 7-8	M. 5-6 *and* W. 5-6, M. 7-8 *and* W. 7-8 M. 8-9 *and* W. 8-9, T. 8-9 *and* Th. 6-7
14.113	Accounting III A	T. 4-5, W. 12-1	T. 10-11 *and* W. 10-11, T. 11-12 *and* W. 11-12, T. 12-1 *and* Th. 12-1
	B* C	⎰T. 5-6, W. 5-6 ⎱T. 6-7, W. 6-7	T. 5-6 *and* W. 5-6, *or* T. 7-8 *and* W. 7-8, *or* T. 8-9 *and* W. 8-9
14.121	Public Authority Accounting*	W. 7-9	—
14.122	Accounting II (Honours) A B*	⎰M. 2-3, T. 2-3, Th. 11-12 ⎱M. 3-4, T. 3-4, Th. 12-1	T. 11-12 T. 12-1
	C*	M. 5-6, T. 5-6, W. 5-6	M. 6-7
	D	M. 6-7, T. 7-8, W. 4-5	M. 7-8
14.123	Accounting III (Honours) A	T. 4-5, W. 12-1, M. 2-3 *or* M. 4-5	W. 10-11 *or* W. 12-1
	B*	T. 5-6, W. 5-6, M. 5-6	W. 7-8
	C	T. 6-7, W. 6-7, M. 5-6	W. 7-8

* Subject to sufficient enrolments at the times indicated and the availability of staff.

Subject	Lectures	Tutorials
14.131 Auditing and Internal Control A	T. 3-4, Th. 3-4	—
B	T. 5-6, Th. 5-6	
C*	T. 7-8, Th. 7-8	
14.163 Accounting Honours Seminar A	M. 11-12,† M. 2-3,† Th. 11-12,† Th. 2-3†	—
B	M. 5-7,† Th. 5-7†	
14.201 Taxation Law and Practice A	T. 2-3, Th. 2-3	—
B	T. 5-6, Th. 5-6	
C*	T. 6-7, Th. 6-7	
14.203 Trustee Law and Accounting	Not available 1971	—
14.212 Administrative Law	Not available 1971	—
14.221 Commercial Law I A	T. 12-1, W. 12-1	M. 12-1 or M. 2-3 or T. 9-10 or T. 10-11 or W. 9-10 or W. 10-11 or Th. 2-3 or Th. 3-4
B*	{T. 5-6, W. 5-6	M. 5-6 or M. 6-7 or M. 8-9 or T. 7-8
C	{T. 6-7, W. 6-7	or T. 8-9 or W. 6-7 or W. 8-9
14.222 Commercial Law II A	M. 12-1, W. 12-1	—
B	M. 5-6, W. 5-6	
C*	M. 6-7, W. 6-7	
14.311 Production and Industrial Accounting A*	M. 2-3, Th. 2-3	—
B*	M. 6-7, Th. 6-7	

* Subject to sufficient enrolments at the times indicated and the availability of staff.

† May extend beyond the prescribed period and students should not make commitments for the following half hour.

Subject		Lectures	Tutorials
14.321	Business Finance A	M. 11-12, W. 11-12	—
	B	M. 5-6, W. 5-6	
	C*	M. 7-8, W. 7-8	
14.322	Data Processing and Information Systems A	T. 3-4, Th. 3-4	—
	B*	T. 4-5, Th. 4-5	
	C	T. 5-6, Th. 5-6	
	D*	T. 6-7, Th. 6-7	
	E	T. 7-8, Th. 7-8	
14.332	Operations Research in Business A	T. 2-3, Th. 2-3	—
	B	T. 6-7, Th. 6-7	
14.402	Organization Theory A	M. 11-12, W. 10-11 *or* W. 11-12	—
	B	M. 6-7, W. 6-7 *or* W. 7-8	
14.163/1	Financial Accounting Theory A	M. 2-3,† Th. 2-3†	—
	B	M. 5-7†	
14.163/2	Managerial Accounting Theory A	M. 11-12,† Th. 11-12†	—
	B	Th. 5-7†	
14.901G	Corporate Organization and Accounting	T. 7-9	—

* Subject to sufficient enrolments at the times indicated and the availability of staff.

