

THE UNIVERSITY OF NEW SOUTH WALES



UNSW LIBRARY

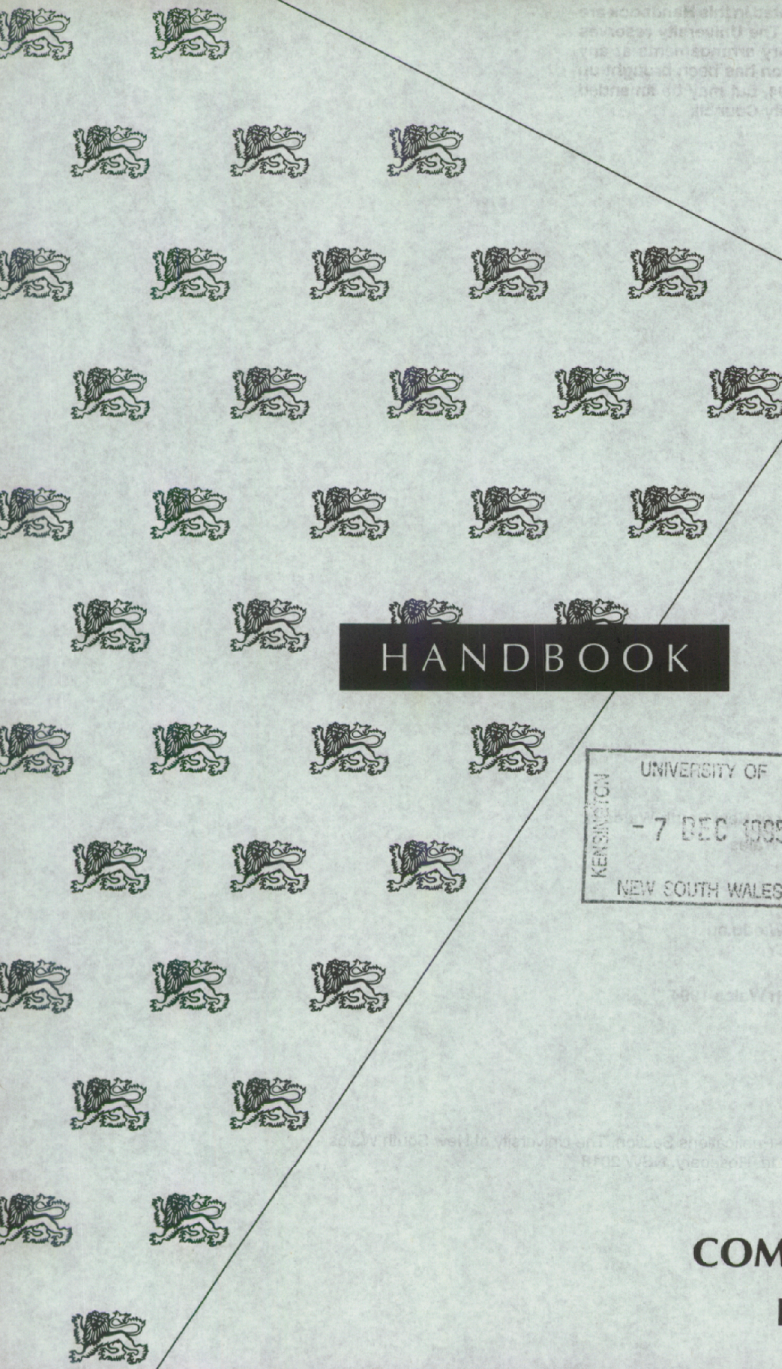
50

S S H L  
5378.94405/NEW/11  
SHELF

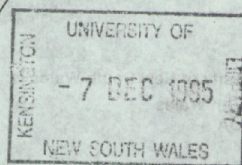
HANDBOOK

1995  
COMMERCE AND  
ECONOMICS





# HANDBOOK



1995

COMMERCE AND  
ECONOMICS

**Subjects, courses and any arrangements for courses including staff allocated as stated in this Handbook are an expression of intent only. The University reserves the right to discontinue or vary arrangements at any time without notice. Information has been brought up to date as at 1 November 1994, but may be amended without notice by the University Council.**

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

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

**Telephone: (02) 385 1000**

**Facsimile: (02) 385 2000**

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

**Telegraph: UNITECH, SYDNEY**

**Telex: AA26054**

**©The University of New South Wales 1994**

Designed and published by the Publications Section, The University of New South Wales  
Printed by Bridge Printery Pty Ltd, Rosebery, NSW 2018

**ISSN 0811-7616**

<b>Introduction</b>	<b>1</b>
<b>Calendar of Dates</b>	<b>3</b>
<b>Staff</b>	<b>5</b>
<b>Handbook Guide</b>	<b>11</b>
<b>Faculty Information</b>	<b>13</b>
Some People Who Can Help You .....	13
Higher School Certificate Prerequisites .....	13
Faculty of Commerce and Economics Enrolment Procedures .....	13
Examinations .....	13
Faculty of Commerce and Economics Library Facilities .....	14
General Education Requirement .....	14
Students With Disabilities .....	15
Equal Opportunity in Education Policy Statement .....	15
Student Clubs and Societies .....	16
<b>Schools, Departments and Teaching Units</b>	<b>19</b>
School of Accounting .....	19
Asian Studies Unit .....	20
School of Banking and Finance .....	20
School of Economics .....	20
School of Industrial Relations and Organizational Behaviour .....	21
School of Information Systems .....	21
Department of Legal Studies and Taxation .....	22
School of Marketing .....	22
Professional Recognition of Courses Offered by the Faculty of Commerce and Economics .....	22
<b>Course Outlines: Undergraduate Study</b>	<b>25</b>
<b>Undergraduate Courses Offered in 1995</b> .....	<b>19</b>
BCom Course Code 3502 .....	25
BCom Course Code 3571 .....	25
Marketing and Hospitality Management (Pass) .....	29
BEC Course Code 3543 .....	29
Combined Commerce/Law, Economics/Law and Commerce/Science Courses .....	30
<b>Rules Governing the Award of the Degrees of Bachelor of Commerce and Bachelor of Economics</b> .....	<b>30</b>



<b>Disciplinary Streams .....</b>	<b>33</b>
Accounting .....	33
Accounting Honours .....	34
Accounting Co-operative Program .....	34
Asian Studies (BEC students only) .....	35
Business Economics (BCom students only) .....	36
Business Statistics (BCom students only) .....	37
Commercial Legal Studies .....	38
Economics (BEC students only) .....	38
Economics Honours (BEC students only) .....	40
Econometrics (BEC students only) .....	40
Econometrics Honours (BEC students only) .....	41
Economics/Econometrics (BEC students only) .....	41
Economics/Econometrics Honours (BEC students only) .....	42
Economic History (BCom students only) .....	42
Economic History (BEC students only) .....	43
Economic History Honours (BEC students only) .....	43
Finance .....	44
Finance Honours .....	44
German Studies .....	45
Hospitality Management (BCom students only) .....	46
Human Resource Management .....	46
Human Resource Management Honours .....	47
Industrial Relations .....	48
Industrial Relations Honours .....	49
Information Systems .....	50
Information Systems Honours .....	50
Japanese Studies .....	51
Japanese Studies Honours .....	52
Japanese Studies Advanced Program .....	52
Japanese Studies Advanced Program Honours .....	53
Marketing .....	53
Marketing Honours .....	54
Undergraduate Thesis .....	54
<b>Combined Commerce/Law, Economics/Law Courses .....</b>	<b>55</b>
Rules Relating to the Bachelor of Commerce/Bachelor of Laws Course and the Bachelor of Economics/ Bachelor of Laws Course .....	55
4732 Bachelor of Commerce (Accounting)/Bachelor of Laws .....	56
4735 Bachelor of Commerce (Finance)/Bachelor of Laws .....	56
4750 Bachelor of Commerce (Industrial Relations)/Bachelor of Laws .....	57
4736 Bachelor of Commerce (Information Systems)/Bachelor of Laws .....	57
4710 Bachelor of Commerce (Marketing)/Bachelor of Laws .....	58
4745 Bachelor of Economics/Bachelor of Laws .....	58
<b>Combined Commerce/Science Courses .....</b>	<b>59</b>
3996 Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics) .....	59
<b>Subject Descriptions: Undergraduate Study .....</b>	<b>61</b>
Accounting .....	61
Asian Studies .....	64
Banking and Finance .....	67
Computer Science and Engineering .....	69
Economics .....	69
Economic History .....	69
Econometrics .....	72
Economics .....	75
German Studies .....	79
Hospitality Management (School of Marketing) .....	80
Industrial Relations and Organizational Behaviour .....	81

Information Systems .....	84
Law .....	87
Legal Studies and Taxation .....	92
Marketing.....	93
Mathematics.....	95
Psychology.....	98

---

## **Course Outlines: Graduate Study** **99**

Course Requirements for the Degree of Master of Commerce (Honours).....	99
---	----

### **Accounting** ..... **99**

2630 Master of Commerce (Honours).....	99
--	----

### **Banking and Finance**..... **100**

2631 Master of Commerce (Honours).....	100
--	-----

### **Economic History** ..... **100**

2590 Master of Commerce (Honours).....	100
--	-----

### **Econometrics** ..... **101**

2600 Master of Commerce (Honours).....	101
--	-----

### **Economics** ..... **101**

2640 Master of Commerce (Honours).....	101
--	-----

### **Industrial Relations and Organizational Behaviour**

2540 Master of Commerce (Honours) Industrial Relations .....	101
--	-----

2525 Master of Commerce (Honours) Organizational Behaviour .....	102
--	-----

2526 Master of Commerce (Honours) Human Resource Studies .....	102
--	-----

### **Information Systems** ..... **102**

2632 Master of Commerce (Honours).....	102
--	-----

### **Marketing** ..... **103**

2530 Master of Commerce (Honours).....	103
--	-----

Course Requirements for Master of Commerce .....	103
--	-----

Course Requirements for the Graduate Diploma.....	109
---	-----

---

## **Subject Descriptions: Graduate Study** **113**

Accounting .....	113
------------------	-----

Banking and Finance .....	116
---------------------------	-----

Economics.....	119
----------------	-----

Economic History .....	119
------------------------	-----

Econometrics.....	120
-------------------	-----

Economics.....	122
----------------	-----

Hospitality Management (School of Marketing) .....	125
--	-----

Industrial Relations and Organizational Behaviour .....	125
---	-----

Information Systems .....	131
---------------------------	-----

Japanese Studies .....	133
------------------------	-----

Legal Studies and Taxation .....	135
----------------------------------	-----

Marketing.....	137
----------------	-----

---

## **Conditions for the Award of Degrees** **139**

First Degrees.....	139
--------------------	-----

Higher Degrees.....	139
---------------------	-----

Doctor of Philosophy.....	142
---------------------------	-----

Master of Commerce (Honours).....	144
-----------------------------------	-----

Master of Commerce .....	146
--------------------------	-----

Graduate Diploma.....	147
-----------------------	-----

<b>Scholarships and Prizes</b>	<b>149</b>
<b>Scholarships</b> .....	<b>149</b>
Undergraduate .....	149
Graduate .....	151
<b>Prizes</b> .....	<b>154</b>
Undergraduate .....	154
Graduate .....	158



---

# Introduction

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

In reviewing its courses for 1995 the Faculty has placed a greater emphasis on student choice with the introduction of more flexible course structures.

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

There are separate admission quotas for the Bachelor of Commerce, Bachelor of Economics and the Bachelor of Commerce (Marketing and Hospitality Management). Students enrolled in the Faculty may apply at the end of each calendar year to transfer from one degree to the other. Students are encouraged to aim for excellence, to upgrade from the undergraduate pass level to Honours, and to continue on to postgraduate study.

At the graduate level, the Faculty offers the Master of Commerce and a Graduate Diploma in Commerce, both of which are directed towards the development of professional and management skills through study of the major disciplines of the Faculty. In addition, the Faculty has strong research training programs leading to either the Master of Commerce (Honours) or the Doctor of Philosophy.

The Faculty is continuing to review and redesign courses and subjects in the light of research, teaching experience, the practical needs of employers, and student feedback. This ensures that the education provided remains closely focused on meeting the needs of both students and employers. This aim is assisted by the substantial interaction between the community and the Faculty through its research centres - the Centre for Applied Economic Research, the Japanese Economic and Management Studies Centre, the Australian Centre for Management Accounting Development, the National Centre for Banking and Capital Markets, the Information Technology Research Centre, the Industrial Relations Research Centre, and its consulting and continuing education activities in both the public and private sectors.

R. A. Layton  
Dean



---

# Calendar of Dates

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

Session 1 commences on the Monday nearest 1 March.

## All Faculties (other than AGSM, Medicine and University College)

	1995	1996
<b>Session 1</b> (14 weeks)	27 February to 13 April 24 April to 9 June	4 March to 4 April 15 April to 14 June
<b>Mid-session recess</b>	14 April to 23 April	5 April to 14 April
<b>Study period</b>	10 June to 15 June	15 June to 20 June
<b>Examinations</b>	16 June to 4 July	21 June to 9 July
<b>Mid-year recess</b>	5 July to 23 July	10 July to 28 July
<b>Session 2</b> (14 weeks)	24 July to 22 September 3 October to 3 November	29 July to 27 September 8 October to 8 November
<b>Mid-session recess</b>	23 September to 2 October	28 September to 7 October
<b>Study period</b>	4 November to 9 November	9 November to 14 November
<b>Examinations</b>	10 November to 28 November	15 November to 3 December

---

## Important dates for 1995

### January

M	2	New Year's Day - Public Holiday
M	9	Medicine IV - Term 1 begins
M	16	Medicine V - Term 1 begins
Th	26	Australia Day - Public Holiday
T	31	Enrolment period begins for new undergraduate students and undergraduate students repeating first year.

### February

M	6	Re-enrolment period begins for second and later year undergraduate students and graduate students enrolled in formal courses. Students should consult the <i>Re-enrolling 1995</i> leaflets applicable to their courses for details.
M	13	Semester 1 begins - AGSM Open Learning Graduate Management Qualification program

M	20	Term 1 begins - AGSM MBA program - Year 1 classes Semester 1 begins - AGSM Open Learning Graduate Diploma in Management program Medicine VI - Term 2 begins
F	24	Last day for acceptance of enrolment by new and re-enrolling students (Late fee payable thereafter if enrolment approved)
M	27	Session 1 begins - all courses except Medicine IV, V, VI Term 1 begins - AGSM MBA program - Year 2 classes

### March

M	6	Session 1 begins - University College, ADFA
F	10	Last day applications are accepted from students to enrol in Session 1 or whole year subjects
Su	12	Medicine IV - Term 1 ends
M	13	Medicine IV - Term 2 begins
Su	19	Medicine V - Term 1 ends



M 27	Medicine V - Term 2 begins
F 31	Last day for students to discontinue without failure subjects which extend over Session 1 only HECS Census Date for Session 1

**April**

Su 9	Medicine VI - Term 2 ends
F 14	Good Friday - Public Holiday Mid-session recess begins
S 15	Easter Saturday - Public Holiday
M 17	Easter Monday - Public Holiday Medicine VI - Term 3 begins
Su 23	Medicine IV - Term 2 ends Mid-session recess ends
T 25	Anzac Day - Public Holiday

**May**

M 1	Medicine IV - Term 3 begins
F 5	Term 1 ends - AGSM MBA program - all classes
S 6	Mid-session recess begins - University College, ADFA
M 8	Examinations begin - AGSM MBA program - all classes
T 9	Publication of provisional timetable for June examinations
F 12	Examinations end - AGSM MBA program - all classes
S 13	Examination - AGSM Open Learning Graduate Diploma in Management program Last day for students to advise of examination clashes
W 17	Mid-session recess ends - University College, ADFA
Su 21	Medicine V - Term 2 ends
Su 28	Medicine VI - Term 3 ends Term 2 begins - AGSM MBA program - all classes
M 29	Medicine VI - Term 4 begins
T 30	Publication of timetable for June examinations

**June**

S 3	Examination - AGSM Open Learning Graduate Management Qualification program Semester 1 ends - AGSM Open Learning Graduate Management Qualification program
M 5	Medicine V - Term 3 begins
F 9	Session 1 ends Semester 1 ends - AGSM Open Learning Graduate Diploma in Management program Study recess begins
S 10	Medicine IV - Term 3 ends
Su 11	Queen's Birthday - Public Holiday
M 12	Medicine IV - Term 4 begins
T 13	College of Fine Arts assessment week begins
Th 15	Study recess ends
F 16	Examinations begin College of Fine Arts assessment week ends
F 23	Session 1 ends - University College, ADFA
S 24	Mid-year recess begins - University College, ADFA
M 26	Examinations begin - University College, ADFA

**July**

T 4	Examinations end
W 5	Mid-year recess begins
S 8	Examinations end - University College, ADFA
M 10	Semester 2 begins - AGSM Open Learning Graduate Diploma in Management program
M 17	Semester 2 begins - AGSM Open Learning Graduate Management Qualification program
F 21	Medicine VI - Term 4 ends
Su 23	Mid-year recess ends Mid-year recess ends - University College, ADFA
M 24	Session 2 begins - all courses except Medicine IV, V, VI
M 31	Session 2 begins - University College, ADFA Medicine VI - Term 5 begins

**August**

F 4	Last day applications are accepted from students to enrol in Session 2 subjects. Last day for students to discontinue without failure subjects which extend over the whole academic year
Su 6	Term 2 ends - AGSM MBA program - all classes Medicine IV - Term 4 ends Medicine V - Term 3 ends
M 7	Bank Holiday Examinations begin - AGSM MBA program - all classes
F 11	Examinations end - AGSM MBA program - all classes
M 14	Medicine IV - Term 5 begins Medicine V - Term 4 begins
M 28	Term 3 begins - AGSM MBA program - all classes
Th 31	Last day for students to discontinue without failure subjects which extend over Session 2 only HECS Census Date for Session 2

**September**

Su 10	Medicine VI - Term 5 ends
M 11	Medicine VI - Term 6 begins
S 23	Mid-session recess begins Mid-session recess begins - University College, ADFA
Su 24	Medicine IV - Term 5 ends
M 25	Medicine IV - Term 6 begins
F 29	Closing date for applications to the Universities Admission Centre

**October**

M 2	Labour Day - Public Holiday Mid-session recess ends Mid-session recess ends - University College, ADFA
T 3	Publication of provisional timetable for the November examinations
W 11	Last day for students to advise of examination clashes
S 14	Examinations - AGSM Open Learning Graduate Diploma in Management program
Su 15	Medicine V - Term 4 ends
Su 22	Medicine VI - Term 5 ends
T 24	Publication of timetable for November examinations
F 27	Session 2 ends - University College, ADFA
M 30	Examinations begin - University College, ADFA

**November**

F 3	Session 2 ends Term 3 ends - AGSM MBA program - all classes
S 4	Study recess begins Final Examination - AGSM Open Learning Graduate Management Qualification program Examination - AGSM Open Learning Graduate Diploma in Management program
Su 5	Semester 2 ends - AGSM Open Learning Graduate Management Qualification program and AGSM Open Learning Graduate Diploma in Management
M 6	Medicine IV - Term 6 ends Examinations begin - AGSM MBA program - all classes
Th 9	College of Fine Arts assessment week begins
F 10	Study recess ends Examinations begin Examinations end - AGSM MBA program - all classes
F 17	College of Fine Arts assessment week ends Examinations end - University College, ADFA
T 28	Examinations end

**December**

Th 21	Last day for acceptance of applications by the Admissions Section for transfer to another undergraduate course within the University
M 25	Christmas Day - Public Holiday
T 26	Boxing Day - Public Holiday

Comprises Schools of Accounting, Economics, Banking and Finance, Industrial Relations and Organizational Behaviour, Information Systems and Marketing; Department of Legal Studies and Taxation; Asian Studies Unit; Centre for Applied Economic Research; Industrial Relations Research Centre, and Japanese Economic and Management Studies Centre.

**Dean**

Professor R. A. Layton

**Presiding Member**

Professor J. Piggott

**Associate Dean (Academic Administration)**

Dr P. Luey

**Associate Dean (Development)**

William Peter Birkett, MEd Syd., FCPA

**Director of Community and Business Education**

David Leonard Clark, BEc PhD Syd.

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

Bruce Perrott, BCom MBA PhD UNSW

**Executive Officer**

Anthony Michael McNamara, BA Syd., FAIM

**Senior Administrative Officer**

Rene Calderon Garcia, BA Philippines

**Administrative Officer**

Robert Reid, BA Monash

**Administrative Assistants**

Trina Markandu, BCom UNSW

Sylvia Russell

Brigitte Sousa, BSc UNSW

---

## Programming Unit

**Computer Systems Officers**

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

Shahryar Razmafarooz, BA Webster, MCompSc, UNSW

Terry Rowlands, BSc Griff.

Jimmy Sadeli, BSc UNSW

**Director of Language Studies and Senior Lecturer**

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

**Senior Lecturer**

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

**Lecturers**

William Spencer Armour, MA DipEd Syd.

Yoshinori Sasaki, BA Osaka, MA Hawaii, PhD Ill.

Shizuko Schaefer, DipEd Meisei, Tokyo and Kobe Gakuin U.

Seong-Chul Shin, BA Sahmyook U., Seoul, MEd Yonsei U., Seoul, MA Macq.

**Associate Lecturers**

Yumiko Hashimoto, BA Meiji, Tokyo, MA UNSW

Sumiko Iida, BEd Osaka U. Ed, MA UNSW

Kazuo Okamoto, BA DipEd Musashino Women's U., Tokyo, MA Syd.

---

## Asian Studies Unit

**Associate Professor and Head of Unit**

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

Fusako Osho, BA *Jissen Women's U., Tokyo, MA Syd.*  
Kazuhiko Teruya, BA DipEd *Ryuky U., Okinawa*

**Administrative Assistant**  
Katherine Krilov, BSc *Macq.*

---

## Japanese Economic and Management Studies Centre

**Director**  
Associate Professor W. R. Purcell

**Deputy Director**  
Roger March

**Administrative Officer**  
Masako Ogawa, BA *WAT, BA Macq.*

---

## School of Accounting

**Professor of Accounting and Head of School**  
Kenneth Thomas Trotman, MCom PhD *UNSW, FCPA, FCA*

**Professors of Accounting**  
William Peter Birkett, MEc *Syd., FCPA*  
Wai Fong Chua, BA PhD *Sheff., CPA, ACA*  
Robert Graham Walker, BCom *UNSW, MEc PhD Syd., ACA*

**Associate Professors**  
Peter Faser Luckett, BA *Macq, PhD Syd, ASA*  
Malcolm Conrad Miller, MCom *UNSW, FCA, FCPA, FCIS, FCIM, FAIM*  
Roger Simmet, MEC *Monash, PhD UNSW, FCPA*

**Senior Lecturers**  
Brian Booth, BCom *Qld., MCom UNSW, FCPA, AAUQ*  
Graham Bradley, BEc *Syd., MCom PhD UNSW, FCPA*  
James Ernest Guthrie, BBus *R.M.I.T., GradDipAcct Deakin (WAF), GradDipEd(Tert) USQ, MBus Curtin, FCPA, ACA*  
Richard Donald Morris, BCom *Qld., MBA PhD UNSW, AAUQ(Prov), FCPA*  
Christopher Poullaos, MEc *Syd, PhD UNSW, FCPA*  
Baljit Kaur Sidhu, MCom *Otago, PhD Syd, ACA(NZ), FCPA*  
Graham George Sullivan, BCom *Auck., BA Syd., MBA UNSW, FCPA, FCA*

**Lecturers**  
Maria Barbera, MCom *UNSW, ASA*  
Lynn Barkess, BBus *N.R.C.A.E., DipEd Syd.C.A.E., MCom UNSW, CPA*  
Jane Alexa Baxter, BCom *W'gong., MCom UNSW, FCPA*  
Michael Leo Briers, BCom *Tas*  
Rodney Coyte, BCom *Melb, MCom UNSW, AACIS*  
Robert Mariusz Czernkowski, BCom *Tas., ASA*  
Wendy Joy Green, MCom *UNSW, CPA, ACA*  
Cameron Hooper, BAdmin *Griff, MCom UNSW*  
Janice Loftus, BBus *N.S.W.I.T., MCom UNSW*  
John Stanley Macmullen, BCom *UNSW, CPA*

Rosina Madenovic, MCom *UNSW, ASA*  
Peter John Roebuck, MCom *UNSW, ACA*  
Alfred Edward Fulton Rofe, BA *LLM Syd., BCom UNSW, FCPA, ACIS, ACIM, ASIA*  
Axel Klaus-Dieter Schulz, MCom *UNSW*

**Associate Lecturers**  
Maria Cadiz, BSc (BusAdmin) *Philippines, MCom UNSW*  
Shirley Carlton, MCom *UNSW, ACA*  
Christopher Davis, BCom *UNSW*  
Magda Marie Ghali, BCom *UNSW, ASA*  
Roger Gibson  
Isabel Jeannette Gordon, MCom *UNSW, ACA*  
Noel Handing, BCom *Macq.*  
Michael John Legg, BCom *UNSW*  
Nonna Martinov, BA *Tas, BBus Kur-ring-gai C.A.E., ACA*  
Robyn Moroney, BEc *La Trobe, MCom Melb.*  
Weng Ming Siow, BEc *Monash, MCom UNSW, ACA, CPA*  
Monte Wynder, BCom *Qld., BBus U.S.Q.*

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

**Administrative Officer**  
Colin Withers, BA *UNSW*

---

## School of Banking and Finance

**Professor of Finance and Head of School**  
Ian Gayford Sharpe, BS *S.III., MA PhD Stan., AAIB(Snr)*

**Senior Lecturers**  
Thomas Christopher Harris, BA *Camb., LLM Harv., PhD UCLA*  
Fariborz Moshirian, BA *Tas., MEc PhD Monash, DipEc N.E.*  
Anthony James Sheraz Naughton, MBA *Brad.*  
Gabriel Nott, BE BSc *Syd., DipENA(FinEcon) Paris, MBA PhD UNSW, FCPA, ASIA*  
Toan My Pham, BEc *Tas., MCom UNSW*  
Ah Boon Sim, BA MA PhD *Concordia*  
Tommy Stamland, Sæ *Norway, MS Berkeley*  
David Thurston, BS *Colorado, MS PhD Arizona*  
Jian-Xin Wang, BS *Tsinghua, MA Kansas, PhD Northwestern*

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

**Associate Lecturers**  
James Bartle, MCom *UNSW*  
Lucie Marie Leonie Ghosh, BSc *Rotterdam, MCom DipEd UNSW*  
Gregory Herder, MSc(Eng) *Witw., LLM Syd., MBA UNSW, ASA, ASIA*

**Computer Systems Officer**  
Philip Sze, BSc *Lond., MSc H.K., MScIS H.K.Poly.*

**Administrative Assistant**  
Inge Mayne



---

## School of Economics

### Professor of Econometrics and Head of School

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

### Professor of Statistics

Nanak Chand Kakwani, MA PhD *Delhi*, FASSA

### Professors of Economics

Ross David Milbourne, MCom *UNSW*, PhD *Calif.*

John Piggott, BA *Syd.*, MSc PhD *Lon.*

### Visiting Professors of Economics

Murray Chivers Kemp, BCom MA *Melb.*, PhD *Johns H.*

John Warwick Neville, BA *W.Aust.*, MAPHD *Calif.*, Hon. DSc *UNSW*, FASSA

### Executive Assistant to Head of School

David Meredith

### Computer Systems Officer

Nadia Blum, BEC *Bratislava*

### Administrative Assistants

Blanka Kosak

Sue Nelson

---

## Department of Econometrics

### Senior Lecturer and Head of Department

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

### Associate Professors

Anthony David Owen, BA *Leic.*, MA PhD *Kent*, FSS

Eric Richard Sowe, BEC *Syd.*, BSc PhD *UNSW*, MSc *Lon.*

### Senior Lecturers

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

### Lecturers

John Raymond Ablett, BCom *UNSW*, MA *Brussels*

Lance Alexander Fisher, BA *Macq.*, MCom *UNSW*, PhD *Minn.*

Kevin Fox, MCom *Cant.*, MA *Brit.Col.*

Alan Tze-kin Wan, BEC *Syd.*, MCom, PhD *Cant.*

### Associate Lecturers

Kyriacos Mavrolefteros, BCom *UNSW*

Judith Frances Watson, BCom *UNSW*

Louis Yeung, BSc *Makerere, MA Manc.*, Cert HE, *UNSW*

---

## Department of Economic History

### Senior Lecturer and Head of Department

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

### Associate Professor

Ian Clifford Inkster, BA *E.Anglia*, PhD *Sheff.*, FRHistS

### Senior Lecturers

David Leonard Clark, BEC PhD *Syd.*

David Meredith, BA PhD *Exe.*

John Albert Perkins, BScEcon *Hull*, PhD *UNSW*

---

## Department of Economics

### Senior Lecturer and Head of Department

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

### Associate Professors

Robert Maxwell Conlon, MCom PhD *UNSW*

Geoffrey Harold Kingston, BA PhD *A.N.U.*

Behara Bhaskara Rao, BA *And.*, MA *Ban.*, BSc(Econ) *Lon.*, PhD *UNSW*

### Senior Lecturers

Christian Marie Alauze, BAgSci MAgSci *Melb.*, MA PhD *Wisc.*

David Ross Chapman, BA *N.E.*, MA *Essex*

Geoffrey Francis Fishburn, BA PhD *UNSW*

Peter Robert Thomas Kriesler, BEC MEd *Syd.*, PhD *Cant.*

Paul Luey, BA *H.K.*, PhD *Edin.*

Mehdi Siamak Monadjemi, BS *Utah*, MS PhD *Ill.*

Trevor Robert Stegman, BCom PhD *UNSW*

Truong Phouc Truong, BE *W.Aust.*, MA MEngSc *Syd.*, PhD *Macq.*

Neil Alastair Warren, BCom PhD *UNSW*

Geoffrey Herbert Waugh, BSc *Syd.*, MCom PhD *UNSW*

### Lecturers

Mark Andrew Crosby, BEC *Adel.*, MA PhD *Queens*

Joshua Samuel Gans, BEC *Q'ld.*

Diane Susan Enahoro, MCom *UNSW*, DipEd *Syd.*

Craig Farrell Freedman, BA *St Johns*, MBA *Calif.*, MA PhD *Mass.*

Andrew Chi Kuen Lo, BA *Melb.*, MA *UNSW*

Julian Ronald Arthur Manning, MA *Cant.* and *Rochester*, PhD *Rochester*

Glen Otto, BA *Qld.*, MA *A.N.U.*, PhD *Queens*

Robin Ellen Stonecash, BA *Swarthmore*, MS *Wis.*, PhD *UNSW*

Graham Voss, BA *Vic.Br.Col.*, MA *McM.*, PhD *Queens*

Jianguo Wang, BA *Wuhan*, MBA *Leuven*, MPhil *Hong Kong*, PhD *Monash*

### Associate Lecturer

Craig Cooper, BEC *Tas.*

---

## Centre for Applied Economic Research

### Director

Associate Professor A. D. Owen

### Chair

Professor J.W. Nevile

### Research Officers

Mr K. Chowdhury

Mr D. A. Troedson

## School of Industrial Relations and Organizational Behaviour

### Professor and Head of School

Michael Quinlan, BEc Syd., PhD Syd.

### Associate Professor

Braham Dabscheck, MEc Monash

### Senior Lecturers

Allan Bordow, BS Wis., MA Columbia, PhD Colorado State

Anthony Francis Donovan, MA PhD N.U.I.

John Mathews, MSc PhD Lond.

### Lecturers

Bradon Ellem, BA S'lon, MA Warw., PhD W'gong.

Ian Hampson, BA Victoria, MA Macq.

John Holt, BA CUC, BSc (Psych) N'cle. (N.S.W.)

David Morgan, BA Flind.

John Shields, BA A.N.U., PhD Syd

Lucy Taksa, BA UNSW, PhD UNSW

Christopher Wright, BEc PhD Syd.

### Associate Lecturers

Dianne Fieldes, BA A.N.U. DipEd Syd.

Suzanne Hammond, BA LaT.

Michael O'Donnell, BA Dublin, MA PCL

Colin Freeman, BSc Adel., MSc Sheff., AALA, MIntSc  
Rodger Jamieson, MCom UNSW, ACA, MACS, CISA,  
MAIRM

Graham Cedric Low, BE PhD Qld., MChemE

### Lecturers

John D'Ambra, BBus U.T.S., MCom UNSW, MACS

Mike Berry, BBus U.T.S.

Ben Cheng, BSc MCom UNSW, AACs

Geoffrey Dick, BBus U.S.Q., MCom UNSW, FCPA, AACs

Hugo Rehenaar, BA Syd., MCom UNSW, MACS, AIMM

Gregory Marshall Stephens, MCom UNSW, ASA, CISA,  
AIMM

Richard Webby, BCom PhD UNSW

### Associate Lecturers

Mehila Handzic, MSc Sarajevo

Peter Parkin, MSc, MA Massey

Christine Van Toorn, BCom UNSW, ASA, CISA, EDPA

### Administrative Assistant

Millie Mark, BEc Monash

### Computer Systems Officers

Mary Ackerman, BCom UNSW, GradDip Dp N.C.A.E.

Terry Rowlands, BSc Griff.

## Industrial Relations Research Centre

### Director

John Mathews

### Honorary Visiting Professor

G. W. Ford

### Research Associates

Professor Michael Quinlan

Dr B. Ellem

Dr B. Hesketh

Dr J. Mathews

Dr L. Taksa

Ms S. Hammond

## School of Marketing

### Associate Professor and Head of School

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

### Professor of Marketing

Roger Alexander Layton, MEc Syd., FAIM

### Senior Lecturers

Margaret Craig-Lees, BA(Com) U.T.S., MA UNSW, PhD  
UNSW

Michael Simons, LLB Melb., MA Macq., GradDipEd U.T.S.,

FCIA, ATRIF, Barrister

David Turner, BArch Syd., FRAIA

### Lecturers

Marion Burford, BSc Syd., MCom UNSW

Richard Carter, BCom Guelph, MBA Melb.

Michael Edwardson, DipHotelMgt Tas., BA(Psych) Grad-

DipAppPsych Chisholm I.T., MA(Psych) Melb., MAPS

Lynne Freeman, MAME Lanc., DipAm. I.M., DipMr

M.R.S.(U.K.), MIM, MMRS

Paul Henry, BBus U.T.S., M.CogSc UNSW

Robert Maclean Hall, BA N'cle.(N.S.W.), PhD Macq.

Roger St George March, BA DipEd Syd.

Julie Morgan, MCom UNSW

Bruce Perrott, BCom MBA PhD UNSW

### Associate Lecturers

Mary Caldwell, BCom UNSW

Andrew Catsaras, MCom UNSW

Julie Hargreaves, BE W'gong., GradDip(Bus) Edith Cowan

Lesley Knight, MCom UNSW

Alistair Marshall, MA Well.

Cathi McMullen, BCom UNSW

### Administrative Officer

Nadia Withers, BA UNSW

## School of Information Systems

### Associate Professor and Head of School

Robert Hugh Edmundson, MCom PhD UNSW

### Professors of Information Systems

David Ross Jeffery, BCom Qld., MCom PhD UNSW

Michael John Lawrence, BSc BE Syd., MS PhD Calif.

### Associate Professor

Marcus John O'Connor, MCom PhD UNSW, MACS

### Senior Lecturers

Steve Elliot, BA Syd., MAppSci U.T.S., PhD Warw., MACS,

MBCS

---

## Department of Legal Studies and Taxation

### Associate Professor and Head of Department

Andrew Llewellyn Terry, LL.M. *Cant.*

### Professor of Accounting

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

### Senior Lecturers

Peter Desmond Giugni, LL.M. *Syd.*, MScSoc *UNSW*

Albert William Lacey, AM, LL.B. *Syd.*, PhD *Lond.*, MBSC

Christopher John Taylor, BA LL.M. *Syd.*

### Lecturers

Cyril William Butcher, LL.B. *Well.*, LL.M. *Syd.*

Bruce Davidson Gordon, BA *Oregon State*, LL.B. *UNSW*

Phillippa Claire Wearne, BJur LL.B. *Monash*, LL.M. *Syd.*

Frank Zumbo, BCom *UNSW*, LL.B. *Syd.*

### Associate Lecturers

Denise Haddrill, BCom LL.B. *UNSW*

Anne Margaret McNaughton, BA *N'cle.(N.S.W.)*, LL.B. *UNSW*, LL.M. *Tueb. Germ.*

Anthony Paul Smyth, BA LL.B. *Tas.* LL.M. *Syd.*





---

# Handbook Guide

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

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

## Information Key

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

---

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

---

## Prefixes

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

---

Prefix	Organizational Unit	Faculty/Board
ACCT	School of Accounting	Commerce & Economics
COMP	School of Computer Science & Engineering	Engineering
ECOH	Department of Economic History	Commerce & Economics
ECON	School of Economics, Departments of Econometrics and Economics	Commerce & Economics
FINS	School of Banking & Finance	Commerce & Economics
GENS	Centre for Liberal & General Studies	
GERS	Department of German and Russian Studies	Arts & Social Sciences
HOSP	School of Marketing	Commerce & Economics

Prefix	Organizational Unit	Faculty/Board
INFS	School of Information Systems	Commerce & Economics
IROB	School of Industrial Relations & Organizational Behaviour	Commerce & Economics
JAPN	Asian Studies Unit	Commerce & Economics
KORE	Asian Studies Unit	Commerce & Economics
LAWS	School of Law	Law
LEGT	Department of Legal Studies & Taxation	Commerce & Economics
MARK	School of Marketing	Commerce & Economics
MATH	School of Mathematics	Science
PSYC	School of Psychology	Biological & Behavioural Sciences
REGS	Division of the Registrar & Deputy Principal	

---

## Some People Who Can Help You

If you require advice about enrolment, degree requirements, progression within courses or any other general matters, contact The Faculty of Commerce and Economics Students Centre, Ground Floor, John Goodsell Building: telephone (02) 385 3189, fax (02) 3137767. The Students Centre is generally staffed between 9am and 7pm Monday to Thursday, and Friday between 9am and 5pm.

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

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

---

## Higher School Certificate Prerequisites

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

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

---

## Faculty of Commerce and Economics Enrolment Procedures

Interested applicants to the Faculty of Commerce and Economics should contact the Faculty of Commerce and

Economics Students Centre or Undergraduate or Postgraduate Admissions.

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

All re-enrolling students will be sent a booklet providing detailed information on enrolment procedures, fees, non-award enrolment, late enrolment, and enrolment timetables by Faculty and course. This booklet is distributed by the Student Information and Systems Office. Additional copies will be available from the Faculty of Commerce and Economics Students Centre and the Student Centre, lower ground floor of the Chancellery.

All re-enrolling undergraduate students of the faculty must also collect a re-enrolment package from the Faculty of Commerce and Economics Students Centre in November of each year. The preliminary (pre-) enrolment form must be returned by December 23. This will assist the Faculty in ensuring students are correctly and speedily enrolled for the new academic year at enrolment time in February.

---

## Subject Timetables

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

---

## Examinations

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

## Supplementary Examinations

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

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

## Use of Calculators

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

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

---

## Faculty of Commerce and Economics Library Facilities

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

### The Social Sciences and Humanities Library

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

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

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

Social Sciences and Humanities Librarian: Pam O'Brien

## Undergraduate Services

Open Reserve houses items set as required course reading. Closed Reserve houses copies of journal articles and some University lecture tapes. Items in Reserve may only be used for restricted periods of time. Open and Closed Reserve are on Level 2 of the main Library.

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

Orientation tours are held at the beginning of the year to help people find their way around the Library. Times of tours are advertised in Tharunka and on noticeboards at the front of the Library.

## The Law Library

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

Law Librarian: Jackie Patrick

## Faculty of Commerce and Economics Library/Reading Room

Officer-in-charge: Vacant

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

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

Out of session the hours are 9 am to 5 pm. The reading room is closed each day between 12.30 - 1.30 pm.

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

---

## General Education Requirement

The University requires all undergraduate students to undertake a structured program in General Education as an integral part of studies for their degree.

Among its objectives, the General Education program provides the opportunity for students to address some of the key questions they will face as individuals, citizens and professionals.

There are differing requirements for general education for students commencing before, in, and after 1988. Students must complete a program of general education in accordance with the requirements in effect when they commenced

their degree program. Students should consult the appropriate course authority or the Centre for Liberal and General Studies in Morven Brown Building, Room LG50.

The program requires students to undertake studies in three categories of the program: The key questions addressed by the Program are:

**Category A: The External Context:** An introduction in non-specialist terms to an understanding of the environments in which humans function.

*Course Requirements: 56 hours*

1. Australia and the Development of the World Economy. How do we, can we, generate wealth?
2. Human Inequality. How can we, ought we, distribute wealth, status and power?
3. Science and Civilization. What steps should we take, and what policies should we adopt, in science and technology?
4. Ecosystems, Technology and Human Habitation. What effects do our wealth generating and techno-scientific activities have on the environment?
5. Mass Media and Communication. What are the effects of the new mass media of communication?
6. Australian Society and Culture. What are the key social and cultural influences on Australia today?

**Category B: The Internal Context of Assumptions and Values:** An introduction to, and a critical reflection upon, the cultural bases of knowledge, belief, language, identity and purpose.

*Course Requirements: 56 hours*

1. The Self and Society. How do we define ourselves in relation to the larger human community?
2. Changing Conceptions of Human Nature and Well-Being. How do our conceptions of human nature and well being influence both individual and social behaviour?
3. The Pursuit of Human Rationality. What are the prevailing conceptions of and challenges to human rationality?
4. The Use of Language, Images and Symbols. How do language, images and symbols function as means and media of communication?
5. The Computer: Its Impact, Significance and Uses. What is the impact of the computer on human society and culture?
6. Beliefs, Values and the Search for Meaning. Which systems of belief and configurations of values are most conducive to the survival and enhancement of the human species and the planet earth?

**Category C: An introduction to the design and responsible management of the human and planetary future:** An introduction to the systems over which human beings exercise some influence and control. This category is required only of students in four-year professional and honours programs.

The central question to be addressed by students in a systematic and formal way is: For what purpose or purposes will I use my intellectual skills, my expertise, or my technological prowess?

Will these abilities be used, for example:

- in a creative and innovative way?
- to widen the circle of human participation in the benefits they bring?

- to break down the barriers of exclusion and discrimination?
- to enhance the prospects for survival of the human species?
- to enhance the capacity of the planet earth to sustain life?

In the Faculty of Commerce and Economics the Category C requirement is satisfied by discussion of these questions within core subjects of each School.

---

## Students With Disabilities

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

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

A Resource Guide for students and staff with disabilities and a map showing wheelchair access is available from the Advisor to students with Disabilities, the EEO Unit, the Library and the Student Guild.

It is advisable to contact the Adviser to Students with Disabilities during the enrolment period, to discuss any special needs you may have.

The Adviser can be contacted on 385 5418 or at Student Services, in the East wing of the Quadrangle Building.