† May extend beyond the prescribed period and students should not make commitments for the following half hour.

Subject		Lectures	Tutorials
14.902G	Controllership	W. 7-9	—
14.903G	Contemporary Auditing Problems	W. 7-9	—
14.904G	Studies in Taxation	M. 7-9	—
14.905G	Operations Research	T. 7-9	—
14.906G	Information Systems	T. 5-7	—
14.907G	History and Philosophy of Accounting	W. 5-7	—

School of Economics

			Lectures	Tutorials
15.101	Economics I	Group A	M. 2-3, Th. 2-3, F. 12-1	M. 10-11 *or* M. 11-12 *or* M. 12-1 *or*
		Group B	M. 12-1, Th. 11-12	M. 2-3 *or* M. 4-5 *or* W. 10-11 *or* W. 11-12 *or* Th. 9-10 *or* Th. 2-3 *or* F. 9-10 *or* F. 10-11 *or* F. 11-12
			or	*or*
		Group A	M. 6-7, Th. 6-7, F. 6-7	M. 5-6 *or* M. 7-8 *or* M. 8-9 *or* T. 5-6
		Group B	M. 6-7, Th. 6-7	*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
15.102	Economics II		T. 10-11, W. 10-11	T. 9-10 *and* Th. 9-10 *or* T. 11-12 *and* Th. 11-12 *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* T. 4-5 *and* Th. 4-5 *or* W. 11-12 *and* F. 11-12
			or	*or*
			T. 6-7, W. 6-7	T. 5-6 *and* W. 5-6 *or* T. 7-8 *and* W. 7-8 *or* T. 8-9 *and* W. 8-9 *or* Th. 5-6 *and* F. 5-6 *or* Th. 7-8 *and* F. 7-8 *or* Th. 8-9 *and* F. 8-9

School of Economics (continued)

	Subject	Lectures	Tutorials
15.103	Economics III	M. 12-1	W. 9-10 or W. 10-11 or W. 11-12 or W. 12-1 or Th. 10-11 or Th. 11-12 or F. 10-11 or F. 11-12 or F. 12-1
		or M. 6-7	or M. 5-6 or M. 7-8 or M. 8-9 or T. 5-6 or T. 6-7
15.104	Advanced Economic Analysis	T. 10-12.30, F. 10-12.30 or T. *5-6.30, T. *7-8, F. *5-6.30, F. *7-8	—
15.112	Economics II (Hon.)	T. 10-11, T. 5-6, W. 10-11	T. 11-12 or T. 12-1 or T. 2-3 or T. 3-4 or W. 11-12 or W. 12-1 or Th. 10-11 or Th. 11-12
		or T. 5-6, T. 6-7, W. 6-7	or T. 7-8 or T. 8-9 or W. 7-8 or W. 8-9
15.113	Economics III (Hon.)	M. 12-1 or M. 6-7	Th. 10-11† or M. 10-11† or W. 11-12† or Th. 6-7†
15.173	Economics IIIM	Not available 1971	—
15.213	History of Economic Thought	Not available 1971	—
15.223	Comparative Economic Systems	W. 10-12 or W. 6-8	—
15.233	Public Finance and Financial Policy	T. 3-5 or T. 6-8	—
15.243	Economic Development	M. 2-4 or M. 6-8	—

* Subject to availability of staff.

† May extend beyond the prescribed period and students should not make commitments for the following half hour.