---

## Equal Opportunity in Education Policy Statement

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

### University Commitment to Equal Opportunity in Education

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

### Special Admissions Schemes

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

### Support of Disadvantaged Students

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

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

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

### Equal Opportunity Adviser Scheme

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

### Harassment Policy

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

---

## Student Clubs and Societies

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

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

### Accounting Students' Register

The Australian Society of CPAs enables all accounting students to be affiliated to Australia's largest professional accounting body through the ASR. Membership of the ASR

offers many services including: access to one of the best accounting libraries in Australia; discount on purchase price of the Members Handbook, which contains the Australian Accounting Standards (a required text); subscription to the Society journal, *The Australian Accountant*; and access to seminars and courses organized by the Society.

For further information and application forms for the Accounting Students' Register, contact the Education Officer, Australian Society of CPAs, P.O. Box Q290, Queen Victoria Building, Sydney, NSW 2000 or phone (02) 262 6200; or the Society's Liaison Officer on Campus, Ms Lynn Barkess, School of Accounting, Quadrangle 3124, Telephone (02) 385 5813.

## AIIESEC

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

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

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

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

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

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

### AIIESEC

Student Guild

The University of New South Wales  
Sydney 2052 Australia

or in our office, Room 2050, Quadrangle Building  
telephone 385-5893 or fax 385-5796.

## Banking Students' Register

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

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

Application forms for student membership can be obtained from the Office of the School of Banking and Finance.

## Business Students Association

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

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

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

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

For further information please write to:

Business Students Association  
Student Guild  
The University of New South Wales  
Sydney 2052 Australia

## The Economic Society of Australia

Students are eligible for membership of the Economic Society of Australia at a concessional rate through the New South Wales Branch. The Branch's financial year commences on 1st April and the student subscription rate is \$20 per annum compared with a full subscription rate of \$60 per annum. This concession applies to full-time students. Application for membership forms are available from the School of Economics office and require the attestation of a University staff member. Membership forms and information about the Society are also available from: The Hon Secretary, The Economic Society of Australia (NSW Branch), PO Box 211, Mosman, NSW 2088.

Members receive the Society's journals, *The Economic Record* and *Economic Papers*. They may also subscribe at concessional rates to *The Australian Quarterly*. Meetings are held each month. The Branch holds functions at which current economic topics are discussed.

## The Industrial Relations Society of New South Wales

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

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

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

affiliated to the International Industrial Relations Association.

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

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

Membership fees are payable each financial year and for the 1994/1995 financial year are \$26 for bona fide full-time students and \$50 for ordinary membership. The precise fee is available on the application form for membership. Enquiries should be addressed to:

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

## The University of New South Wales Japan Society

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

The main aims of the Society are to:

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

Activities are held regularly and are advertised on the Asian Studies noticeboard, Level 1 Quadrangle Building.

For further information, please contact:

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

## Market Research Society of Australia NSW Division

Market research is the systematic collection and objective recording, classification, analysis and presentation of data concerning the behaviour, needs, attitudes, opinions, motivations, etc. of individuals and organizations (commercial enterprises, public bodies, etc.) within the context of their economic, social, political and everyday activities. It includes social research, insofar as this uses similar approaches and techniques in its study of issues and problems not directly connected with the marketing of goods and services. It also includes industrial marketing



research and desk research, especially where these are concerned with the acquisition of original data from the field and not simply the secondary analysis of already available data.

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

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

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

Membership fees are: \$25 joining fee, Full \$185, Associate \$185, Student \$75. Address: Market Research Society of Australia Ltd, NSW Div, PO Box 697, North Sydney, NSW 2059 (Telephone (02) 955 4830, fax (02) 955 5746). Enquiries from prospective members or visitors are welcomed, as are those from students or graduates interested in marketing research or marketing careers.

### The University of New South Wales Marketing Society

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

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

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

For further information contact:

The School of Marketing Office, 3rd Floor, John Goodsell Building.

### The Marketing Graduates Association

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

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

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

For membership enquiries and fees please contact:

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

or by writing to:

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

### Statistical Society of Australia: New South Wales branch

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

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

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

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

Requests for further information and for Application for Membership forms should be sent to the Honorary Secretary, Jennifer Kelly, AGB Mc Nair, PO Box 507, North Sydney, NSW 2059, telephone (02) 911 7312, facsimile (02) 959 4947.

# Schools, Departments and Teaching Units

The Faculty of Commerce and Economics includes the Schools of Accounting, Banking and Finance, Economics, Industrial Relations and Organizational Behaviour, Information Systems, Marketing, the Department of Legal Studies and Taxation and the Asian Studies Unit.

## School of Accounting

### Head of School

Professor K. T. Trotman

### Administrative Officer

Colin Withers

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

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

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

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

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

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

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

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

### Year 1

#### Session 1

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

#### Session 2

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

### Year 2

#### Session 1

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

#### Session 2

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

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

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

**Session 2**

ACCT3583	Accounting and Financial Management 3B
ACCT3708	Auditing
	Option
	Option

Two options must satisfy the General Education Requirement. The other options are normally taken from subjects offered by the Faculty of Commerce and Economics.

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

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

---

## Asian Studies Unit

**Head of Unit**

Associate Professor W. R. Purcell

**Administrative Assistant**

Katherine Krilov

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

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

within the BCom program. Students in the BCom and BEc programs are able to include Korean language as a minor sequence within their degree studies.

---

## School of Banking and Finance

**Head of School**

Professor I. G. Sharpe

**Administrative Assistant**

Inge Mayne

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

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

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

---

## School of Economics

**Head of School**

Professor R. A. Bewley

**Executive Assistant to Head of School**

Dr. David Meredith

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

The School undertakes the majority of teaching in the Bachelor of Economics degree, and an important part of the Bachelor of Commerce core. The study of economics, as part of the BCom degree, has built up a reputation of combining an excellent academic standard with practicality and flexibility. Our offerings in the BCom give students the upmost amount of choice so they can select options that complement their career paths. Students can proceed with

a minor or single major in business economics, business statistics or economic history, or they may combine two of these as a double major or any one with other disciplines of the faculty as a double major.

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

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

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

---

## School of Industrial Relations and Organizational Behaviour

### Head of School

Professor Michael Quinlan

### Administrative Assistant

Terry O'Callaghan

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

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

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

The specialization in human resource management provides a strong grounding in the policies and processes involved in managing people. These policies are increasingly being influenced by corporate strategy and business

plans and are often seen as the key to enhancing organizational productivity. However, for these policies to be effective, it is essential to understand the way the dynamics within organizations influence the way policies are implemented. It is also imperative to understand how the legislative, social and political constraints affect the way these policies are developed and operate in practice.

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

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

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

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

---

## School of Information Systems

### Head of School

Associate Professor R. H. Edmundson

### Administrative Assistant

Millie Mark

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

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

## Department of Legal Studies and Taxation

### Head of Department

Associate Professor A.L. Terry

The role of the Department of Legal Studies and Taxation is to provide legal training for commerce and economics students so that they are aware of the complicated legal problems which may arise in commercial transactions. The courses provide information to enable students to comprehend the methodology of the legal system and in particular the rationale behind individual rules of law.

It is a long-standing aim of the Department to concentrate on the wide range of legal problems which usually arise in commerce, and courses are designed to equip students with basic skills in providing solutions. Considerable time is devoted to the law of taxation and the constantly changing scene in that topic. While the Department does not aim to turn out trained lawyers, its goal is to alert students to the legal complications they will face in their professional lives.

## School of Marketing

### Head of School

Associate Professor G. Holmes

### Administrative Officer

Nadia Withers

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

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

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

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

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

careers in major hotels and resorts, both in general management as well as in marketing.

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

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

### The Australian Society of CPAs

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

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

Pass acceptable examinations in auditing, Australian business law and Australian income taxation, or  
Pass a coherent group or sequence of subjects in one of the following disciplines:

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

Students are advised to confirm membership requirements with the Society.

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

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

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

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

### The Institute of Chartered Accountants in Australia

Graduates who have completed the Bachelor of Commerce degree course are eligible under the Institute's new admission requirements to enter the 'Professional Year' leading

to membership, provided they have included in their course the following subjects:

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

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

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

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

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

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

To satisfy the educational criteria, an applicant must:

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

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

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

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

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

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

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

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

### **The Australian Computer Society**

The Australian Computer Society recognises that students who have completed the requirements for the award of the Bachelor of Commerce degree have achieved the standard of knowledge required for Level 1 entry to membership if they have included in their course any six (6) subjects from INFS1602 Computer Information Systems 1, INFS2603 Systems Analysis and Design, INFS3605 Software Engineering, INFS2607 Business Data Network, INFS3608 Advanced Database Systems, INFS3611 Advanced Analysis and Design, INFS4805 Information Systems Auditing. In addition the Society recognises that students who have successfully completed any four or five of the above subjects have achieved the standard required for Level 2 entry to membership and successful completion of any three subjects from the above list for Level 3 entry.

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

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

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

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

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

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

### The Australian Institute of Bankers

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

1. Any BCom or BEc degree which includes the following subjects in the study program:

FINS2613	Business Finance
FINS3630	Bank Financial Management
FINS3634	Lending and Liquidity Management
IROB2719	Management of Organizations 1
LEGT7761	Law of Finance and Securities
MARK2012	Marketing Fundamentals

or

2. The Master of Commerce Degree in Banking.

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

### The Financial Planning Association of Australia

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

FINS3631	Risk and Insurance
and	
LEGT7751	Taxation Law

# Course Outlines

## Undergraduate Study

### Undergraduate Courses Offered in 1995

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

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

#### BCom Course Code 3502

Program Code	Major	Program Code	Major
1000	Accounting	1412	Accounting and Human Resource Management (Honours in Human Resource Management)
1010	Accounting (Honours)	1401	Accounting and Industrial Relations
1090	Accounting Co-operative Program (Pass)	1413	Accounting and Industrial Relations (Honours in Accounting)
1200	Accounting and Business Economics	1414	Accounting and Industrial Relations (Honours in Industrial Relations)
1211	Accounting and Business Economics (Honours in Accounting)	1500	Accounting and Information Systems
1201	Accounting and Business Statistics	1511	Accounting and Information Systems (Honours in Accounting)
1213	Accounting and Business Statistics (Honours in Accounting)	1512	Accounting and Information Systems (Honours in Information Systems)
1700	Accounting and Commercial Legal Studies	1800	Accounting and Japanese Studies
1711	Accounting and Commercial Legal Studies (Honours in Accounting)	1811	Accounting and Japanese Studies (Honours in Accounting)
1202	Accounting and Economic History	1812	Accounting and Japanese Studies (Honours in Japanese Studies)
1216	Accounting and Economic History (Honours in Accounting)	1840	Accounting and Advanced Japanese Studies
1300	Accounting and Finance	1861	Accounting and Advanced Japanese Studies (Honours in Accounting)
1311	Accounting and Finance (Honours in Accounting)	1862	Accounting and Advanced Japanese Studies (Honours in Advanced Japanese)
1312	Accounting and Finance (Honours in Finance)	1600	Accounting and Marketing
1390	Accounting and Finance Co-operative Program (Pass)	1611	Accounting and Marketing (Honours in Accounting)
1400	Accounting and Human Resource Management	1612	Accounting and Marketing (Honours in Marketing)
1411	Accounting and Human Resource Management (Honours in Accounting)	2000	Business Economics
		2100	Business Economics and Accounting
		2112	Business Economics and Accounting (Honours in Accounting)
		2200	Business Economics and Business Statistics
		2700	Business Economics and Commercial Legal Studies
		2201	Business Economics and Economic History



<b>Program Code</b>	<b>Major</b>	<b>Program Code</b>	<b>Major</b>
2300	Business Economics and Finance	2601	Business Statistics and Marketing
2312	Business Economics and Finance (Honours in Finance)	2614	Business Statistics and Marketing (Honours in Marketing)
2400	Business Economics and Human Resource Management	2002	Economic History
2411	Business Economics and Human Resource Management (Honours in Human Resource Management)	2102	Economic History and Accounting
2401	Business Economics and Industrial Relations	2119	Economic History and Accounting (Honours in Accounting)
2414	Business Economics and Industrial Relations (Honours in Industrial Relations)	2702	Economic History and Commercial Legal Studies
2500	Business Economics and Information Systems	2302	Economic History and Finance
2512	Business Economics and Information Systems (Honours in Information Systems)	2319	Economic History and Finance (Honours in Finance)
2800	Business Economics and Japanese Studies	2404	Economic History and Human Resource Management
2812	Business Economics and Japanese Studies (Honours in Japanese Studies)	2413	Economic History and Human Resource Management (Honours in Human Resource Management)
2840	Business Economics and Advanced Japanese Studies	2405	Economic History and Industrial Relations
2862	Business Economics and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	2416	Economic History and Industrial Relations (Honours in Industrial Relations)
2600	Business Economics and Marketing	2502	Economic History and Information Systems
2612	Business Economics and Marketing (Honours in Marketing)	2519	Economic History and Information Systems (Honours in Information Systems)
2001	Business Statistics	2802	Economic History and Japanese Studies
2101	Business Statistics and Accounting	2819	Economic History and Japanese Studies (Honours in Japanese Studies)
2114	Business Statistics and Accounting (Honours in Accounting)	2842	Economic History and Advanced Japanese Studies
2701	Business Statistics and Commercial Legal Studies	2869	Economic History and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
2202	Business Statistics and Economic History	2602	Economic History and Marketing
2301	Business Statistics and Finance	2619	Economic History and Marketing (Honours in Marketing)
2314	Business Statistics and Finance (Honours in Finance)	3000	Finance
2402	Business Statistics and Human Resource Management	3010	Finance (Honours)
2412	Business Statistics and Human Resource Management (Honours in Human Resource Management)	3100	Finance and Accounting
2403	Business Statistics and Industrial Relations	3111	Finance and Accounting (Honours in Finance)
2415	Business Statistics and Industrial Relations (Honours in Industrial Relations)	3112	Finance and Accounting (Honours in Accounting)
2501	Business Statistics and Information Systems	3200	Finance and Business Economics
2514	Business Statistics and Information Systems (Honours in Information Systems)	3211	Finance and Business Economics (Honours in Finance)
2801	Business Statistics and Japanese Studies	3201	Finance and Business Statistics
2814	Business Statistics and Japanese Studies (Honours in Japanese Studies)	3213	Finance and Business Statistics (Honours in Finance)
2841	Business Statistics and Advanced Japanese Studies	3700	Finance and Commercial Legal studies
2864	Business Statistics and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	3711	Finance and Commercial Legal Studies (Honours in Finance)
		3202	Finance and Economic History
		3216	Finance and Economic History (Honours in Finance)
		3400	Finance and Human Resource Management
		3411	Finance and Human Resource Management (Honours in Finance)
		3412	Finance and Human Resource Management (Honours in Human Resource Management)
		3401	Finance and Industrial Relations

Program Code	Major	Program Code	Major
3413	Finance and Industrial Relations (Honours in Finance)	4400	Human Resource Management and Industrial Relations
3414	Finance and Industrial Relations (Honours in Industrial Relations)	4411	Human Resource Management and Industrial Relations (Honours in Human Resource Management)
3500	Finance and Information Systems	4412	Human Resource Management and Industrial Relations (Honours in Industrial Relations)
3511	Finance and Information Systems (Honours in Finance)	4500	Human Resource Management and Information Systems
3512	Finance and Information Systems (Honours in Information Systems)	4511	Human Resource Management and Information Systems (Honours in Human Resource Management)
3800	Finance and Japanese Studies	4512	Human Resource Management and Information Systems (Honours in Information Systems)
3811	Finance and Japanese Studies (Honours in Finance)	4800	Human Resource Management and Japanese Studies
3812	Finance and Japanese Studies (Honours in Japanese Studies)	4811	Human Resource Management and Japanese Studies (Honours in Human Resource Management)
3840	Finance and Advanced Japanese Studies	4812	Human Resource Management and Japanese Studies (Honours in Japanese Studies)
3861	Finance and Advanced Japanese Studies (Honours in Finance)	4840	Human Resource Management and Advanced Japanese Studies
3862	Finance and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	4861	Human Resource Management and Advanced Japanese Studies (Honours in Human Resource Management)
3600	Finance and Marketing	4862	Human Resource Management and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
3611	Finance and Marketing (Honours in Finance)	4600	Human Resource Management and Marketing
3612	Finance and Marketing (Honours in Marketing)	4611	Human Resource Management and Marketing (Honours in Human Resource Management)
4000	Human Resource Management	4612	Human Resource Management and Marketing (Honours in Marketing)
4010	Human Resource Management (Honours)	4001	Industrial Relations
4100	Human Resource Management and Accounting	4015	Industrial Relations (Honours)
4111	Human Resource Management and Accounting (Honours in Human Resource Management)	4101	Industrial Relations and Accounting
4112	Human Resource Management and Accounting (Honours in Accounting)	4113	Industrial Relations and Accounting (Honours in Industrial Relations)
4200	Human Resource Management and Business Economics	4114	Industrial Relations and Accounting (Honours in Accounting)
4211	Human Resource Management and Business Economics (Honours in Human Resource Management)	4203	Industrial Relations and Business Economics
4201	Human Resource Management and Business Statistics	4212	Industrial Relations and Business Economics (Honours in Industrial Relations)
4213	Human Resource Management and Business Statistics (Honours in Human Resource Management)	4204	Industrial Relations and Business Statistics
4700	Human Resource Management and Commercial Legal Studies	4214	Industrial Relations and Business Statistics (Honours in Industrial Relations)
4711	Human Resource Management and Commercial Legal Studies (Honours in Human Resource Management)	4701	Industrial Relations and Commercial Legal Studies
4202	Human Resource Management and Economic History	4713	Industrial Relations and Commercial Legal Studies (Honours in Industrial Relations)
4216	Human Resource Management and Economic History (Honours in Human Resource Management)	4205	Industrial Relations and Economic History
4300	Human Resource Management and Finance	4219	Industrial Relations and Economic History (Honours in Industrial Relations)
4311	Human Resource Management and Finance (Honours in Human Resource Management)	4301	Industrial Relations and Finance
4312	Human Resource Management and Finance (Honours in Finance)	4313	Industrial Relations and Finance (Honours in Industrial Relations)

<b>Program Code</b>	<b>Major</b>	<b>Program Code</b>	<b>Major</b>
4314	Industrial Relations and Finance (Honours in Finance)	5412	Information Systems and Human Resource Management (Honours in Human Resource Management)
4401	Industrial Relations and Human Resource Management	5401	Information Systems and Industrial Relations
4413	Industrial Relations and Human Resource Management (Honours in Industrial Relations)	5413	Information Systems and Industrial Relations (Honours in Information Systems)
4414	Industrial Relations and Human Resource Management (Honours in Human Resource Management)	5414	Information Systems and Industrial Relations (Honours in Industrial Relations)
4501	Industrial Relations and Information Systems	5800	Information Systems and Japanese Studies
4513	Industrial Relations and Information Systems (Honours in Industrial Relations)	5811	Information Systems and Japanese Studies (Honours in Information Systems)
4514	Industrial Relations and Information Systems (Honours in Information Systems)	5812	Information Systems and Japanese Studies (Honours in Japanese Studies)
4801	Industrial Relations and Japanese Studies	5840	Information Systems and Advanced Japanese Studies
4813	Industrial Relations and Japanese Studies (Honours in Industrial Relations)	5861	Information Systems and Advanced Japanese Studies (Honours in Information Systems)
4814	Industrial Relations and Japanese Studies (Honours in Japanese Studies)	5862	Information Systems and Advanced Japanese Studies (Honours in Advanced Japanese Studies)
4841	Industrial Relations and Advanced Japanese Studies	5600	Information Systems and Marketing
4863	Industrial Relations and Advanced Japanese Studies (Honours in Industrial Relations)	5611	Information Systems and Marketing (Honours in Information Systems)
4864	Industrial Relations and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	5612	Information Systems and Marketing (Honours in Marketing)
4601	Industrial Relations and Marketing	6000	Marketing
4613	Industrial Relations and Marketing (Honours in Industrial Relations)	6010	Marketing (Honours)
4614	Industrial Relations and Marketing (Honours in Marketing)	6100	Marketing and Accounting
5000	Information Systems	6111	Marketing and Accounting (Honours in Marketing)
5010	Information Systems (Honours)	6112	Marketing and Accounting (Honours in Accounting)
5100	Information Systems and Accounting	6200	Marketing and Business Economics
5111	Information Systems and Accounting (Honours in Information Systems)	6211	Marketing and Business Economics (Honours in Marketing)
5112	Information Systems and Accounting (Honours in Accounting)	6201	Marketing and Business Statistics
5200	Information Systems and Business Economics	6213	Marketing and Business Statistics (Honours in Marketing)
5211	Information Systems and Business Economics (Honours in Information Systems)	6700	Marketing and Commercial Legal Studies
5201	Information Systems and Business Statistics	6711	Marketing and Commercial Legal Studies (Honours in Marketing)
5213	Information Systems and Business Statistics (Honours in Information Systems)	6202	Marketing and Economic History
5700	Information Systems and Commercial Legal Studies	6216	Marketing and Economic History (Honours in Marketing)
5711	Information Systems and Commercial Legal Studies (Honours in Information Systems)	6900	Marketing and German Studies
5202	Information Systems and Economic History	6911	Marketing and German Studies (Honours in Marketing)
5216	Information Systems and Economic History (Honours in Information Systems)	6400	Marketing and Human Resource Management
5400	Information Systems and Human Resource Management	6411	Marketing and Human Resource Management (Honours in Marketing)
5411	Information Systems and Human Resource Management (Honours in Information Systems)	6412	Marketing and Human Resource Management (Honours in Human Resource Management)
		6401	Marketing and Industrial Relations
		6413	Marketing and Industrial Relations (Honours in Marketing)