Subject		Lectures	Tutorials
15.253	Economics of Industry and Labour	F. 10-12 *or* F. 6-8	—
15.263	International Economics	Th. 4-6	—
15.331	Economic History I	T. 11-12, W. 9-10	T. 9-10 *or* T. 2-3 *or* T. 3-4 *or* W. 10-11 *or* W. 11-12 *or* W. 12-1 *or* Th. 9-10 *or* Th. 11-12 *or* Th. 2-3 *or* Th. 3-4
		or T. 6-7, W. 6-7	*or* T. 5-6 *or* T. 7-8 *or* W. 5-6 *or* W. 7-8
15.303	Economic History II	M. 5-6, W. 5-6	—
15.313	Economic History III	To be arranged	—
15.304	Economic History IV	To be arranged	—
15.401	Business Statistics	M. 11-12, W. 11-12	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 M. 7-8, W. 7-8	*or* 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 *or* Th. 5-6 *or* Th. 6-7 *or* Th. 7-8
15.402	Econometric Methods	Th. 12-1, F. 12-1	M. 10-11 *or* M. 11-12 *or* M. 12-1 *or* M. 2-3 *or* W. 12-1 *or* Th. 10-11 *or* Th. 11-12 *or* Th. 2-3 *or* Th. 3-4 *or* Th. 4-5 *or* F. 10-11 *or* F. 11-12
		or Th. 6-7, F. 6-7	*or* M. 5-6 *or* M. 6-7 *or* M. 7-8 *or* M. 8-9 *or* T. 5-6 *or* T. 7-8 *or* T. 8-9 *or* W. 5-6 *or* W. 7-8 *or* W. 8-9 *or* F. 5-6 *or* F. 7-8
15.422	Statistical Inference	M. 6-8, Th. 6-8	—
15.423	Multivariate Analysis	W. 4-6	—

School of Economics (continued)

	Subject	Lectures	Tutorials
15.433	Applied Statistics	To be arranged	—
15.434	Econometrics	T. 3-6	—
15.443	Mathematical Economics	M. 5-7	—
15.471	Mathematics for Commerce	Not available 1971	—
15.502	Industrial Relations I	T. 2-4 *or* T. 6-8	W. 11-12 *or* W. 12-1 *or* Th. 4-5 *or* W. 5-6 *or* Th. 5-6 *or* Th. 6-7
15.512	Industrial Relations I (Hon.)	T. 2-4 *or* T. 6-8	M. 5-7 (alternate weeks)
15.503	Industrial Relations II	W. 5-6	Th. 5-7
15.513	Industrial Relations II (Hon.)	W. 5-6	M. 5-7 *or* Th. 5-7
15.504	Industrial Relations III	To be arranged	—
15.552	Industrial Law I	M. 7-9	—
15.553	Industrial Law II	To be arranged	—
15.105G	Welfare Economics (If offered)	May not be offered in 1971 M. 3.30-6	—
15.115G	Industrial Economics (If offered)	May not be offered in 1971 M. 3.30-6	—
15.125G	Economic Policy	F. 2-4.30	—
15.134G	Economic Theory A	W. 6-8	—
15.144G	Economic Theory B	T. 5-6.30, T. 7-8	—
15.435G	Advanced Econometrics	To be arranged	—
15.445G	Advanced Mathematical Economics	T. 2-4	—
15.474G	Mathematics for Economists	M. 6-9	

School of Geography

	Subject	Lectures	Tutorials
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)	Consult School of Geography
27.042 27.052	Geography IIA } Geography IIA (Hon.) }	W. 9-10, Th. 5-6 *Lab.* T. 3-5 *or* W. 10-12	Consult School of Geography
27.043 27.053	Geography IIIA } Geography IIIA (Hon.) }	One of the following options for Session 1:	Consult School of Geography
27.313	Location Theory	M. 3-4, F. 3-4 *Lab.* T. 9-12	—
27.333	Agricultural Geography	T. 12-1, Th. 9-10 *Lab.* F. 9-12	—
27.063	Geomorphology	T. 3-4, W. 4-5 *Lab.* Th. 2-5	—
		One of the following options for Session 2:	
27.303	Urban and Transport Geography	M. 3-4, F. 3-4 *Lab.* T. 9-12	—
27.323	Marketing Geography	T. 12-1, Th. 9-10 *Lab.* F. 9-12	—

Department of Marketing

28.101	Principles of Marketing	M. 11-12 *or* M. 2-4 *or* M. 6-8	—
28.102	Case Studies/QA	F. 10-12 *or* F. 2-4 *or* F. 5-7 *or* F. 7-9	—
28.103	Behavioural Science	T. 11-12, Th. 10-11 *or* T. 6-7, Th. 6-7	T. 12-1 *or* T. 2-3 *or* Th. 11-12 *or* Th. 12-1 *or* Th. 2-3 *or* Th. 3-4 *or* Th. 4-5 *or* T. 7-8 *or* T. 8-9 *or* Th. 7-8 *or* F. 6-7

Department of Marketing (continued)