<b>Program Code</b>	<b>Major</b>	<b>Program Code</b>	<b>Major</b>
6414	Marketing and Industrial Relations (Honours in Industrial Relations)	2411	Economics and Human Resource Management (Honours in Economics)
6500	Marketing and Information Systems	2401	Economics and Industrial Relations
6511	Marketing and Information Systems (Honours in Marketing)	2414	Economics and Industrial Relations (Honours in Economics)
6512	Marketing and Information Systems (Honours in Information Systems)	2500	Economics and Information Systems
6800	Marketing and Japanese Studies	2511	Economics and Information Systems (Honours in Economics)
6811	Marketing and Japanese Studies (Honours in Marketing)	2800	Economics and Japanese Studies
6812	Marketing and Japanese Studies (Honours in Japanese Studies)	2811	Economics and Japanese Studies (Honours in Economics)
6840	Marketing and Advanced Japanese Studies	2840	Economics and Advanced Japanese Studies
6861	Marketing and Advanced Japanese Studies (Honours in Marketing)	2861	Economics and Advanced Japanese Studies (Honours in Economics)
6862	Marketing and Advanced Japanese Studies (Honours in Advanced Japanese Studies)	2600	Economics and Marketing
<b>BCom</b>		2611	Economics and Marketing (Honours in Economics)
<b>Course Code 3571</b>		2001	Econometrics
<b>Marketing and Hospitality Management (Pass)</b>		2011	Econometrics (Honours)
<b>BEc</b>		2101	Econometrics and Accounting
<b>Course Code 3543</b>		2113	Econometrics and Accounting (Honours in Econometrics)
2000	Economics	2701	Econometrics and Commercial Legal Studies
2010	Economics (Honours)	2713	Econometrics and Commercial Legal Studies (Honours in Econometrics)
2100	Economics and Accounting	2202	Econometrics and Economic History
2111	Economics and Accounting (Honours in Economics)	2216	Econometrics and Economic History (Honours in Econometrics)
2190	Economics and Accounting Co-operative Program (Pass)	2219	Econometrics and Economic History (Honours in Economic History)
2900	Economics and Asian Studies	2301	Econometrics and Finance
2911	Economics and Asian Studies (Honours in Economics)	2313	Econometrics and Finance (Honours in Econometrics)
2700	Economics and Commercial Legal Studies	2402	Econometrics and Human Resource Management
2711	Economics and Commercial Legal Studies (Honours in Economics)	2412	Econometrics and Human Resource Management (Honours in Econometrics)
2200	Economics and Econometrics	2403	Econometrics and Industrial Relations
2211	Economics and Econometrics (Honours in Economics)	2415	Econometrics and Industrial Relations (Honours in Econometrics)
2212	Economics and Econometrics (Honours in Econometrics)	2501	Econometrics and Information Systems
2210	Economics and Econometrics (Honours in Both)	2513	Econometrics and Information Systems (Honours in Econometrics)
2201	Economics and Economic History	2801	Econometrics and Japanese Studies
2213	Economics and Economic History (Honours in Economics)	2813	Econometrics and Japanese Studies (Honours in Econometrics)
2214	Economics and Economic History (Honours in Economic History)	2841	Econometrics and Advanced Japanese Studies
2300	Economics and Finance	2863	Econometrics and Advanced Japanese Studies (Honours in Econometrics)
2311	Economics and Finance (Honours in Economics)	2601	Econometrics and Marketing
2901	Economics and German Studies	2613	Econometrics and Marketing (Honours in Econometrics)
2913	Economics and German Studies (Honours in Economics)	2002	Economic History
2400	Economics and Human Resource Management	2012	Economic History (Honours)

Program Code	Major
2102	Economic History and Accounting
2116	Economic History and Accounting (Honours in Economic History)
2702	Economic History and Commercial Legal Studies
2716	Economic History and Commercial Legal Studies (Honours in Economic History)
2302	Economic History and Finance
2316	Economic History and Finance (Honours in Economic History)
2404	Economic History and Human Resource Management
2413	Economic History and Human Resource Management (Honours in Economic History)
2405	Economic History and Industrial Relations
2416	Economic History and Industrial Relations (Honours in Economic History)
2502	Economic History and Information Systems
2516	Economic History and Information Systems (Honours in Economic History)
2802	Economic History and Japanese Studies
2816	Economic History and Japanese Studies (Honours in Economic History)

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

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

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

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

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

### Rule 1 - Pass and Honours Degrees

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

### Rule 2 - Disciplinary Minors

Students not completing the requirements of two majors in the Bachelor of Commerce degree must choose options so that they complete a 'disciplinary minor' in a discipline other than their major. All students satisfying the requirements of the Bachelor of Economics degree automatically satisfy 'disciplinary minor' requirements in Econometrics. A 'disciplinary minor' is defined as four approved session units, or equivalent value for subjects taught outside of the faculty, of which no more than two may be first year units.

### Rule 3 - Transfer Between Degrees

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

### Rule 4 - Assessable Hours

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

### Rule 5 - Passing in a Subject

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

- (1) attend such lectures, seminars and tutorials as may be prescribed in that subject;

(2) complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of the Teaching Unit concerned.

## Rule 6 - Minimum Time for Completion

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

## Rule 7 - Normal Program

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

## Rule 8 - Nomination of Program

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

## Rule 9 - Course Requirements

### Bachelor of Commerce 3502, 3571

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

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

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

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

3. Each student must pass two units comprising 112 hours in total of General Education, one unit or 56 hours equivalence from Category A subjects and one from Category B subjects.

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

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

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

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

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

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

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

Candidates enrolled in a four-year honours program must also satisfy the Category C requirements of the General Education Program.

6. Approved disciplinary streams are listed hereafter:

### Approved Disciplinary Streams (Pass)

Accounting  
Accounting Co-operative Programs<sup>†</sup>  
Business Economics  
Business Statistics  
Commercial Legal Studies\*  
Economic History  
Finance  
German Studies<sup>††</sup>  
Human Resource Management  
Hospitality Management<sup>††</sup>  
Industrial Relations  
Information Systems  
Japanese Studies\*  
Japanese Studies (Advanced Program)  
Law\*\*  
Marketing

<sup>†</sup>Available as a single major or combined with Finance only

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

<sup>††</sup>Available only as a co-major integrated Program with Marketing

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

### Approved Disciplinary Streams (Honours)

To the end of fourth year:

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

### Bachelor of Economics 3543

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

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

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

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

3. Each student must pass two units comprising 112 hours in total of General Education, one unit or 56 hours equivalence from Category A subjects and one from Category B subjects.

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

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

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

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

5.1 the completion of at least ten units (single major) or eight units (double major) in the Economics, Econometrics or Economic History disciplinary streams specified as necessary preparation for fourth year studies, and

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

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

Candidates enrolled in a four-year honours program must also satisfy the Category C requirements of the General Education Program.

6. Approved disciplinary streams are listed hereafter:

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

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

<sup>†</sup>Available only as a co-major integrated Program with Economics

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

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

To the end of third year:

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

#### **To the end of fourth year:**

Economics  
Econometrics  
Economics/Econometrics  
Economic History

### **Rule 10 - Honours Degree**

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

A person on whom the Pass degree of Bachelor of Commerce or Bachelor of Economics has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce or Bachelor of Economics, except with special permission on the recommendation of the Head of the Teaching Unit.

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

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

### **Rule 12 - Options**

Subject to the requirements of the individual programs, students may choose options from any approved subject taught in the University. Normally students may not count more than two 56-hour or four 28-hour subjects taught in the General Education program as options. The approval for subjects (other than General Education electives) to count as options is given by the course authority. Heads of the Teaching Units may, in exceptional circumstances, vary subjects in prescribed programs. Apart from service courses for other faculties, all subjects offered by the Faculty of Commerce and Economics will be automatically approved as options save that no subject can be counted both as an option and as a prescribed subject.

### **Rule 13 - Order of Progression of Subjects**

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

## Rule 14 - Prerequisite and Corequisite Requirements

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

## Disciplinary Streams

### Accounting

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

Subject ID	Subject Name	Prerequisite	Session	HPW
ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T2
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T2
ACCT2522	Accounting & Financial Management 2A	ACCT1511 <b>Excluded:</b> ACCT2532	1	L2 T2
ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2542	Accounting & Financial Management 2B	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3563	Accounting & Financial Management 3A	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3583	Accounting & Financial Management 3B	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	L2 T2
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3708	Auditing	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L2 T1.5
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2
ACCT4805	Global Accounting Issues	ACCT3563 or ACCT3573	2	L3
ACCT4818	Advanced Auditing Technologies	ACCT3708 or ACCT3718	2	L3
ACCT4820	Contemporary Issues in Management Accounting	ACCT2522 or ACCT2532	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3



## Accounting Honours

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

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required Prior to Year 4</b>				
ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2

### Year 4

ACCT4794	Thesis (Accounting)	Admission to BCom degree course at Honours level majoring in Accounting	1 or 2	n.a.
ACCT4851	Current Developments in Accounting Research - Financial	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
ACCT4852	Current Developments in Accounting Research - Managerial	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
ACCT4897	Seminar in Research Methodology	Admission to BCom degree course at Honours level majoring in Accounting	1	L3
plus one Honours Option chosen from:				
ACCT4804	Development of Accounting Thought	Admission to BCom degree course at Honours level majoring in Accounting	2	L3
ACCT4809	Current Developments in Auditing Research	Admission to BCom degree course at Honours level majoring in Accounting	2	L3

## Accounting Co-operative Program

This Program is available only as a single major in the BCom degree, or combined with Finance for BCom students and combined with Economics as a double major degree for BEc students.

Entry to the Program is at first year only, and through the scholarship selection procedures.

This is a four year degree program.

### Required

ACCT8691	Industrial Training 1	Admission to the Program by selection	Year 2, S1	8-10wks
ACCT8692	Industrial Training 2	ACCT8691	Year 3, S2	26 wks
ACCT8693	Industrial Training 3	ACCT8692	Year 4, S1	26 wks

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Subject List</b>				
Select sufficient subjects to make up co-major or single major requirements, as appropriate.				
ACCT1501	Accounting & Financial Management 1A	Nil	1 or 2	L2 T2
ACCT1511	Accounting & Financial Management 1B	ACCT1501	1 or 2	L2 T2
ACCT2522	Accounting & Financial Management 2A	ACCT1511 <b>Excluded:</b> ACCT2532	1	L2 T2
ACCT2532	Accounting & Financial Management 2A (Honours)	ACCT1511 <b>Excluded:</b> ACCT2522	1	L2 T2
ACCT2542	Accounting & Financial Management 2B	ACCT1511 <b>Excluded:</b> ACCT2552	2	L2 T2
ACCT2552	Accounting & Financial Management 2B (Honours)	ACCT1511 <b>Excluded:</b> ACCT2542	2	L2 T2
ACCT3563	Accounting & Financial Management 3A	ACCT2542 <b>Excluded:</b> ACCT3573	1 or 2	L2 T2
ACCT3573	Accounting & Financial Management 3A (Honours)	ACCT2552 <b>Excluded:</b> ACCT3563	1	L2 T2.5
ACCT3583	Accounting & Financial Management 3B	ACCT2522 <b>Excluded:</b> ACCT3593	1 or 2	L2 T2
ACCT3593	Accounting & Financial Management 3B (Honours)	ACCT2532 <b>Excluded:</b> ACCT3583	2	L2 T2.5
ACCT3708	Auditing	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3718	1 or 2	L2 T1.5
ACCT3718	Auditing (Honours)	ACCT2542 or ACCT2552 or with the approval of the Head of School <b>Excluded:</b> ACCT3708	1 or 2	L2 T2
ACCT4805	Global Accounting Issues	ACCT3563 or ACCT3573	2	L3
ACCT4818	Advanced Auditing Technologies	ACCT3708 or ACCT3718	2	L3
ACCT4820	Contemporary Issues in Management Accounting	ACCT2522 or ACCT2532	2	L3
ACCT4832	Public Sector Accounting and Financial Reporting	ACCT2542 or ACCT2552	1	L3

## Asian Studies (BEC students only)

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

### Required

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

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

**Business Economics (BCom students only)**

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

**Options**

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

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

**List A**

ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Australian Macroeconomic Policy	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	Not offered	1995
ECON2106	Post-Keynesian Political Economy	ECON1102 or ECON1104	2	3
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2108	Industry Economics and Australian Industrial Policy	ECON2101 or ECON2103	Not offered	1995
ECON2109	Economics of Natural Resources	ECON2101 or ECON2103	1	3
ECON2110	Alternative approaches to Economics	ECON1102 or ECON1104	2	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2113	The Development of Modern Economics	ECON1102 or ECON1104	Not offered	1995
ECON2115	Japanese International Economic Relations	ECON1102 or ECON1104	2	3
ECON2116	Japanese Economic Policy	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics and Cost Benefit Analysis	ECON1101 or ECON1103	2	3

**List B**

ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3103	Monetary Theory and Policy	ECON2102	1	3
ECON3104	International Monetary Economics	ECON2102	2	3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	ECON2101 or ECON2103	Not offered	1995
ECON3106	Public Finance	ECON2101 or ECON2103	2	3
ECON3107	Economics of Labour Markets	ECON2101	Not offered	1995
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	2	3
ECON3109	Economic Growth, Technology and Structural Change	ECON2101 or ECON2103	1	3

Subject ID	Subject Name	Prerequisite	Session	HPW
ECON3110	Developing Economies and World Trade	ECON2101 or ECON2103	2	3
ECON3111	Contemporary Japanese Economy	ECON2115 or ECON2116	Not offered	1995
ECON3112	The Newly Industrializing Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3115	Economics of Developing Countries	ECON1102 or ECON1104	Not offered	1995
ECON3116	International Economics	ECON2101 and ECON2102	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

## Business Statistics (BCom students only)

### Required

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

### Options

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

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

#### List A

ECON2202	Analysis of Survey Data	ECON2206	2	3
ECON2204	Dynamic Models	ECON1202	1	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2210	Applied Business Statistics	ECON1203	1	3

#### List B

ECON3202	Mathematical methods in Economics	ECON1202	1	3
ECON3205	Case Studies in Business Statistics	ECON2206 and ECON2209	Not offered	1995
ECON3206	Modeling High-Frequency Time Series Data	ECON2206	Not offered	1995
ECON3213	Comparative Forecasting Techniques	ECON2206 or ECON2209	2	3

## Commercial Legal Studies

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

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
LEGT7711	Legal Environment of Commerce	HSC Requirements	1 or 2	L2 T1

### Options

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

#### List A

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

#### List B

LEGT7741	Business Entities	LEGT7711	2	L3 T1
LEGT7751	Taxation Law	LEGT7711	1	L3 T1
LEGT7781	Regulatory Law: Theory and Practice	LEGT7711	2	L2 T1
LEGT7791	International Investments: Law, Tax and Strategy	LEGT7711 or permission from Head of Department	2	L2 T1
LEGT7811	Corporations: Law, Tax and Strategy	LEGT7741 and LEGT7751	2	L2 T1
LEGT7821	Commercial Legal Research	LEGT7711 or permission from Head of Department	2	L2 T1

## Economics (BEc students only)

### Required

ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3

### Options

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

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

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

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>List A</b>				
ECON2103	Business and Government	ECON1101 or ECON1103	2	3
ECON2104	Australian Macroeconomic Policy	ECON1102 or ECON1104	1	3
ECON2105	Economics of the Corporation	ECON1101 or ECON1103	Not offered	1995
ECON2106	Post-Keynesian Political Economy	ECON1102 or ECON1104	2	3
ECON2107	The Economics of Information and Technology	ECON1101 or ECON1103	1	3
ECON2108	Industry Economics and Australian Industrial Policy	ECON2101 or ECON2103	Not offered	1995
ECON2109	Economics of Natural Resources	ECON2101 or ECON2103	1	3
ECON2110	Alternative Approaches to Economics	ECON1102 or ECON1104	2	3
ECON2111	The Economics of Global Interdependence	ECON1102 or ECON1104	2	3
ECON2113	The Development of Modern Economics	ECON1102 or ECON1104	Not offered	1995
ECON2115	Japanese International Economic Relations	ECON1102 or ECON1104	2	3
ECON2116	Japanese Economic Policy	ECON1102 or ECON1104	1	3
ECON2117	Economics of Tourism	ECON1102 or ECON1104	1	3
ECON2127	Environmental Economics and Cost Benefit Analysis	ECON1101 or ECON1103	2	3
ECON3111	Contemporary Japanese Economy	ECON2115 or ECON2116	Not offered	1995
ECON3112	The Newly Industrializing Economies of East Asia	ECON1102 or ECON1104	2	3
ECON3113	Economic Development in ASEAN Countries	ECON1102 or ECON1104	1	3
ECON3115	Economics of Developing Countries	ECON1102 or ECON1104	Not offered	1995
<b>List B</b>				
ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3103	Monetary Theory and Policy	ECON2102	1	3
ECON3104	International Monetary Economics	ECON2102	2	3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	ECON2101 or ECON2103	Not offered	1995
ECON3106	Public Finance	ECON2101 or ECON2103	2	3
ECON3107	Economics of Labour Markets	ECON2101	Not offered	1995
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	2	3
ECON3109	Economic Growth, Technology and Structural Change	ECON2101 or ECON2103	1	3
ECON3110	Developing Economies and World Trade	ECON2101 or ECON2103	2	3
ECON3116	International Economics	ECON2101 and ECON2102	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	1	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4164	Economic Methodology	ECON2102	2	3

### Economics Honours (BEc students only)

#### Year 4 Required

ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4127	Economics Thesis	Admission to Honours	3	n.a.
ECON4164	Economic Methodology	ECON2102	2	3
Plus two further Options from List B of the Economics Disciplinary Stream above. If students have not completed the following subjects in earlier years these two units must include:				
ECON3101	Microeconomics 3	ECON2101	1	3
or				
ECON3102	Macroeconomics 3	ECON2102	2	3
and				
ECON3108	Economic Policy Issues	ECON2101 and ECON2102	2	3

### Econometrics (BEc students only)

#### Required (for single major)

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

#### Options

ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2212	Applied Economic Statistics	ECON1203	Not offered 1995	
ECON2213	Comparative Forecasting Techniques	ECON2204 and ECON2206 or ECON2209	Not offered 1995	
ECON3202	Mathematical Methods in Economics	ECON1202	1	3
ECON3206	Modelling High-Frequency Time Series Data	ECON2206	Not offered 1995	
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3

**Econometrics Honours (BEc students only)**

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
ECON4201	Applied Econometrics	ECON2207 and ECON2101 or ECON2102	1	3
ECON4202	Time Series Analysis	ECON3203	2	3
ECON4203	Special Topics in Econometrics I	Permission of the Head of Department	1	3
ECON4204	Special Topics in Econometrics II	Permission of the Head of Department	2	3
ECON4227	Thesis	Permission of the Head of Department	3	n.a.

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

ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics I	ECON1101	1 or 2	3
ECON1202	Quantitative Methods A	HSC Requirements	1 or 2	3
ECON1203	Quantitative Methods B	ECON1202	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
ECON2207	Econometric Methods	ECON2206	2	3
ECON3101	Microeconomics 3	ECON2101	1	3
ECON3102	Macroeconomics 3	ECON2102	2	3
ECON3203	Econometric Theory	ECON2215	1	3
ECON3204	Econometric Model Building	ECON3203	2	3

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

**Options**

At least one of:

ECON2204	Dynamic Models	ECON1202	1	3
ECON2208	Operations Research	ECON1202	2	3
ECON2209	Business Forecasting	ECON1203	1	3
ECON2212	Applied Economic Statistics	ECON1203	Not offered 1995	
ECON2213	Comparative Forecasting Techniques	ECON2204 and ECON2206 or ECON2209	Not offered 1995	
ECON2215	Statistics for Econometrics	ECON2206	2	3
ECON3202	Mathematical Methods in Economics	ECON1202	1	3
ECON3206	Modelling High-Frequency Time Series Data	ECON2206	Not offered 1995	
ECON3213	Comparative Economic Forecasting	ECON2206 or ECON2209	2	3



**Economics/Econometrics Honours (BEC students only)**

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
ECON4123	Topics in Advanced Economics	ECON3101 and ECON3102	2	3
ECON4164	Economic Methodology	ECON2102	2	3
ECON4201	Applied Econometrics	ECON2207 and ECON2101 or ECON2102	1	3
ECON4202	Time Series Analysis	ECON3203	2	3
ECON4227	Thesis	Permission of the Head of Department	3	n.a.