	Subject	*Lectures*	*Tutorials*
28.113	Marketing Management	W. 1-3, F. 1-3 *or* W. 5-7, F. 6-8	—
28.133	Marketing Research	F. 3-4, F. 5-6 *or* Th. 7-8, F. 5-6	Th. 4-5, F. 4-5 *or* Th. 8-9
28.143	Marketing Research (Hon.)	F. 3-4, F. 5-6 *or* Th. 7-8, F. 5-6	Th. 4-5, F. 4-5 *or* Th. 8-9 plus 1 hour additional honours work
28.202	Comparative Marketing Systems	T. 6-8	—
28.203	Seminar in Marketing Theory I	T. 2-4	—
28.205	Methods in Marketing Research	Th. 4-6	—
28.901G	Buyer Behaviour	T. 4-6	—
28.902G	Mass Communications	W. 3-5	—
28.903G	International Marketing	M. 6-8	—
28.904G	Graduate Seminar	W. 5-7	—
28.905G	Marketing Strategy	T. 6-8	—
28.906G	Seminar in Marketing Theory II	Th. 3-5	—

Graduate School of Business

Diploma in Administration Programme

8.674G	Civil Engineering Construction Management	M. 6-9 (Part year only)	
33.071G	Management Accounting	Th. 6-8	
33.072G	Business Law	T. 4-6	
33.501G	Organization and Management Theory	Th. 3-5	

Subject	Lectures	Tutorials
33.502G Behavioural Science	W. 7-9	
33.503G Economic and Financial Management	Th. 1-3	
33.504G Quantitative Methods	W. 6-7	
33.505G Business Policy	T. 2-4	
33.507G Production Management	T. 7-8 and Th. 4-6	
33.509G Electronic Data Processing	Th. 7-9	
33.511G Personnel Management	T. 7-9	
33.512G Small Business	T. 4-6	

Master of Business Administration Programme

33.009G Business Policy	M. 6-9 and Th. 6-9	
33.203G Advanced Quantitative Methods	M. 3-5 and M. 6-7	
33.204G Advanced Management Accounting	M. 3-5	
33.208G Advanced Marketing	Th. 1-3	
33.211G Finance	Th. 3-5	
33.213G Business and Law	W. 6-8	
33.214G Advanced Organization Theory	M. 1-3	
33.217G Small Business	W. 6-8	
33.301G The Social Framework of Business	M. 5-7 *or* T. 2-4	
33.302G Behavioural Science I	M. 2-5 *or* T. 5-8	
33.303G Management Accounting and Information Systems I	M. 2-4 *or* M. 6-8	

Graduate School of Business (continued)

Subject	Lectures	Tutorials
33.304G Micro-Economics and Business Decisions	W. 2-4	
33.305G Organization Theory I	T. 1-4 *or* T. 5-8	
33.306G Quantitative Analysis in Business I	M. 4.30-6.30 *or* T. 1-4 *or* Th. 6-9	
33.307G Seminars in Contemporary Business Issues	M. 5.30-7.30	
33.308G Behavioural Science II	M. 2-5 *or* T. 5-8	
33.309G Macro-Economics and Policy	W. 2-4	
33.310G Management Accounting and Information Systems II	M. 2-4 *or* M. 6-8	
33.311G Organization Theory II	T. 1-4 *or* T. 5-8	
33.312G Production	M. 5-7	
33.313G Quantitative Analysis in Business II	Th. 6-9	
33.314G Finance I	W. 4-6 *or* W. 6.30-8.30	
33.315G Marketing I	W. 4-6 *or* W. 6.30-8.30	
33.316G Strategic Planning and Problem Solving I	Th. 6-9	
33.317G Finance II	W. 4-6 *or* W. 6.30-8.30	
33.318G Marketing II	W. 4-6 *or* W. 6.30-8.30	
33.319G Strategic Planning and Problem Solving II	Th. 6-9	
33.323G Advanced Management Accounting	M. 3-5	
33.335G Organizational Analysis	M. 1-3	
33.339G Introduction to Operations Research	M. 3-5 and M. 6-7	
33.341G Australian Financial Structure	Th. 3-5	
33.346G Mathematical Models and Marketing Management	Th. 1-3	

School of English

Subject	Lectures	Tutorials
50.111 English I	W. 11-12, Th. 11-12, F. 11-12 ⎫	
50.121 English IT	T. 2-3, W. 2-3, F. 2-3 ⎬ Consult School of English	
50.112 English II	W. 3-4, Th. 3-4, F. 3-4 ⎭	

School of History

51.111 History IA	M. 3-4, W. 2-3 ⎫	
51.121 History IB	M. 3-4, Th. 12-1 ⎬	
51.112 History IIA	T. 10-11, F. 2-3 ⎬ Consult School of History	
51.132 History IIB	M. 11-12, Th. 11-12 ⎭	

School of Philosophy

52.111 Philosophy I	T. 11-12, W. 10-11, Th. 3-4	F. 12-1 *or* F. 2-3
52.112 Philosophy II	M. 12-1, F. 9-10	*Two* of the following:
		M. 11-12, M. 3-4, T. 4-5, W. 3-4,
		Th. 10-11, Th. 12-1, Th. 3-4, F. 4-5

School of Sociology

53.111 Sociology I	M. 12-1, T. 12-1 ⎫	
53.121 Sociology IT	M. 1-2, T. 1-2 ⎬ Consult School of Sociology	
53.112 Sociology II	W. 11-12 ⎭	

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 ⎤	Consult School of History and Philosophy of Science
62.112	History and Philosophy of Science II	M. 2-3, Th. 2-3, F. 10-11 ⎰	
90.111/2	The Legal System I and II	T. 9-11, F. 9-11 or T. 11-1, F. 11-1	

Department of General Studies

	Subject	Lectures	Tutorials
11.011H	History of Fine Arts	F. 9-10	F. 10-11
11.021H	History of Architecture	T. 9-10	T. 10-11
26.121	Psychology	M. 10-11 or T. 9-10 or F. 9-10 or M. 6.30-7.30 or T. 7-8 or Th. 6-7	M. 9-10 or T. 10-11 or F. 10-11 or M. 5.30-6.30 or T. 8-9 or Th. 7-8
26.211	The Arts and Crafts	T. 9-10	T. 10-11
26.301	Music	T. 9-10 or F. 9-10 or M. 6.30-7.30 or Th. 6-7	T. 10-11 or F. 10-11 or M. 5.30-6.30 or Th. 7-8
26.501	English A (Language)	M. 9-10	M. 10-11
26.501	English C (Language and Literature)	M. 10-11 or T. 10-11 or Th. 3-4 or Th. 4-5 or F. 10-11 or T. 7-8 or W. 7-8 or Th. 7-8	M. 9-10 or T. 9-10 or Th. 4-5 or Th. 5-6 or F. 9-10 or T. 8-9 or W. 8-9 or Th. 8-9

Department of General Studies (continued)

Subject		Lectures	Tutorials
26.501	English D (Creative Writing)	Th. 3-4	Th. 4-5
26.511	History	M. 10-11 or T. 10-11 or Th. 4-5 or Th. 3-4 or F. 10-11 or M. 6.30-7.30 or T. 7-8 or W. 7-8 or Th. 7-8	M. 9-10 or T. 9-10 or Th. 5-6 or Th. 4-5 or F. 9-10 or M. 5.30-6.30 or T. 8-9 or W. 8-9 or Th. 8-9 or Th. 6-7
26.521	Philosophy	M. 9-10 or T. 10-11 or Th. 4-5 or Th. 3-4 or F. 10-11 or M. 6.30-7.30 or T. 7-8 or W. 7-8 or Th. 7-8	M. 10-11 or T. 9-10 or Th. 5-6 or Th. 4-5 or F. 9-10 or M. 5.30-6.30 or T. 8-9 or W. 8-9 or Th. 8-9 or Th. 6-7
26.541	Political Science	T. 10-11 or Th. 2-3 or F. 9-10 or T. 7-8 or Th. 6-7	T. 9-10 or Th. 3-4 or F. 10-11 or T. 8-9 or Th. 7-8
26.571	Drama	M. 10-11	M. 9-10
26.621	Cosmology	F. 9-10	F. 10-11
26.641	German	T. 9-10	T. 10-11
26.671	Japanese	M. 9-11 and F. 9-11	—