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

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

**Options**

ECOH1301	Australia in the International Economy in the 20th Century	HSC Requirements	1	3
ECOH1302	Australia and the Asia-Pacific Economies	HSC Requirements	2	3
ECOH2301	Management and Business Development	ECON1102	1	3
ECOH2303	Economic Change in Modern China 1700-1949	ECON1102	1	3
ECOH2304	Economic Transformation in the People's Republic of China	ECON1102	2	3
ECOH2305	Modern Asian Economic History	ECON1102	1	3
ECOH2313	Australian Economic Development in the 20th Century	ECON1102	2	3
ECOH2314	The Experience of the Soviet Union	ECON1102	1	3
ECOH2317	Banking and Financial History	ECON1102	2	3
ECOH2318	The Consumer Age	ECON1102	2	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	2	3
ECOH3304	Shaping Australia, 1788-1914	ECON1102	Not offered 1995	
ECOH3305	Modern Australian Capitalism	ECON1102	2	3
ECOH3306	Comparative Economic Systems in Historical Perspective	ECON1102	Not offered 1995	
ECOH3307	Multinationals - Theory and History	ECON1102	Not offered 1995	
ECOH3325	Modern Australian Capitalism (Advanced)	ECON1102	Not offered 1995	

**Economic History (BEc students only)**

<b>Subject ID</b>	<b>Subject Name</b>	<b>Prerequisite</b>	<b>Session</b>	<b>HPW</b>
<b>Required</b>				
ECON1101	Microeconomics 1	HSC Requirements	1 or 2	3
ECON1102	Macroeconomics 1	ECON1101	1 or 2	3
ECON2101	Microeconomics 2	ECON1101	1	3
ECON2102	Macroeconomics 2	ECON1102	2	3
ECON2206	Introductory Econometrics	ECON1203	1 or 2	3
<b>Options</b>				
ECOH1301	Australia in the International Economy in the 20th Century	HSC Requirements	1	3
ECOH1302	Australia and the Asia-Pacific Economies	HSC Requirements	2	3
ECON2202	Analysis of Survey Data	ECON2206	1	3
ECOH2301	Management and Business Development	ECON1102	1	3
ECOH2303	Economic Change in Modern China 1700-1949	ECON1102	1	3
ECOH2304	Economic Transformation in the People's Republic of China	ECON1102	2	3
ECOH2305	Modern Asian Economic History	ECON1102	1	3
ECOH2314	The Experience of the Soviet Union	ECON1102	1	3
ECOH2317	Banking and Financial History	ECON1102	2	3
ECOH2318	The Consumer Age	ECON1102	2	3
ECOH3303	Transformation of the Japanese Economy	ECON1102	2	3
ECOH3304	Shaping Australia, 1788-1914	ECON1102	Not offered 1995	
ECOH3305	Modern Australian Capitalism	ECON1102	2	3
ECOH3306	Comparative Economic Systems in Historical Perspective	ECON1102	Not offered 1995	
ECOH3307	Multinationals - Theory and History	ECON1102	Not offered 1995	
ECOH3325	Modern Australian Capitalism (Advanced)	ECON1102	Not offered 1995	

**Economic History Honours (BEc students only)****Year 4  
Required**

ECOH4323	Approaches to Economic Social History	ECOH3325	Not offered 1995
ECOH4324	Aspects of Australian Economic Development	ECOH3325	Not offered 1995
ECOH4325	Seminar in Research Methods	ECOH3325	Not offered 1995

Subject ID	Subject Name	Prerequisite	Session	HPW
ECOH4326	Comparative Issues in Economic History	ECOH3325	Not offered	1995
ECOH4327	Thesis	Permission of the Head of Department	3	n.a.

## Finance

### Required

FINS2612	Australian Capital Markets	ECON1102 (Corequisite) ECON1203 (Corequisite)	1 or 2	L2 T1
FINS2613	Business Finance	FINS2612 or any two of ACCT1511, ECON1102 ECON1203	1 or 2	L2 T1
FINS2624	Investments	FINS2613	1 or 2	L2 T1
FINS3616	International Business Finance	FINS2624	1 or 2	L2 T1

### Options

FINS2622	Asian Capital Markets	FINS2612	1 or 2	L3
FINS3625	Applied Corporate Finance	FINS2613	1 or 2	L2 T1
FINS3630	Bank Financial Management	FINS2612 and FINS2613	1 or 2	L3
FINS3633	Real Estate Finance and Investment	FINS2624	1 or 2	L3
FINS3634	Lending and Liquidity Management	FINS3630	1 or 2	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1	L3
FINS3636	Interest Rate Risk Management	FINS2624	Not offered	1995
FINS3774	Financial Decision Making Under Uncertainty	Credit or better in FINS2624	1	L3
FINS3775	Research Methods in Finance 1	FINS3774	2	L3

## Finance Honours

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

### Required

#### Prior to Year 4

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

Subject ID	Subject Name	Prerequisite	Session	HPW
To satisfy single major requirements, at least two Options must be chosen from List A below.				
To satisfy double major requirements, at least one Option must be chosen from List A below.				

**Year 4**

FINS4779	Research Methods in Finance 2	FINS3775	1	L3
FINS4794	Thesis (Finance)	Permission of the Head of School	1 or 2	n.a.

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

**Options**

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

**List A**

FINS2622	Asian Capital Markets	FINS2612	1 or 2	L3
FINS3625	Applied Corporate Finance	FINS2613	1 or 2	L2 T1
FINS3630	Bank Financial Management	FINS2612 and FINS2613	1 or 2	L3
FINS3633	Real Estate Finance and Investment	FINS2624	1 or 2	L3
FINS3634	Lending and Liquidity Management	FINS3630	1 or 2	L3
FINS3635	Options, Futures and Risk Management Techniques	FINS2624	1	L3
FINS3636	Interest Rate Risk Management	FINS2624	Not offered 1995	

**List B**

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

**German Studies**

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

**Required**

GER1200	German for Professional Purposes 1A	HSC Requirements	1	6
GER1201	German for Professional Purposes 1B	GER1200	2	6
GER2200	German for Professional Purposes 2A	GER1201	1	5
GER2201	German for Professional Purposes 2B	GER2200	2	5
GER3200	German for Professional Purposes 3A	GER2201	1	5
GER3201	German for Professional Purposes 3B	GER3200	2	5
ECOH2311	German Economy and Society	ECON1102	Not offered 1995	

In the Summer Sessions students may choose to attend a language course in Germany between November and January (scholarships available) or to attend a subsidised summer course at the Goethe Institute to gain additional proficiency and fluency.

**Formal Examination:** Elective: 'Wirtschaftsdeutsch International' (International Business German).

## Hospitality Management (BCom students only)

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

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

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

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

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

## Human Resource Management

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB2704	Industrial Relations 2B (Social Organization of Work)	IROB2703 or IROB2719	2	3.5
IROB2718	Human Resource Management	IROB1701	2	3

Subject ID	Subject Name	Prerequisite	Session	HPW
IROB2719	Management of Organizations 1	IROB1701 or with permission of the Head of the Teaching Unit	1	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3724	Strategic Human Resource Management	IROB2718 or IROB2719	1	3
<b>Options</b>				
IROB2723	Management of Organizations 2	IROB2719	Not offered 1995	
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3720	Industrial Law	IROB1701	1	3
IROB	Pay and Reward Systems	IROB2704	2	3

## Human Resource Management Honours

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

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB2704	Industrial Relations 2B (Social Organization of Work)	IROB2703 or IROB2719	2	3.5
IROB2718	Human Resource Management	IROB1701	2	3
IROB2719	Management of Organizations 1	IROB1701 or with the permission of the Head of the Teaching Unit	1	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3707	Industrial Relations Research Methods and Thesis Workshop*	IROB3705 and with permission of the Head of the Teaching Unit	2	3
IROB3724	Strategic Human Resource Management	IROB2718 or IROB2719	1	3

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

### Options

IROB2723	Management of Organizations 2	IROB2719	Not offered 1995	
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3720	Industrial Law	IROB1701	1	3
IROB4703	Pay and Reward Systems	IROB2704	2	3

### Year 4

#### Required

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

Subject ID	Subject Name	Prerequisite	Session	HPW
IROB4733	Industrial Relations Seminar	Admission to Honours	3	3
IROB4738	Thesis (Human Resource Management)	IROB3707 and Admission to Honours	3	n.a.

## Industrial Relations

### Required

IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1702	Industrial Relations 1B (Australian Trade Unionism)	IROB1701	2	3.5
IROB2703	Industrial Relations 2A (Comparative Industrial Relations)	IROB1701	1	3.5
IROB2704	Industrial Relations 2B (Social Organization of Work)	IROB2703 or IROB2719	2	3.5
IROB2715	Labour History	IROB1701	1	3
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3706	Industrial Relations Policies and Processes	IROB3705	2	3.5

### Options

IROB2711	Labour Market Economics	ECON1102	Not offered 1995	
IROB2712	Labour Market Policies	ECON1102	Not offered 1995	
IROB2713	Industrial Sociology	IROB1701	Not offered 1995	
IROB2714	Industrial Democracy	IROB1701	Not offered 1995	
IROB2716	Industrial Conflict	IROB1701	Not offered 1995	
IROB2717	Social Aspects of Work and Unionism	IROB1701	2	3
IROB2718	Human Resource Management	IROB1701	2	3
IROB2719	Management of Organizations 1	IROB1701 or with permission of the Head of the Teaching Unit	1	3
IROB2720	Japanese Employment Relations	IROB1701	Not offered 1995	
IROB2722	Industrial Relations in the Asian NICs	IROB2703	Not offered 1995	
IROB2723	Management of Organizations 2	IROB2719	Not offered 1995	
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3719	Industrial Relations Theory	IROB2704	Not offered 1995	
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3
IROB3722	Wages and Incomes Policy	IROB3720	Not offered 1995	
IROB4703	Pay and Reward Systems	IROB2704	2	3

## Industrial Relations Honours

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

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Required</b>				
IROB1701	Industrial Relations 1A (Australian Industrial Relations)	HSC Prerequisites	1 or 2	3.5
IROB1702	Industrial Relations 1B (Australian Trade Unions)	IROB1701	2	3.5
IROB2703	Industrial Relations 2A (Comparative Industrial Relations)	IROB1701	1	3.5
IROB2704	Industrial Relations 2B (Social Organization of Work)	IROB2703 or IROB2719	2	3.5
IROB3705	Industrial Relations 3A (Management and Employment Relations)	IROB2704 or IROB2718	1	3.5
IROB3706	Industrial Relations Policies and Processes	IROB3705	2	3.5
IROB3707	Industrial Relations Research Methods and Thesis Workshop*	IROB3705 and with the permission of the Head of the Teaching Unit	2	3

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

### Options

IROB2711	Labour Market Economics	ECON1102	Not offered 1995	
IROB2712	Labour Market Policies	ECON1102	Not offered 1995	
IROB2713	Industrial Sociology	IROB1701	Not offered 1995	
IROB2714	Industrial Democracy	IROB1701	Not offered 1995	
IROB2715	Labour History	IROB1701	1	3
IROB2716	Industrial Conflict	IROB1701	Not offered 1995	
IROB2717	Social Aspects of Work and Unionism	IROB1701	2	3
IROB2718	Human Resource Management	IROB1701	2	3
IROB2719	Management of Organizations 1	IROB1701 or with the permission of the Head of the Teaching Unit	1	3
IROB2720	Japanese Employment Relations	IROB1701	Not offered 1995	
IROB2722	Industrial Relations in the Asian NICs	IROB2703	Not offered 1995	
IROB2723	Management of Organizations 2	IROB2719	Not offered 1995	
IROB2724	Health and Safety at Work	ACCT1511 and ECON1102	1	3
IROB3719	Industrial Relations Theory	IROB2704	Not offered 1995	
IROB3720	Industrial Law	IROB1701	1	3
IROB3721	Negotiation, Bargaining and Advocacy	IROB1701	2	3
IROB3722	Wages and Incomes Policy	IROB3720	Not offered 1995	
IROB4703	Pay and Reward Systems	IROB2704	2	3



Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Year 4 Required</b>				
IROB4731	Industrial Relations Case Studies A	IROB3706	1	3
IROB4732	Industrial Relations Case Studies B	IROB3706	2	3
IROB4733	Industrial Relations Seminar	Admission to Honours	3	3
IROB4734	Thesis (Industrial Relations)	IROB3707 and Admission to Honours	3	n.a.

## Information Systems

### Required

INFS1602	Computer Information Systems 1	Nil	1 or 2	4
INFS1603	Business Data Management	Nil	1 or 2	4
INFS2603	Systems Analysis and Design	INFS1602 and INFS1603	2	4
INFS2607	Business Data Networks*	INFS1602	Not offered 1995	

\*Students should substitute INFS3607 for INFS2607 in 1995. INFS2607 will replace INFS3607 in 1996.

### Options

INFS2609	Object Oriented Computer Programming	INFS1602 and INFS1603	1	4
INFS3603	Executive Support Systems	INFS1602 and INFS1603	1	4
INFS3604	Information Function Management	INFS2603	2	4
INFS3605	Software Engineering	INFS2609	1	4
INFS3606	Advanced Data Networks	INFS2607	Not offered 1995	
INFS3608	Advanced Database Systems	INFS1602 and INFS1603	1	4
INFS3611	Advanced Analysis and Design	INFS2603	2	4

## Information Systems Honours

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

### Year 4 Required

INFS4794	Thesis (Information Systems)	Admission to BCom Honours majoring in Information Systems	2	n.a.
INFS4886	Research Topics in Information Systems 1	Admission to BCom Honours majoring in Information Systems	1	4
INFS4887	Research Topics in Information Systems 2	Admission to BCom Honours majoring in Information Systems	2	4
INFS4898	Project Seminar		1 or 2	n.a.

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>Options</b>				
One Option must be chosen from:				
INFS4774	Information Systems Security	INFS1603 and INFS2607	1	4
INFS4805	Information Systems Auditing	ACCT3708, INFS1602 and Admission to BCom Honours majoring in Information Systems	2	4
INFS4810	Advanced Data Management	Admission to BCom Honours majoring in Information Systems	1	4
INFS4811	Knowledge Based Information Systems	Admission to BCom Honours majoring in Information Systems	2	4
INFS4812	Software Engineering Management	Admission to BCom Honours majoring in Information Systems	1	4
INFS4825	Object-Oriented Information Systems	INFS3605 and Admission to BCom Honours majoring in Information Systems	2	4
INFS4848	Information Systems Project Management	Admission to BCom Honours majoring in Information Systems	2	4
INFS4853	Information Systems Management	Admission to BCom Honours majoring in Information Systems	2	4
INFS4857	Information and Decision Technology	Admission to BCom Honours majoring in Information Systems	1	4
INFS4891	Decision Support Systems	Admission to BCom Honours majoring in Information Systems	1	4
INFS4893	Special Topic in Information Systems	Admission to BCom Honours majoring in Information Systems	1 or 2	4

## Japanese Studies

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

### Required

At least four consecutive core units from List A

#### List A

JAPN1000	Japanese Communication 1A	Nil	1	5
JAPN1001	Japanese Communication 1B	JAPN1000	2	5
JAPN2000	Japanese Communication 2A	JAPN1001	1	5
JAPN2001	Japanese Communication 2B	JAPN2000	2	5
JAPN3000	Japanese Communication 3A	JAPN2001	1	5
JAPN3001	Japanese Communication 3B	JAPN3000	2	5
JAPN4000	Japanese Communication 4A	JAPN3001	1	5
JAPN4001	Japanese Communication 4B	JAPN4000	2	5
JAPN4100	Japanese Communication 5A	JAPN4001	1	5
JAPN4101	Japanese Communication 5B	JAPN4100	2	5

Subject ID	Subject Name	Prerequisite	Session	HPW
JAPN4200	Japanese Communication 6A	JAPN4101	1	5
JAPN4201	Japanese Communication 6B	JAPN4200	2	5
<b>List B</b>				
JAPN1500	Hospitality Japanese	JAPN1000 Corequisite: JAPN1001 or JAPN2001	2	3
JAPN2400	Japanese Business and Management	JAPN1001 or ECON1101	2	3
JAPN2500	Japanese Studies	JAPN1001 or JAPN2001	1	3
JAPN3500	Business Japanese	JAPN3000	2	3
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of Unit	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of Unit	2	5
JAPN4400	Special Topics in Advanced Japanese	JAPN4000	2	3

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

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

## Japanese Studies Honours

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

### Year 4 Required

JAPN4500	Research Seminar in Japanese A	Admission to Honours	1	n.a.
JAPN4501	Research Seminar in Japanese B	Admission to Honours	2	n.a.
JAPN4520	Honours Japanese A	Admission to Honours	1	5
JAPN4521	Honours Japanese B	Admission to Honours	2	5
JAPN4600	Thesis (Japanese Studies)	Admission to Honours	3	n.a.

## Japanese Studies Advanced Program

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

### Required

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

#### List A

JAPN3000	Japanese Communication 3A	JAPN2001	1	5
JAPN3001	Japanese Communication 3B	JAPN3000	2	5
JAPN4000	Japanese Communication 4A	JAPN3001	1	5
JAPN4001	Japanese Communication 4B	JAPN4000	2	5
JAPN4100	Japanese Communication 5A	JAPN4001	1	5
JAPN4101	Japanese Communication 5B	JAPN4100	2	5
JAPN4200	Japanese Communication 6A	JAPN4101	1	5
JAPN4201	Japanese Communication 6B	JAPN4200	2	5

Subject ID	Subject Name	Prerequisite	Session	HPW
<b>List B</b>				
JAPN2400	Japanese Business and Management	JAPN1001 or ECON1101	2	3
JAPN2500	Japanese Studies	JAPN1001 or JAPN2001	1	3
JAPN3500	Business Japanese	JAPN3000	2	3
JAPN4300	Advanced Reading in Japanese A	JAPN4201 or permission from Head of Unit	1	5
JAPN4301	Advanced Reading in Japanese B	JAPN4300 or permission from Head of Unit	2	5
JAPN4400	Special Topics in Advanced Japanese	JAPN4000	2	3

This Program is intended for students who already have substantial communicative competence in Japanese. Students wishing to enter at a level above JAPN1000 are required to sit for a placement test and will be advised on their eligibility to enrol in the Japanese Studies Advanced Program. To qualify for the Advanced Program students must complete their language sequence with JAPN4101 or higher.

## Japanese Studies Advanced Program Honours

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

### Year 4 Required

JAPN4500	Research Seminar in Japanese A	Admission to Honours	1	n.a.
JAPN4501	Research Seminar in Japanese B	Admission to Honours	2	n.a.
JAPN4530	Honours Japanese (Advanced) A	Admission to Honours	1	5
JAPN4531	Honours Japanese (Advanced) B	Admission to Honours	2	5
JAPN4600	Thesis (Japanese Studies)	Admission to Honours	3	n.a.

## Marketing

### Required

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

**Options**

Subject ID	Subject Name	Prerequisite	Session	HPW
MARK3043	International Marketing	MARK2052 or MARK2042	2	L2 T2
MARK3053	Service Management	MARK2052 or MARK2042	1	L2 T2
MARK3063	Promotions Management	MARK3073	1	L2 T2
MARK3093	Corporate Policy and Marketing Strategy	MARK3073	2	L2 T2

**Marketing Honours**

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

**Year 4****Required**

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

**Undergraduate Thesis\***

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

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

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

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

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

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

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

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

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

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

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

In the modern world of business and administration there is a need in many fields for the combined professional skills of **accounting and law**. The most obvious of these is the broad field of taxation practice, already drawing on both accounting and legal specialists for such matters as estate planning and taxation aspects of business organizations. 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 advisers or undertake specialized professional practice. In the public sector also the increasing scale and complexity of government undertakings opens up a significant range of opportunities leading to senior administrative positions. Apart from specific career considerations, there is no doubt that accounting and law are complementary studies which provide a demanding but worthwhile course for the able student.

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

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

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

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

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

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

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

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

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

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

Candidates for Honours in the Commerce or Economics degree course must complete one year additional to the

minimum of five years required for the Commerce/Law course at Pass level.

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

A student transferring from the combined degree to a single degree is still required to satisfy the General Education requirements of the single degree course.

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

*\*Subject to final approval and satisfaction of General Education requirements.*

## 4732

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

## BCom/LLB

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

## Year 2

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

## Year 3

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

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

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

## Year 4

		HPW	
		S1	S2
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 12 credit points			

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

## Year 5

Law electives to the value of 24 credit points.

## 4735

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

## BCom/LLB

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

## Year 2

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

## Year 3

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

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

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

Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	or 4
LAWS2150	Federal Constitution Law	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 12 credit points			

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

**Year 5**  
Law electives to the value of 24 credit points.

Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 12 credit points			

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

**Year 5**  
Law electives to the value of 24 credit points.

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

### BCom/LLB

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

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

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

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

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

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

### BCom/LLB

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

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

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

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

\*\*Students should substitute INFS3607 for INFS2607 in 1995.

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



Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 12 credit points			

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

**Year 5**  
Law electives to the value of 24 credit points.

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

### BCom/LLB

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

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

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

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

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

Year 4		HPW	
		S1	S2
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4	or 4
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4	or 4
Law electives to the value of 12 credit points			

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

**Year 5**  
Law electives to the value of 24 credit points.

## 4745 Bachelor of Economics/Bachelor of Laws

### BEc/LLB

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

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

Year 3			
ECON3101	Microeconomics 3 or	3	
ECON3102	Macroeconomics 3		3
AND five options from the following list			
ECON3101	Microeconomics 3	3	
ECON3102	Macroeconomics 3		3
ECON3103	Monetary Theory and Policy	3	
ECON3104	International Monetary Economics		3
ECON3105	Public Enterprise Economics and Cost Benefit Analysis	3	
ECON3106	Public Finance		3
ECON3107	Economics of Labour Markets	3	
ECON3108	Economic Policy Issues		3
ECON3109	Economic Growth, Technology and Structural Change	3	
ECON3110	Developing Economies and World Trade		3
ECON3111	Contemporary Japanese Economy	3	or 3
ECON3112	The Newly Industrializing Economies of East Asia		3
ECON3113	Economic Development in ASEAN Countries	3	

		HPW	
		S1	S2
<b>Year 3 (cont.)</b>			
ECON3115	Economics of Developing Countries	3	
ECON3116	International Economics		3
ECON3202	Mathematical Methods in Economics	3	
ECON3203	Econometric Theory	3	
ECON3204	Econometric Model Building		3
LAWS2160	Administrative Law	4 or 4	
LAWS3010	Property and Equity	4	4
LAWS6210	Law, Lawyers and Society	4 or 4	

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

<b>Year 4</b>			
LAWS1010	Litigation	4	4
LAWS2150	Federal Constitutional Law	4 or 4	
LAWS7420	Legal Research and Writing 2		2
LAWS7430	Research Component*		
LAWS8820	Law and Social Theory or		
LAWS8320	Legal Theory	4 or 4	
Law electives to the value of 12 credit points.			

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

**Year 5**  
Law electives to the value of 24 credit points.

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

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

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

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

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

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

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

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

The remaining options undertaken must satisfy the General Education requirements.

Students enrolled in the combined Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics) degree are exempt from the General Education Program Category A requirements.

A student transferring from the combined degree to a single degree course is still required to satisfy the General Education requirements of the single degree course.

### 3996

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

### BCom/BSc

#### Year 1

##### Session 1

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

##### Session 2

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

**Year 2****Session 1**

FINS2613	Business Finance (1 unit)
MATH2801	Theory of Statistics 2 - Probability and Random Variables (1 unit)

Option 2 (1 unit)

Option 3 (1 unit)

**Session 2**

FINS2624	Investments (1 unit)
MATH2821	Theory of Statistics 2 - Basic Inference

(1 unit)

Option 4 (1 unit)

Option 5 (1 unit)

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

FINS3616	International Business Finance (1 unit)
----------	---

Option 6 (1 unit)

Option 7 (1 unit)

Option 8 (1 unit)

**Session 2**

MATH2501	Pure Mathematics 2 - Linear Algebra (1 unit)
----------	--

Option 9 (1 unit)

Option 10 (1 unit)

Option 11 (1 unit)

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

One Option (or 1 unit equivalence) (56 hours) must be selected from Category B General Education Program subjects. Students enrolled in the combined Bachelor of Commerce (Finance)/ Bachelor of Science (Mathematics) degree are exempt from the General Education Program Category A requirements.

A student transferring from the combined degree to a single degree course is still required to satisfy the General education requirements of the single degree course.

Good students are encouraged to substitute higher level units for the corresponding ordinary level units listed in the program.

**Year 4**

MATH2120	Applied Mathematics 2 - Mathematical Methods for Differential Equations (0.5 unit)
MATH2160	Applied Mathematics 2 - Linear Programming (0.5 unit)
MATH2200	Applied Mathematics 2 - Discrete Dynamical Systems (0.5 unit)
MATH2400	Pure Mathematics 2 - Finite Mathematics (0.5 unit)
MATH2510	Pure Mathematics 2 - Real Analysis (0.5 unit)
MATH3181	Applied Mathematics 3 - Optimal Control (1 unit)

1 unit of Level 3 Statistics

1 other unit of Level 3 Mathematics (MATH3610 and MATH3620 are highly recommended)

1.5 other unit of Level 2 or 3 Mathematics or other subjects available for Science Program 6810 (see the Science Faculty Handbook)

**Year 5****Session 1**

MATH3302	Mathematics 3 - Project (2 unit)
MATH3161	Applied Mathematics 3 - Optimization Methods (1 unit)

1 other Level 2 Mathematics unit

---

# Subject Descriptions

## Undergraduate Study

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

---

### Accounting

#### **ACCT1501**

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

*Staff Contact: School Office*

S1 or S2 L2 T2

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

#### **ACCT1511**

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

*Staff Contact: School Office*

S1 or S2 L2 T2

*Prerequisite: ACCT1501*

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

#### **ACCT2522**

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

*Staff Contact: School Office*

S1 L2 T2

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2532.*

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

#### **ACCT2532**

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

*Staff Contact: School Office*

S1 L2 T2

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2522.*

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

#### **ACCT2542**

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

*Staff Contact: School Office*

S2 L2 T2

*Prerequisite: ACCT1511*

*Note/s: Excluded ACCT2552.*

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

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

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

S2 L2 T2

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

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

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

S1 or S2 L2 T2

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

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

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

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

S1 L2 T2.5

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

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

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

S1 or S2 L2 T2

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

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

tion systems. These issues are explored through professional and disciplinary literatures and cases describing Australian and international practice.

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

S2 L2 T2.5

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

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

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

S1 or S2 L2 T1.5

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

*Note/s:* Excluded ACCT3718.

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

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

S1 or S2 L2 T2

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

*Note/s:* Excluded ACCT3708.

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

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

S1 and S2

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

**ACCT4802****Advanced Studies in Financial Accounting***Staff Contact: School Office*

S1 L3

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

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

As for ACCT5902. See Graduate Study: Subject Descriptions.

**ACCT4803****Regulation of Accounting***Staff Contact: School Office*

S2 L3

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Accounting*Note/s:* Students must consult Head of School before enrolling in this subject.

As for ACCT5903. See Graduate Study: Subject Descriptions.

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

S2 L3

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

As for ACCT5904. See Graduate Study: Subject Descriptions.

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

S2 L3

*Prerequisite:* ACCT3563 or ACCT3573

As for ACCT5905. See Graduate Study: Subject Descriptions.

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

S2 L3

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

As for ACCT5909. See Graduate Study: Subject Descriptions.

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

S2 L3

*Prerequisite:* ACCT3708 or ACCT3718

As for ACCT5918. See Graduate Study: Subject Descriptions.

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

S2 L3

*Prerequisite:* ACCT2522 or ACCT2532

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

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

S1 L3

*Prerequisite:* ACCT2542 or ACCT2552

As for ACCT5832. See Graduate Study: Subject Descriptions.

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

S1 L3

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

As for ACCT5951. See Graduate Study: Subject Descriptions.

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

S1 L3

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

As for ACCT5952. See Graduate Study: Subject Descriptions.

**ACCT4855****Design of Cost Management Systems***Staff Contact: School Office*

S2 L3

*Prerequisite:* ACCT2522 or ACCT2532*Note/s:* Students must consult Head of School before enrolling in this subject.

As for ACCT5955. See Graduate Study: Subject Descriptions.

**ACCT4856****Management Planning and Control***Staff Contact: School Office*

S2 L3

*Prerequisite:* ACCT2522 or ACCT2532*Note/s:* Students must consult Head of School before enrolling in this subject.

As for ACCT5956. See Graduate Study: Subject Descriptions.

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

S1 or S2 L3

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

As for ACCT5967. See Graduate Study: Subject Descriptions.

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

S1 L3

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

As for ACCT5997. See Graduate Study: Subject Descriptions.

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

S1 or S2

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

**ACCT8691****Industrial Training 1**

*Staff Contact: School Office*  
S1 or S2

**ACCT8692****Industrial Training 2**

*Staff Contact: School Office*  
S1 or S2

**ACCT8693****Industrial Training 3**

*Staff Contact: School Office*  
S1 or S2

**ACCT8694****Industrial Training Exchange Program**

*Staff Contact: School Office*  
S1 or S2

**Servicing Subjects**

These are subjects taught within courses offered by other faculties.

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

**ACCT9001****Introduction to Accounting A**

*Staff Contact: School Office*  
S1 L1.5

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

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

**ACCT9002****Introduction to Accounting B**

*Staff Contact: School Office*  
S2 L1.5

**Prerequisite:** ACCT9001

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

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

**Asian Studies****JAPN1000****Japanese Communication 1A**

*Staff Contact: Dr Y. Sasaki*  
S1 HPW5

**Prerequisite:** Nil

This subject provides an introduction to modern Japanese interactive skills, ie. listening, speaking, reading, writing, rules of communication, and socio-cultural knowledge of present-day Japan and local Japanese community, essential to basic survival interaction with Japanese. Emphasis on conversational skills. *Hiragana, katakana* and approximately 50 *kanji* are introduced.

**JAPN1001****Japanese Communication 1B**

*Staff Contact: Dr Y. Sasaki*  
S2 HPW5

**Prerequisite:** JAPN1000

This subject provides for the further acquisition of interactive skills in basic Japanese, regarding everyday non-technical topics. Introduction of approximately 100 new *kanji*.

**JAPN1500****Hospitality Japanese**

*Staff Contact: Ms Fusako Osho*  
S2 HPW3

**Prerequisite:** JAPN1000

**Corequisite:** JAPN1001 or JAPN2001

This subject aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasizes comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

**JAPN2000****Japanese Communication 2A**

*Staff Contact: Mr W. Armour*  
S1 HPW5

**Prerequisite:** JAPN1001

This subject provides for the further development of beginner's Japanese interactive skills. Prepares students to become competent in anticipated Australia-Japan contact situations and basic survival situations in Japan. Continued emphasis on oral-aural skill acquisition. Approximately 100 new *kanji* are introduced.

**JAPN2001****Japanese Communication 2B**

*Staff Contact: Mr W. Armour*  
S2 HPW5

**Prerequisite:** JAPN2000

This subject aims at consolidation of oral-aural skills up to intermediate level. Development of reading and writing skills, with another 150 *kanji* introduced.

**JAPN2400****Japanese Business and Management***Staff Contact: A/Prof W. Purcell*

S2 HPW3

*Prerequisite:* JAPN1001 or ECON1101

Students study Japanese business and management practice, including corporate structure and enterprise groupings; *shitaue* subcontracting system; *kanban* just-in-time industry system; *kaizen* best workplace practice; *ringi* decision-making; negotiating strategies and techniques; Japanese multinational operations; and government-business relations.

**JAPN2500****Japanese Studies***Staff Contact: A/Prof W. Purcell*

S1 HPW3

*Prerequisite:* JAPN1001 or JAPN2001

This subject introduces Japanese society, history, culture, politics and economy. Topics include social stratification, the role of women, demographic change, the education system, electoral politics, interest-group representation, Japan's economic growth, agriculture and industrial development, the role of the state, Japan's underworld *yakuza* and traditional *kabuki* theatre.

**JAPN3000****Japanese Communication 3A***Staff Contact: Dr C. Kinoshita Thomson*

S1 HPW5

*Prerequisite:* JAPN2001

This subject equips students with solid linguistic skills at intermediate level, with increasing emphasis on reading and writing. Introduction to a variety of local Australia-Japan contact situations and expanding practical usage of students' interactive skills. Approximately 150 new *kanji* are introduced.

**JAPN3001****Japanese Communication 3B***Staff Contact: Dr C. Kinoshita Thomson*

S2 HPW5

*Prerequisite:* JAPN3000

This subject provides for the further development of communicative skills and competence attained in JAPN3000. Students use Japanese in a wider context, thereby increasing vocabulary and knowledge of grammatical structures. Another 150 *kanji* are introduced.

**JAPN3500****Business Japanese***Staff Contact: Ms K. Okamoto*

S2 HPW3

*Prerequisite:* JAPN3000

This subject concentrates on interactive skills for business situations, including reading and writing. Introduces students to technical language of accounting, finance, economics and marketing and develops skills needed in typical formal and informal business contact situations, such as business introductions and meetings, business conversation, written channels of communication and business etiquette.

**JAPN4000****Japanese Communication 4A***Staff Contact: Ms H. Masumi-So*

S1 HPW5

*Prerequisite:* JAPN3001

This subject concentrates on the acquisition of late-intermediate to early-advanced interactive skills in Japanese with continued emphasis on reading and writing. Introduction to basic linguistic features of advanced level Japanese and provides opportunities to practise skills needed in typical formal and informal Australia-Japan contact situations. Approximately 150 *kanji* are introduced.

**JAPN4001****Japanese Communication 4B***Staff Contact: Ms H. Masumi-So*

S2 HPW5

*Prerequisite:* JAPN4000

This subject prepares students in the acquisition of well-rounded linguistic and communicative competence necessary for advanced learners. Further extension and systematic practice of interactive skills. Another 150 *kanji* are introduced.

**JAPN4100****Japanese Communication 5A***Staff Contact: Ms S. Iida*

S1 HPW5

*Prerequisite:* JAPN4001

This subject focuses on mid-advanced Japanese interactive skills. Increasing emphasis is placed upon further development of reading and writing abilities. Autonomous learning is encouraged and assisted in acquisition of more advanced interactive skills. Students are given opportunities to improve on competence in professional and business settings. Approximately 250 new *kanji* are introduced.

**JAPN4101****Japanese Communication 5B***Staff Contact: Ms S. Iida*

S2 HPW5

*Prerequisite:* JAPN4100

This subject hones those reading and writing skills attained in JAPN4100. Continued instruction in more advanced conversational and grammatical structures and useful vocabulary for the purpose of business and related areas of communication. A further 250 *kanji* are introduced.

**JAPN4200****Japanese Communication 6A***Staff Contact: Ms Y. Hashimoto*

S1 HPW5

*Prerequisite:* JAPN4101

This subject concentrates on further acquisition of interactive skills required in a wider variety of Australia-Japan contact situations. Continued emphasis on autonomous learning and self-monitoring of problem areas in interactive skills. Approximately 250 new *kanji* are introduced.



**JAPN4201****Japanese Communication 8B***Staff Contact: Ms Y. Hashimoto***S2 HPW5***Prerequisite: JAPN4200*

This subject provides for the refining of linguistic and communicative skills acquired in JAPN4200. Another 250 *kanji* are introduced, ie. the remaining *jooyoo kanji*.

**JAPN4300****Advanced Reading in Japanese A***Staff Contact: Dr C. Kinoshita Thomson***S1 HPW5***Prerequisite: JAPN4201 or permission from Head of Unit*

This subject provides opportunity for advanced learners of Japanese with intensive and extensive reading in the language on selected topic(s). Accumulation of *kanji*, vocabulary and idiomatic expressions is emphasized.

**JAPN4301****Advanced Reading in Japanese B***Staff Contact: Dr C. Kinoshita Thomson***S2 HPW5***Prerequisite: JAPN4300 or permission from Head of Unit*

Students are required to continue reading on the selected topic(s) from JAPN4300, prepare a paper and give a formal oral presentation to a group of native Japanese speakers.

**JAPN4400****Special Topics in Advanced Japanese***Staff Contact: Ms H. Masumi-So***S2 HPW3***Prerequisite: JAPN4000*

This subject provides students with a framework for analyzing problems in the field of Japanese Studies, including a theoretical framework and types and sources of problems. Where possible, students carry out empirical data collection and are guided through the analysis of and search for possible solutions to these problems.

**JAPN4500****Research Seminar in Japanese Studies A***Staff Contact: A/Prof W. Purcell***S1***Prerequisite: Admission to Honours*

This subject provides a foundation for conducting research in the area of Japanese Studies. Students will become familiar with research literature, theoretical frameworks and research methodologies in this field.

**JAPN4501****Research Seminar in Japanese Studies B***Staff Contact: A/Prof W. Purcell***S2***Prerequisite: Admission to Honours*

Students conduct a research project using skills acquired in JAPN4500.

**JAPN4520****Honours Japanese A***Staff Contact: A/Prof W. Purcell***S1 HPW5***Prerequisite: Admission to Honours*

Students will further improve their proficiency in Japanese language and communication at a level most suitable for each individual.

**JAPN4521****Honours Japanese B***Staff Contact: A/Prof W. Purcell***S2 HPW5***Prerequisite: Admission to Honours*

This subject continues on from JAPN4520 and further assists students in developing their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

**JAPN4530****Honours Japanese (Advanced) A***Staff Contact: A/Prof W. Purcell***S1 HPW5***Prerequisite: Admission to Honours*

Advanced students will further improve their proficiency in Japanese language and communication at a level most suitable for each individual.

**JAPN4531****Honours Japanese (Advanced) B***Staff Contact: A/Prof W. Purcell***S2 HPW5***Prerequisite: Admission to Honours*

This subject continues on from JAPN4530 and further assists advanced students in developing and consolidating their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

**JAPN4600****Thesis (Japanese Studies)***Staff Contact: A/Prof W. Purcell**Prerequisite: Admission to Honours***S3****KORE1000****Korean 1A***Staff Contact: Mr S-C. Shin***S1 HPW5***Prerequisite: Nil*

This subject provides beginners with practical language skills for effective communication. Emphasis is on use of the language in basic survival situations. Communicative methods are used to develop in students the four language skills: listening, speaking, reading and writing, within a cultural context. The Korean script, *Han-gul*, is taught progressively.

**KORE1001****Korean 1B***Staff Contact: Mr S-C. Shin***S2 HPW5***Prerequisite: KORE1000 or equivalent*

This subject further develops communicative skills in introductory Korean, with emphasis on a variety of 'real life' situations. New communicative functions, vocabulary and grammatical structures are progressively added to knowledge and skills acquired in KORE1000.

**KORE2000****Korean 2A***Staff Contact: Mr S-C. Shin***S1 HPW5***Prerequisite: KORE1001 or equivalent*

This subject further develops communicative skills on the groundwork covered in introductory-level Korean and al-

lows students to build upon their spoken and written language skills, enabling them to interact in a wider range of communicative situations.

#### **KORE2001**

##### **Korean 2B**

*Staff Contact: Mr S-C. Shin*

*S2 HPW5*

*Prerequisite: KORE2000 or equivalent*

This subject consolidates and further expands knowledge and skills developed in the previous subjects as well as laying the foundation for students who wish to proceed to a third year program. A number of selected *Hanja*, Sino-Korean characters, are introduced to further enhance the students' skills to read and comprehend modern Korean mixed script.

---

## **Banking and Finance**

#### **FINS2612**

##### **Australian Capital Markets**

*Staff Contact: School Office*

*S1 or S2 L2 T1*

*Corequisites: ECON1102 and ECON1203, or completion of Stage 1 for students from other faculties.*

This subject analyses markets for financial assets, including the money, bond, stock and futures markets; the structure of interest rates; flow of funds of financial institutions; the regulatory structure of markets and the interrelations among markets.

#### **FINS2613**

##### **Business Finance**

*Staff Contact: School Office*

*S1 or S2 L2 T1*

*Prerequisites: FINS2612 or any two of ACCT1511, ECON1102 and ECON1203*

This subject looks at the essential aspects of financial decision-making in business including: factors influencing capital expenditure decisions; alternative approaches to valuation; factors affecting the formulation of the capital structure; and influence of the capital market environment.

#### **FINS2622**

##### **Asian Capital Markets**

*Staff Contact: School Office*

*S1 or S2 L3*

*Prerequisite: FINS2612*

This subject provides an introduction to financial markets in major Asian economies. Topics covered include: a brief review of the historical development in different countries; comparison of institutional structure and regulatory systems for equity, derivative, foreign exchange, and banking markets; the impact of regulation on institutions and market behaviour; and contemporary issues related to Asian markets.

#### **FINS2624**

##### **Investments**

*Staff Contact: School Office*

*S1 or S2 L2 T1*

*Prerequisite: FINS2613*

*Note/s: Excluded FINS2714 and FINS3615.*

This subject introduces investment theory and practice. The first part of the subject develops the primary asset pricing models, including CAPM and APT models, examines relevant empirical tests, and applies the models to the problem of measuring portfolio performance. This is followed by a study of investment management in the social, ethical and economic context. Topics include: security analysis of bonds and equities; the use of options, futures and forwards in portfolio hedging and risk management; and current issues in portfolio management including 'green' funds, passive vs active management, index funds and international diversification.

#### **FINS3616**

##### **International Business Finance**

*Staff Contact: School Office*

*S1 or S2 L2 T1*

*Prerequisite: FINS2624*

*Note/s: Excluded FINS3716.*

This subject introduces students to the international financial and operating environments, aspects that are quite basic to corporate life. The general emphasis is on the identification and management of risk as it arises in particular from exchange rate fluctuations. The material is accordingly a fusion of ideas from the economics of exchange rates, the theory of finance and the practicalities of the operating environment. The topics covered in this course include parity condition in international finance, measurement and management of foreign exchange exposure, working capital management of a multinational firm, and foreign investment analysis for multinational corporations.

#### **FINS3625**

##### **Applied Corporate Finance**

*Staff Contact: School Office*

*S1 or S2 L2 T1*

*Prerequisite: FINS2613*

*Note/s: Excluded FINS3715 and FINS2614.*

This subject focuses on advanced issues associated with the investment and financing decisions of corporations. Topics include mergers and takeovers, management buy-outs, executive compensation schemes, advanced capital budgeting problems, and issues in treasury management. The treatment includes a discussion of ethical issues.

#### **FINS3630**

##### **Bank Financial Management**

*Staff Contact: School Office*

*S1 or S2 L3*

*Prerequisites: FINS2612 and FINS2613*

This subject looks at: theory and practice of banking from a financial management perspective; banks and the financial services industry; regulatory restrictions and financial management; performance analysis and strategic planning; asset management - liquidity, investment and loan management; liability and deposit management; capital structure and dividend decisions; and financial management implications of electronic banking, international banking, and other developments.

**FINS3633****Real Estate Finance and Investment***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: FINS2624*

This subject evaluates real estate financing, the mechanics of the mortgage market, and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts, and the banking system in promoting real estate activity. This subject analyses real estate prices and yields, diversification aspects, and use of property as an inflation hedge, and evaluates leasing, type of tenancy, property options and property trusts.

**FINS3634****Lending and Liquidity Management***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: FINS3630*

This subject analyses the short-term sources and uses of funds with primary emphasis on lending and liquidity management. Topics include loan pricing with applications of option pricing theory, loan risk assessment and management, lending practice and loan administration, working capital management, inventory management and statistical credit controls.

**FINS3635****Options, Futures and Risk Management Techniques***Staff Contact: School Office*

S1 L3

*Prerequisite: FINS2624*

This is an intermediate subject on options, futures and techniques for managing asset risk. Topics covered include an overview of derivative securities, forward and futures contracts (on stock indices, investment and consumptive assets), options (on stocks, stock indices and futures), hedging positions in options and other derivative securities, binomial option pricing, risk-neutral valuation, the stochastic process followed by stocks, numerical techniques in option pricing, options on non-traded assets, exotic options and pricing biases.

**FINS3636****Interest Rate Risk Management***Staff Contact: School Office*

S2 L3

*Prerequisite: FINS2624***Note/s:** May not be offered in 1995.

This subject looks at interest rate risk (IRR) and techniques for managing risk. Topics covered include term structure dynamics (including bond price lattices, spot and forward rate models), analytical and numerical techniques, duration measures, interest rate derivative securities (including options, futures and swaps), and the interaction between IRR and credit risk.

**FINS3774****Financial Decision Making under Uncertainty***Staff Contact: School Office*

S1 L3

*Prerequisite: Credit or better in FINS2624*

Finance is concerned with decision making, at both the individual and corporate level, which involves uncertain

pay-offs in multiple periods of time. Toward a better understanding of the operations of these decisions, this subject provides an intermediate exposition of the fundamentals of portfolio selection and corporate finance. Specifically, the subject will examine: (i) the basics of choice theory; (ii) binomial option pricing; (iii) portfolio theory; (iv) classical, non-game theoretical theories of capital structure and dividend policy and empirical evidence on these theories; and (v) theories and evidence related to mergers and acquisitions. This subject will also emphasize and reinforce those techniques that underlie advanced studies in asset pricing and corporate finance.

**FINS3775****Research Methods in Finance 1***Staff Contact: School Office*

S2 L3

*Prerequisite: FINS3774 or equivalent*

The objective of the subject is to review applications of mathematical and statistical tools to applied problems and current research in finance.

**FINS4776****Advanced Topics in Asset Pricing***Staff Contact: School Office*

S2 L3

*Prerequisite: FINS3774 and FINS3775*

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding courses as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market conditions. In addition, the subject also introduces a relatively new area of financial economics: security market micro-structure and the implications for empirical research in finance. Topics include: utility theory, portfolio theory and capital asset pricing models, arbitrage pricing theory, option and futures pricing, intertemporal models in finance and security market micro-structure.

**FINS4777****Advanced Topics in Corporate Finance***Staff Contact: School Office*

S1 L3

*Prerequisite: FINS3774 and FINS3775*

This subject introduces contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis is given to the corporate form of business. Furthermore, special cases of investment and financing decisions such as mergers, take-overs and leveraged buy-outs are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter, students are encouraged to supplement theoretical discussions with empirical evidence.

**FINS4778****Recent Developments in Banking Research***Staff Contact: School Office***S2 L3***Prerequisites: FINS3630 and FINS3774*

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; optimal capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

**FINS4779****Research Methods in Finance 2***Staff Contact: School Office***S1 L3***Prerequisite: FINS3775*

This subject is a more advanced course in empirical methods in finance. This subject covers general methodological aspects, testing of hypotheses and falsifiability principle; a review of relevant econometric material and its application to topics such as generalized beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability and volatility estimation.

**FINS4794****Thesis (Finance)***Staff Contact: School Office***S2***Prerequisites: Permission of the Head of School**Note/s: The thesis is to be approved and supervised by the School of Banking and Finance.*


---

## Computer Science and Engineering

Computer Science involves the study of the design, construction and uses of computer systems. It is concerned with the representation of data and data structures in computer systems and the design of algorithms for automatic manipulation of this information by programming languages and machine systems. It is very much concerned with the design and development of hardware and software tools by which computer applications may be developed.

**COMP1811****Computing 1 (Procedural)***Staff Contact: Dr A. Sharma***S1 L3 T3***Prerequisite: As for MATH1131**Note/s: Excluded COMP1011, 6.611, 6.600.*

This subject focuses on defining problems: reasoning about and solving problems using Logic, Abstraction, Specification, Algorithms and Data Structures and gives exposure to a procedural programming language (Modula-2) for practical experience with these concepts. Students look at computing systems; hardware (CPU, Memory, Peripherals), software (Operating Systems, Networks, Languages) and

users, and computing applications; document processing, spreadsheets, data bases, graphics and communications.

**COMP1821****Computing 2***Staff Contact: A/Prof P. Compton***S2 L3 T3***Prerequisite: COMP1811**Note/s: Excluded COMP1021, 6.621, 6.021D.*

This subject looks at: abstract data types; lists, stacks, queues, trees; implementation in procedural language (Modula-2) using linked structures; searching and sorting, and introduces functional programming, the layered model of a computer, instruction set, execution cycle, data storage, and assembly language programming.

---

## Economics

---

### Economic History

**ECOH1301****Australia in the International Economy in the 20th Century***Staff Contact: Dr B. Dyster***S1 HPW3***Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)*

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

**ECOH1302****Australia and the Asia-Pacific Economies: Historical Perspectives***Staff Contact: A/Prof I. Inkster***S2 HPW3***Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)*

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

and their impact on Australia; the ASEAN group's 'special relationship' with Australia; Sino-Australian economic relations; trans-Tasman economic integration; Australia's perceptions of Asia and the Pacific and obstacles to greater economic integration.

### ECOH2301

#### Management and Business Development

*Staff Contact: Dr D. Meredith*

S1 HPW3

*Prerequisite: ECON1102*

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

### ECOH2302

#### Origins of Modern Economics

*Staff Contact: See Head of Department*

S1 HPW3

*Prerequisite: ECON1102*

**Note/s:** Not offered 1995.

### ECOH2303

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

*Staff Contact: See Head of Department*

S1 HPW3

*Prerequisite: ECON1102*

This subject examines the evolution of the pre-industrial Chinese economy and its significant characteristics: agricultural development, population growth, the family farm, marketing and commercialization, distribution of wealth and income, and the role of the state. It looks at the interaction of indigenous forces of change and the impact of imperialism in transforming the Chinese economy in the late 19th and early 20th centuries: the emergence of alternative strategies, forces, and ideologies for national economic development in the 20th century with a close examination of the performance of the nationalist government during the Nanking decade 1927-1937 and the reasons for its failure; and of the Communist government during the Yenan decade 1935-1945 and the reasons for its success.

### ECOH2304

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

*Staff Contact: See Head of Department*

S2 HPW3

*Prerequisite: ECON1102*

This subject examines the transformation of China since 1949; examination of changing exemplars and strategies; rehabilitation of the war-damaged economy; early socialist transformation of agriculture, industry and commerce; competing demands of political control and economic construction; the problems of the Soviet model; evolution of a Chinese development model in the Great Leap Forward and the Cultural Revolution; Mao Zedong as an economist; the rejection of the Maoist model in the 1980's; the conflict between Deng Xiaoping's economic policies and his political aims; recent performance and emerging problems; and the prospects for Australia in China's economic future.

### ECOH2305

#### Modern Asian Economic History

*Staff Contact: A/Prof I. Inkster*

S1 HPW3

*Prerequisite: ECON1102*

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

### ECOH2306

#### Settler Capitalism

*Staff Contact: Dr B. Dyster*

S1 HPW3

*Prerequisite: ECON1102*

**Note/s:** Excluded ECOH2307 (No longer offered.)

Not offered in 1995.

### ECOH2309

#### Modern Capitalism: Crisis and Maturity

*Staff Contact: See Head of Department*

S1 HPW3

*Prerequisite: ECON1102*

**Note/s:** Not offered in 1995.

### ECOH2311

#### German Economy and Society

*Staff Contact: Dr J. Perkins*

S1 HPW3

*Prerequisite: ECON1102*

**Note/s:** Not offered in 1995.

### ECOH2312

#### The Industrial Revolution

*Staff Contact: Dr J. Perkins*

S1 HPW3

*Prerequisite: ECON1102*

**Note/s:** Not offered in 1995.

### ECOH2313

#### Australian Economic Development in the 20th Century

*Staff Contact: Dr D. Clark*

S2 HPW3

*Prerequisite: ECON1102*

This subject examines the development of the Australian economy from the Long Boom and the Depression of the 1890s to the present day. It looks at Australian economic development and its main features: economic fluctuations and their consequences, especially the Depression of the 1930s; the rise of Australian economic institutions; changes in the philosophy of development and the role of government; migration and the inflow of foreign capital; development strategies of the States; impact of war; growth of manufacturing and industry policy; development of the services sector; problems of the agrarian economy; and changes in the standard of living. Also considered is Australia's changing economic relations with other countries and the world economy, and economic problems in the later 20th century in a historical perspective.

**ECOH2314****The Experience of the Soviet Union***Staff Contact: Dr J. Perkins*

S2 HPW3

*Prerequisite:* ECON1102

This subject focuses on : the causes of the October Revolution of 1917; Civil War and War Communism (1918-21); New Economic Policy and its problems (1921-28); the collectivisation of Soviet agriculture and forced industrialization (1928-41); the Soviet Union in the Second World War and post-war recovery; the legacy of Stalinism; efforts to reform the Soviet system from Krushchev to Kosygin; the 'stagnation' of the Brezhnev years; the collapse of the Soviet Union; and the prospective future of Russia and socialism.

**ECOH2315****The City in History***Staff Contact: Dr B. Dyster*

S2 HPW3

*Prerequisite:* ECON1102*Note/s:* Not offered in 1995.**ECOH2317****Banking and Financial History***Staff Contact: Dr D. Meredith*

S2 HPW3

*Prerequisite:* ECON1102

This subject analyses the evolution of financial markets and institutions since the later 19th century. Among the topics covered are: the development of banking, including central banking; the international monetary system from the Gold Standard to floating exchange rates; the development of public finance; changes in corporate financing; financial crises and responses; and the evolution of the role of the State in relation to banking and financial markets.

**ECOH2318****The Consumer Age***Staff Contact: Dr J. Perkins*

S2 HPW3

*Prerequisite:* ECON1102

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

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

S1 HPW3

*Prerequisite:* ECON1102*Note/s:* Not offered in 1995.**ECOH3302****Classics of Economic Thought***Staff Contact: See Head of Department*

S2 HPW3

*Prerequisite:* ECON1102*Note/s:* Not offered in 1995.**ECOH3303****Transformation of the Japanese Economy***Staff Contact: A/Prof I. Inkster*

S2 HPW3

*Prerequisite:* ECON1102

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

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

S1 HPW3

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

Not offered in 1995.

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

S2 HPW3

*Prerequisite:* ECON1102*Note/s:* Excluded ECOH3325.

This subject analyses the major features of the Australian economy in the 20th century: interpretation of movements in the trade cycle; the path of growth; the open economy; dependency; structural adjustment; capital formation; labour markets; distribution; and the process of transformation of economic policy, its outcomes and change in a historical framework from 1901 to the present day.

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

S1 HPW3

*Prerequisite:* ECON1102*Note/s:* Not offered in 1995.**ECOH3307****Multinationals: Theory and History***Staff Contact: Dr D. Meredith*

S1 HPW3

*Prerequisites:* ECON1102*Note/s:* Not offered in 1995.**ECOH3324****Shaping Australia, 1788-1914 (Advanced)***Staff Contact: Dr B. Dyster*

S1 HPW3

*Prerequisite:* ECON1102*Note/s:* Excluded ECON3304

Not offered in 1995.

**ECOH3325****Modern Australian Capitalism (Advanced)***Staff Contact: Dr D. Clark*

S2 HPW3

*Prerequisite:* ECON1102**Note/s:** Excluded ECOH3305.

Not offered in 1995.

**ECOH4323****Approaches to Economic and Social History***Staff Contact: See Head of Department*

S1 HPW3

*Prerequisite:* ECON3325

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

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

S2 HPW3

*Prerequisite:* ECON3325

Advanced topics in Australian Economic Development.

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

S2 HPW3

*Prerequisite:* ECON3325

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

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

S1 HPW3

*Prerequisites:* ECOH3325 and ECON1102**Note/s:** Excluded ECOH4322 (No longer offered.)

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

**ECOH4327****Thesis (Economic History)***Staff Contact: See Head of Department*

S1 and S2

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

**Servicing Subjects**

These are subjects taught within courses offered by other faculties.

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

**ECOH1305****European Economic Development 1750-1914***Staff Contact: Dr J. Perkins*

S1 L2 T1

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

**Note/s:** Not offered in 1995.**ECOH1306****European Economic Development since 1914***Staff Contact: Dr J. Perkins*

S2 HPW3

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

**Note/s:** Not offered in 1995.**ECOH2316****The Transition from Feudalism to Capitalism in Europe***Staff Contact: Dr J. Perkins*

S1 HPW3

**Note/s:** Not offered in 1995.**ECOH4321****Economic History 4 (Honours)***Staff Contact: See Head of Department*

F

*Prerequisites:* ECON3325 and ECON1102

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

---

**Econometrics****ECON1202****Quantitative Methods A***Staff Contact: Mr J. Ablett*

S1 or S2 HPW3

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

**Note/s:** Excluded MATH1032, MATH1042.

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

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

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

*Prerequisite: ECON1202*

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

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

*Staff Contact: Head of Department*  
S2 HPW3

*Prerequisite: ECON2206*

This subject considers the statistical evaluation of data collected from questionnaires and related cross-section sources. The methods covered include cross-tabs, regression models, and discrete choice models. Applications and presentation of results are stressed.

**ECON2204****Dynamic Models**

*Staff Contact: Dr L. Fisher*  
S1 HPW3

*Prerequisite: ECON1202*

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

**ECON2206****Introductory Econometrics**

*Staff Contact: Head of Department*  
S1 HPW3

*Prerequisite: ECON1203*

This subject introduces econometrics and explores the representation of economic relationships by simple and multiple regression models; static and dynamic models; and the statistical complications of autocorrelation, collinearity, and heteroskedasticity. Practical exercises feature throughout, using an econometric computer package.

**ECON2207****Econometric Methods**

*Staff Contact: Dr G. Otto*  
S2 HPW3

*Prerequisite: ECON2206*

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

**ECON2208****Operations Research**

*Staff Contact: Dr C. Alaouze*  
S2 HPW3

*Prerequisite: ECON1202*

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

transportation, inventory and portfolio selection and other economic related fields.

**ECON2209****Business Forecasting**

*Staff Contact: Prof R. Bewley*  
S1 HPW3

*Prerequisite: ECON1203*

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

**ECON2210****Applied Business Statistics**

*Staff Contact: Head of Department*  
S1 HPW3

*Prerequisite: ECON1203*

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

**ECON2212****Applied Economic Statistics**

*Staff Contact: Head of Department*  
S1 L3

*Prerequisite: ECON1203*

Topics covered include: Applied multivariate analysis; the techniques of principal components; factor analysis; discriminant analysis; cluster analysis; sample survey design and analysis; and non-parametric methods in statistical inference. In addition, students undertake a case study requiring data collection and analysis.

**ECON2213****Comparative Forecasting Techniques**

*Staff Contact: Prof R. Bewley*  
S2 L3

*Prerequisites: Either ECON2204 and ECON2206 or ECON2209*

This subject includes the following topics: exponential smoothing; Box-Jenkins techniques; transfer functions; VAR models; and a combination of forecasts, accuracy of forecasts, and spreadsheets and forecasts.

**ECON2215****Statistics for Econometrics**

*Staff Contact: Head of Department*  
S2 L2 T1

*Prerequisite: ECON2206*

Statistical distribution theory: moments, normal, T, chi-square, F, and multivariate normal distributions. Basic asymptotic theory. Approaches to estimation and significance tests in univariate and multivariate models.



**ECON3202****Mathematical Methods in Economics***Staff Contact: Mr J. Ablett*

S1 HPW3

*Prerequisite:* ECON1202

This subject gives students a working knowledge of static and dynamic optimization techniques applied in economics. Topics include classical optimization, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neoclassical theory of optimal growth.

**ECON3203****Econometric Theory***Staff Contact: Head of Department*

S1 L2 T1

*Prerequisite:* ECON2215

This subject covers: a coherent theoretical development of multiple regression analysis; restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error autocorrelation and heteroskedasticity.

**ECON3204****Econometric Model Building***Staff Contact: Prof N. Kakwani*

S2 L2 T1

*Prerequisite:* ECON3203

This subject provides for the formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of 'real-world' econometric models is undertaken.

**ECON3205****Case Studies in Business Statistics***Staff Contact: Head of Department*

S2 L2 T1

*Prerequisites:* ECON2202 and ECON2209

This subject will examine specific case studies in business statistics involving each of the following stages: problem formulation, data collection, analysis and presentation. Case studies will be drawn from both government and the private sector. Students are required to undertake their own study for assessment.

**ECON3206****Modelling High-Frequency Time Series Data***Staff Contact: Head of Department*

S1 L2 T1

*Prerequisites:* ECON2206

This subject is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (ARCH models), generalized method of moments estimators (GMM), and non-normality issues.

**ECON3213****Comparative Economic Forecasting***Staff Contact: Prof R. Bewley*

S2 L2 T1

*Prerequisites:* ECON2206 or ECON2209

This subject includes the following topics: exponential smoothing; Box-Jenkins techniques; transfer functions; VAR models; and a combination of forecasts, accuracy of forecasts, and spreadsheets and forecasts.

**ECON4201****Applied Econometrics***Staff Contact: Prof R. Bewley*

S1 L3

*Prerequisites:* ECON2207 and ECON2101 or ECON2102

This subject takes a modern approach to applied econometric work. Various empirical problems are considered and the strengths and weaknesses of available ways of solving them are examined. Attention will be given to such matters as diagnostic tests in an LM framework, various forms of autocorrelation and heteroskedasticity, trending data, and outliers and influential observations. Practical experience is gained both from the study of the empirical literature and from class projects.

**ECON4202****Time Series Analysis***Staff Contact: Dr L. Fisher*

S2 L3

*Prerequisite:* ECON3203

This subject takes an approach to applied econometrics that focuses on the theoretical derivation and properties of the techniques studied. These techniques include error correction models and cointegration approaches. The application of such techniques is shown in a variety of economic contexts.

**ECON4203****Special Topics in Econometrics 1***Staff Contact: See Head of Department*

S1 HPW3

*Prerequisite:* Permission of Head of Department**ECON4204****Special Topics in Econometrics 2***Staff Contact: See Head of Department*

S2 HPW3

*Prerequisite:* Permission of Head of Department**ECON4227****Thesis (Econometrics)***Staff Contact: Head of Department*

F

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Econometrics before the end of the August Recess in the year preceding their entry into Year 4.

**ECON4228\*****Thesis (Econometrics/Finance)***Staff Contact: School Office***F**

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Econometrics and the School of Banking and Finance before the end of the July Recess in the year preceding their entry into Year 4.

*\*This subject will not be available under new 1995 course rules.*

**Servicing Subject**

A servicing subject is one taught within courses offered by other faculties.

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

**ECON2200****Introductory Quantitative Economic Analysis***Staff Contact: Ms J. Watson***S1 L2 T2**

**Arts Prerequisite:** 2 unit Mathematics or permission of the Head of the School of Economics

**Note/s:** Excluded ECON1202, ECON1203, MATH1011, MATH1021, MATH1032 and MATH1042.

This subject covers in the mathematics section: basic algebra, financial mathematics, differentiation, maxima and minima, and introduces multivariate calculus. It explores applications of the preceding concepts to economics. In the statistics section the subject covers: frequency distributions, measures of central tendency and dispersion, the normal, t and chi square distributions, statistical inference, confidence intervals, correlation and regression, and index numbers.

**Economics****ECON1101****Microeconomics 1***Staff Contact: Dr N. Warren***S1 or S2 HPW3**

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

This subject introduces economics as a social science: scarcity, resource allocation and opportunity cost; an introductory analysis of consumer behaviour; the economics of firms and markets; production and costs; the classification and analysis of markets; efficiency concepts and market failure; the gains from international trade and the impact of trade restrictions; economic growth and structural change.

**ECON1102****Macroeconomics 1***Staff Contact: Dr T. Stegman***S1 or S2 HPW3****Prerequisite:** ECON1101

This subject provides an introduction to the analysis of aggregate output, employment and economic growth and

their relationship to the policy issues of unemployment, inflation and the balance of payments. Other topics include: social accounting and aggregate income and expenditure analysis; macroeconomic models of income determination; consumption and investment functions; the role of money and financial institutions; interactions between goods and money markets in equilibrium and disequilibrium situations; and an analysis of recent Australian macroeconomic experience.

**ECON2101****Microeconomics 2***Staff Contact: Dr J. Lodewijks***S1 HPW3****Prerequisite:** ECON1101**Note/s:** Excluded ECON2103.

This subject covers: choice theory, including intertemporal choice, and labour supply; extensions of price theory; the theory of production, costs and supply; market structures including oligopoly models; externalities; and provides an introduction to general equilibrium and welfare analysis.

**ECON2102****Macroeconomics 2***Staff Contact: Dr G. Voss***S2 HPW3****Prerequisite:** ECON1102**Note/s:** Excluded ECON2104.

This subject covers models of aggregate income determination in open economies; theories of aggregate economic behaviour with respect to consumption and investment expenditures and financial transactions; balance of payments and exchange rate analysis; theories of inflation and unemployment; introductory dynamic analysis; and theories of growth and cycles.

**ECON2103****Business and Government***Staff Contact: A/Prof R. Conlon***S2 HPW3****Prerequisites:** ECON1101 or ECON1103**Note/s:** Excluded ECON2101.

This subject examines how government affects the business environment at the microeconomic level. The case for intervention and the benefits of deregulation and privatization are analyzed, with reference to particular industries. The effects on business of government instrumentalities such as the Industries Commission, Prices Surveillance Authority, Trade Practices Commission and Foreign Investment Review Board are examined. Issues relating to microeconomic reform, economic rationalism, market failure and government business enterprises are explored.

**ECON2104****Australian Macroeconomic Policy***Staff Contact: A/Prof G. Kingston***S1 HPW3****Prerequisites:** ECON1102 or ECON1104**Note/s:** Excluded ECON2102.

This subject examines economic growth and fluctuations and the effect this has on the business environment and the community. Explains the main macroeconomic tools and techniques used by governments and the Reserve Bank to implement fiscal, monetary and incomes policies. The implications for inflation, unemployment, interest rates and exchange rates, and foreign debt are discussed.

**ECON2105****Economics of the Corporation***Staff Contact: Dr C. Freedman*

S2 HPW3

*Prerequisites:* ECON1101 or ECON1103*Notes:* Not offered in 1995.**ECON2106****Post-Keynesian Political Economy***Staff Contact: Dr P. Kriesler*

S2 HPW3

*Prerequisites:* ECON1102 or ECON1104

This subject provides an introduction to Post-Keynesian economics, i.e. that the branch of economic theory which attempts to integrate the short-run analysis of Keynes and Kalecki with aspects of the classical tradition deriving from Ricardo and Marx. The major theoretical points at issue between Post-Keynesian and neo-classical economics are elaborated and the policy implications brought out, along with an analysis of the state in contemporary capitalism, including the role of the state in ensuring the reproduction of industrial capital, capital in general and capitalist social relations, with consideration of how this is achieved.

**ECON2107****The Economics of Information and Technology***Staff Contact: Dr G. Fishburn*

S1 HPW3

*Prerequisites:* ECON1101 or ECON1103

Information, market failure and R & D. Asymmetric information. Localized learning. Technological change and intellectual property rights. The economics of innovation. Market structure, patents, inventions and R & D. Information technology. Biotechnology. Clusters of innovations and the diffusion of innovations. A National Technology Strategy?

**ECON2108****Industry Economics and Australian Industrial Policy***Staff Contact: Dr R. Chapman*

S2 HPW3

*Prerequisites:* ECON2101 or ECON2103*Notes:* Not offered in 1995.

Topics covered include: structure of industry; inter-relationships between the role of the business firm and industrial structure; multinational corporations; factors affecting size, structure and performance such as economies of scale, barriers to entry, vertical integration, diversification and mergers, patents, the development and transmission of technology; industrial policy in Australia with special reference to competition policy, foreign investment and mergers, and some specific industry policies e.g. on motor vehicles, electronics, steel and petroleum.

**ECON2109****Economics of Natural Resources***Staff Contact: Dr G. Waugh*

S1 HPW3

*Prerequisite:* ECON2101 or ECON2103

This subject provides an introduction to the exploitation of natural resource systems examined within an economic framework, particularly forestry, fisheries, water, oil and other minerals. It also looks at policies required to ensure improved management without overexploitation of these renewable and non-renewable resources under different property-right regimes.

**ECON2110****Alternative Approaches to Economics***Staff Contact: Dr P. Kriesler*

S2 HPW3

*Prerequisite:* ECON1102 or ECON1104

This subject examines alternative paradigms in economics and may include schools of thought such as the Post Keynesians, New Institutionalists, Marxians or Austrians. Particular non-traditional approaches to the theory of the firm and such topics as experimental economics, Cambridge distribution and growth theory, economic sociology, economics of politics and the debate over economic rationalism may be covered. Specific topics will depend on student preferences.

**ECON2111****The Economics of Global Interdependence***Staff Contact: Dr J. Lodewijks*

S2 HPW3

*Prerequisite:* ECON1102 or ECON1104

This subject looks at Australia in an interdependent world; direction and composition of world trade; trade in services; trade theory and trade policy; strategic trade policy and imperfect competition; international competitiveness; barriers to trade and trading blocs; international institutions and policy; NAFTA, GATT and EU; World Bank and IMF; foreign currency markets; and international policy coordination.

**ECON2113****The Development of Modern Economics***Staff Contact: Dr P. Kriesler*

SS HPW3

*Prerequisite:* ECON1102 or ECON1104*Notes:* Not offered in 1995.**ECON2115****Japanese International Economic Relations***Staff Contact: Dr K. Fox*

S2 HPW3

*Prerequisite:* ECON1102 or ECON1104

This subject considers: Japan's international trade, investment and balance of payments policies; globalisation of Japanese economic interests; problems relating to external economic policies including alternative strategies for international economic relations; impact of yen appreciation; trade friction; bilateral relations with focus on Australia, USA, China and South East Asia.

**ECON2116****Japanese Economic Policy***Staff Contact: Dr K. Fox*

S1 HPW3

*Prerequisite:* ECON1102 or ECON1104

This subject provides an analysis and evaluation of postwar economic policy: issues relating to policy determination including role of institutions and interest groups; critical examination of 'Japan Inc.' model; industrial policy and role of 'genkyoku' system; Japanese long term economic planning; nature of principle economic policies such as agricultural, monetary and fiscal; anti-trust and competition policies.

**ECON2117****Economics of Tourism***Staff Contact: Dr G. Waugh*

S1 HPW3

*Prerequisite:* ECON1102 or ECON1104

Topics include: macro and micro economic environments; factors affecting international and domestic tourism; tourism forecasting models; economic analysis of projects; cost/benefit and related procedures; and the implications of tourism developments for the community in general.

**ECON2118****Industrial Training 1**

S2

**ECON2127****Environmental Economics and Cost-Benefit Analysis***Staff Contact: Dr G. Waugh*

S2 HPW3

*Prerequisite:* ECON1101 or ECON1103

This subject considers the main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility; environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

**ECON3101****Microeconomics 3***Staff Contact: Mr R. Chapman*

S1 HPW3

*Prerequisite:* ECON2101

This subject covers: extensions of microeconomic theory; general equilibrium approaches to economic analysis; limitations of the general competitive model; and uncertainty and risk with applications to modern theories of corporate behaviour.

**ECON3102****Macroeconomics 3***Staff Contact: Dr M. Monadjemi*

S2 HPW3

*Prerequisite:* ECON2102

This subject covers theory of economic policy; extended macroeconomic models, theory and fiscal policy and the problems of the budget deficit; international policy dependence and the exchange rate; the Australian financial system, monetary theory and policy; inflation and unemployment and incomes policy; rational expectations and economic policy; and Australian macroeconomic models.

**ECON3103****Monetary Theory and Policy***Staff Contact: Dr M. Monadjemi*

S1 HPW3

*Prerequisite:* ECON2102

Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.

**ECON3104****International Monetary Economics***Staff Contact: A/Prof G. Kingston*

S2 HPW3

*Prerequisite:* ECON2102

Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

**ECON3105****Public Enterprise Economics and Cost Benefit Analysis***Staff Contact: Dr T. Truong*

S1 HPW3

*Prerequisites:* ECON2101 or ECON2103*Notes:* Not offered in 1995.

This subject looks at the theory of public economic activity; government objectives and the social welfare function; equity and efficiency criteria; public goods and externalities; the theory of public sector pricing and its applications; techniques of investment appraisal, cost-benefit analysis and related issues; the application of cost-benefit analysis to transport, urban and other problems; and analysis of transfer policy.

**ECON3106****Public Finance***Staff Contact: Prof J. Piggot*

S2 HPW3

*Prerequisites:* ECON2101 or ECON2103.

Topics covered include: general aspects of public sector expenditure and its financing with special reference to Australia; the role of government in the economy; principles and types of public expenditure; taxation theory; tax sharing and revenue systems; economic and welfare aspects of different types of taxes; inflation and tax indexation; loan finance and the public debt.

**ECON3107****Economics of Labour Markets***Staff Contact: Dr T. Stegman*

S1 HPW3

*Prerequisite:* ECON2101*Notes:* Not offered in 1995.**ECON3108****Economic Policy Issues***Staff Contact: Dr J. Lodewijks*

S2 HPW3

*Prerequisites:* ECON2101 and ECON2102

This subject introduces the data sources necessary for factual discussion of policy issues, and provides a seminar for discussion on current Australian economic policy questions, with indepth treatment of a number of policy issues.

**ECON3109****Economic Growth, Technology and Structural Change**

Staff Contact: Dr P. Kriesler  
S1 HPW3

Prerequisite: ECON2101 or ECON2103

Topics covered include: characteristics of economic growth and development; role of capital accumulation, labour, technology and natural resources; the application of growth models to development issues; the role of industrialization, structural change and development strategies in promoting economic growth; and income inequality and economic welfare.

**ECON3110****Developing Economies and World Trade**

Staff Contact: Dr J. Lodewijks  
S2 HPW3

Prerequisite: ECON2101 or ECON2103

This subject focuses on: trade and developing countries; trade and growth; new trade theory and LDCs; foreign trade regimes; liberalization and trade negotiations; and the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilization experiences; and growth-oriented adjustment policies.

**ECON3111****Contemporary Japanese Economy**

Staff Contact: Dr J. Lodewijks  
SS HPW3

Prerequisite: ECON2115 or ECON2116

Note/s: Not offered in 1995.

**ECON3112****The Newly Industrializing Economies of East Asia**

Staff Contact: Mr J. Zerby  
S2 HPW3

Prerequisite: ECON1102 or ECON1104

This subject focuses on the principal economic characteristics of the newly industrializing economies of East Asia; South Korea, Taiwan and Hong Kong, and compares internal and external policies and their contribution to the achievement of socio-economic objectives.

**ECON3113****Economic Development in ASEAN Countries**

Staff Contact: Mr J. Zerby  
S1 HPW3

Prerequisite: ECON1102 or ECON1104

This subject analyses principal economic characteristics of the original members of the Association of South East Asian Nations: Indonesia, Malaysia, Philippines, Singapore and Thailand. It looks at causes and consequences of economic development policies; and the theoretical issues related to formation of customs unions and free trade areas, and their application to ASEAN.

**ECON3115****Economics of Developing Countries**

Staff Contact: Dr J. Lodewijks  
S1 HPW3

Prerequisite: ECON1102 or ECON1104

Note/s: Not offered in 1995.

**ECON3116****International Economics**

Staff Contact: Dr G. Fishburn  
S2 HPW3

Prerequisite: ECON2101 and ECON2102

Primarily a theoretical treatment of international trade and finance. This subject looks at international trade and finance theory; comparative costs, gains from trade, effects of resource endowments on trade; barriers to trade including tariffs and quotas; strategic trade policy; economic integration; imperfect competition; Australian balance of payments; balance of payments adjustment mechanisms, internal and external balance; foreign exchange markets; international monetary system; foreign investment.

**ECON3118****Industrial Training 2**

S1

**ECON4123****Topics In Advanced Economics**

Staff Contact: Dr J. Lodewijks  
S2 HPW3

Prerequisites: ECON3101 and ECON3102

Selected topics in advanced microeconomics and macroeconomics.

**ECON4127****Thesis (Economics)**

Staff Contact: Dr G. Fishburn  
F

Note/s: Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics. Students are required to present a seminar on the topic of their thesis.

**ECON4164****Economic Methodology**

Staff Contact: Dr P. Kriesler  
S2 HPW3

Prerequisite: ECON2102

The methodology of modern economics, the scientific method, testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems; and some of the major issues in monetary theory, classical and neo-classical value and distribution theory, and equilibrium and welfare economics.

**Servicing Subjects**

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subjects see the respective Faculty Handbooks.

**ECON1103****Microeconomic Principles**

Staff Contact: Dr J. Lodewijks  
S1 HPW3

Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100),

or 2 unit English (53-100), or 3 unit English (1-50)

**Note/s:** Excluded ECON1101.

This subject introduces economics as a social science; scarcity, resource allocation and opportunity cost; consumer and producer behaviour as the basis for supply and demand analysis; introduction to marginal analysis; applications of supply and demand analysis; efficiency concepts and market forces.

#### **ECON1104**

##### **Macroeconomic Principles**

*Staff Contact: Dr J. Lodewijks*

S2 HPW3

*Prerequisite:* ECON1103

**Note/s:** Excluded ECON1102.

This subject provides an introduction to the analysis of aggregate output, employment and economic growth and their relationship to the policy issues of unemployment, inflation and the balance of payments. Also covered are models of the determination of equilibrium income; an analysis of the role of financial institutions; and an introduction to the analysis of macroeconomic policy.

#### **ECON1107**

##### **Elements of Environmental Economics**

*Staff Contact: Dr G. Waugh*

S2 HPW3

**Note/s:** Excluded ECON1101.

This subject provides an introduction to environmental issues, market failure, conservation and preservation of environment, discounting, sustainable economic growth and zero growth, measuring benefits and costs on environment, methods of controlling pollution, and management of environment.

#### **ECON4120**

##### **Economics Honours Arts**

*Staff Contact: Dr G. Fishburn*

F HPW6

*Prerequisites:* ECON2101, ECON2102, ECON3101, ECON3102 all at Credit level or better, plus ECON2206 and ECON2207

**Note/s:** Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics before the end of the year proceeding their entry into their final year. This program consists of four subjects and a thesis (ECON4127). The subjects are ECON4123, ECON4164, ECON3108 and one other subject from a selected list.

---

## **German Studies**

#### **GER51200**

##### **German for Professional Purposes 1A**

*Staff Contact: Ms D. Grannall*

C6 S1 HPW6

*Prerequisite:* HSC German 2 or 3 Unit German, or equivalent

**Note/s:** Excluded GERS1121 and GERS1122, GERS1321 and GERS1322, GERS2021 and GERS2022.

Four hours per week practical language work designed to improve students' fluency and accuracy in all four language

skills in German, using texts from a variety of sources. Two hours per week introduction to German political, social and economic history from 1789 to the present. Assessment: Class work and tests, assignments and history examination.

#### **GER51201**

##### **German for Professional Purposes 1B**

*Staff Contact: Ms D. Grannall*

C6 S2 HPW6

*Prerequisite:* GERS1200

Four hours per week practical language work designed to improve students' fluency and accuracy in all four language skills in German, using texts from a variety of sources. Two hours per week introduction to German political, social and economic history from 1789 to the present. Assessment: Class work and tests, assignments and history examination.

#### **GER52200**

##### **German for Professional Purposes 2A**

*Staff Contact: Ms D. Grannall*

C6 S1 HPW5

*Prerequisite:* GERS1201

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

#### **GER52201**

##### **German for Professional Purposes 2B**

*Staff Contact: Ms D. Grannall*

C6 S2 HPW5

*Prerequisite:* GERS2200

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

#### **GER53200**

##### **German for Professional Purposes 3A**

*Staff Contact: Ms D. Grannall*

C6 S1 HPW5

*Prerequisite:* GERS2201

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business issues. Assessment: Weekly assignments, class tests and tutorial presentation.

#### **GER53201**

##### **German for Professional Purposes 3B**

*Staff Contact: Ms D. Grannall*

C6 S2 HPW5

*Prerequisite:* GERS3200

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business issues. Assessment: Weekly assignments, class tests and tutorial presentation.

## Hospitality Management (School of Marketing)

### HOSP1999

#### Hospitality Industry Employment 1

Staff Contact: School Office  
S1

The Industry experience program is to serve as a complement to the theory gained from coursework. The Industry Employment is for a period of at least 10 weeks in the summer vacation. A detailed report and diary should be submitted at the beginning of the following academic year. The objective is to relate the theoretical content of the TAFE operative subjects concurrently undertaken with the degree, to the practical working environment, food and beverage service outlets in restaurants and hotels.

### HOSP2999

#### Hospitality Industry Employment 2

Staff Contact: School Office  
S1

Prerequisite: HOSP1999

Students are required to undertake relevant employment of at least 10 weeks duration in the summer vacation at the end of the second year. The objective is to build upon previous industry experience and gain some advanced training in the food and beverage, front office areas of hotels or restaurants, either locally, interstate or overseas. Students will be required to maintain a diary and submit a report at the beginning of the following academic year.

### HOSP3009

#### Financial Control in the Hospitality Industry

Staff Contact: School Office  
S1 L2 T2\*

Prerequisites: ACCT1511 and satisfactory completion of studies in the TAFE sector

Topics include: measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres; cost-volume-profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverages and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies. This subject includes a control project using spreadsheet software.

\*Optional computer laboratory hours may be required.

### HOSP3010

#### Legal Aspects of Tourism

Staff Contact: School Office  
S2 L2 T2

Prerequisite: Satisfactory completion of studies in the TAFE sector

Topics include: national and international laws relating to tourism, legal environment of facilities, agents, operators; interaction of community and developer needs; consumer rights; and the implication of national, local regulations governing sale and supply of hospitality services, including food.

### HOSP3999

#### Hospitality Industry Employment 3

Staff Contact: School Office  
S1

Prerequisite: HOSP2999

Students will undertake a structured employment program in conjunction with and under the supervision of a hotel or restaurant employer in the form of an internship for at least 10 weeks. Students will have the opportunity of working in a number of departments of a hotel, restaurant or resort operation including front office, accounting, human resources and marketing. Students will be required to submit a detailed report in the following academic year, of approximately 2000 words which will be graded satisfactory or unsatisfactory. Employers will also be required to monitor the progress and performance of students and submit an accompanying report in finalisation of the project.

### HOSP4002

#### Hotel and Resort Management

Staff Contact: School Office  
S2 L1 T2

Prerequisite: MARK3073

This subject focuses on strategic and operational issues in resort management; market positioning; growth strategies; organization; information systems design; staffing needs; management style. Examples are drawn from Australian resort industry.

### HOSP4004

#### Strategic Management in Hospitality and Tourism

Staff Contact: School Office  
S2 L1 T2

Prerequisites: HOSP3009, MARK3073

This subject looks at issues in Hospitality Management - its evolution, understanding the current Australian Hospitality environment; management practices and strategies analysis of the future; and research applications.

### HOSP4013

#### Hospitality Service Management

Staff Contact: School Office  
S1 L2 T4

Prerequisites: MARK3073

Topics include: understanding the delivery of service in front office, food, beverage and rooms division and conference, entertainment, club and casino operations; developing new service concepts within various positioning strategies and health and government requirements; reviewing energy management systems; the presentation of food and beverage; determining cost controls and the cost/benefit of improvements.

### HOSP4014

#### Managing People in the Hospitality Industry

Staff Contact: School Office  
S2 L2 T4

Prerequisite: HOSP4013

Topics include: understanding the concept of quality assurance; internal marketing; managing employee turnover and stress; career pathing; measuring and improving customer satisfaction; methods of increasing customer loyalty; determining the cost of unacceptable and inferior service; cost versus quality trade-offs.

**HOSP4015****Hospitality Facilities Management***Staff Contact: School Office*

S1 L2 T4

*Prerequisite:* HOSP3009

Topics include: understanding workflows in a hotel as a prerequisite to good design and layout fitout; importance of Occupational Health and Safety Act, government and local council requirements; preparing feasibility studies including Return on Investment and debt versus equity decisions; use of computer aided design software. A detailed case study will be required in which each student will develop detailed plans and specifications needed for a restaurant or similar operation. Plans will include critical path charts, cost and income analysis, a five year marketing plan and budget.

---

## **Industrial Relations and Organizational Behaviour**

**IROB1701****Industrial Relations 1A****(Australian Industrial Relations)***Staff Contact: Dr B. Ellem*

S1 or S2 L2 T1.5

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

This subject provides a multi-disciplinary introduction to a range of important concepts and issues in Australian industrial relations. Topics include: political, social, economic, legal, historical and psychological aspects of the evolution and operation of modern industrial relations; the nature and implications of strikes, lockouts and other forms of industrial conflict and alienation; the structure and policies of State and Federal trade unions, the State labor councils and such peak organizations as the Australian Council of Trade Unions; the employer industrial relations function, management strategies and the structure and policies of employer associations; processes of work rule determination, such as collective bargaining, mediation, conciliation and compulsory arbitration; labour movements; and the role of the various arbitration tribunals and government instrumentalities with respect to industrial relations.

**IROB1702****Industrial Relations 1B****(Australian Trade Unionism)***Staff Contact: Dr B. Ellem*

S2 L2 T1.5

*Prerequisite:* IROB1701

This subject covers the formation and development of Australian unions; analysis of economic, legal, political and social framework within which unions operate; the role of unions; the structure and government of unions; union democracy and politics; union strategies; and unions and the 'balance of power'. The course will discuss the policies and operation of unions generally, and of State labor councils and the Australian Council of Trade Unions.

**IROB2703****Industrial Relations 2A****(Comparative Industrial Relations)***Staff Contact: Mr I. Hampson*

S1 L2 T1.5

*Prerequisites:* IROB1701 (may be taken simultaneously rather than as a prerequisite)

This subject focuses on the development of industrial relations systems overseas, paying special attention to collective bargaining systems. Topics include: the role of trade unions, employer bodies and government labour policies; the nature of industrial conflict and procedures utilized for its resolution; and evaluation of alternative systems of labour-management relations at the plant, industry and national level.

**IROB2704****Industrial Relations 2B****(Social Organization of Work)***Staff Contact: Mr D. Morgan*

S2 L2 T1.5

*Prerequisite:* IROB2703 or IROB2719

This subject covers: the social organization of work; conceptual foundations of industrial psychology and sociology; issues include learning and skill formation, motivation, stress and alienation; design of jobs and work organization; managerial behaviour and decision making the labour process; management control and worker resistance; class, gender and ethnicity at work; the microdynamics of industrial conflict; professionalism and its consequences; and employee participation.

**IROB2711****Labour Market Economics***Staff Contact: A/Prof B. Dabscheck*

S1 L2 T1

*Prerequisite:* ECON1102**Note/s:** Not offered in 1995.**IROB2712****Labour Market Policies***Staff Contact: School Office*

SS L2 T1

*Prerequisite:* ECON1102**Note/s:** Not offered in 1995.**IROB2713****Industrial Relations Sociology***Staff Contact: School Office*

S2 L2 T1

*Prerequisite:* IROB1701**Note/s:** Not offered in 1995.**IROB2714****Industrial Democracy***Staff Contact: School Office*

SS L2 T1

*Prerequisite:* IROB1701**Note/s:** Not offered in 1995.



**IROB2715****Labour History***Staff Contact: Dr J. Shields*

S1 L2 T1

*Prerequisite: IROB1701*

This subject focuses on the evolution of working class life in Australia from the arrival of the convicts to the present day, emphasizing the growth of trade unions, political parties and state regulation of the labour market; the development of class consciousness, segmentation of the labour market and changes in work processes and workers' control of production; the impact of immigration, technological change; and the role of women in paid employment.

**IROB2716****Industrial Conflict***Staff Contact: School Office*

S2 L2 T1

*Prerequisite: IROB1701***Note/s:** Not offered in 1995.**IROB2717****Social Aspects of Work and Unionism***Staff Contact: School Office*

S2 L2 T1

*Prerequisite: IROB1701*

This subject examines the interaction between paid work and the broader social structure in which it is situated. It provides an overview of the dominant theories, concepts and debates on the social aspects of work. Aspects of society which are examined include: historical development of the labour process, motivation towards unionism, the role of culture, skill formation, attitudes to technology, women's role in the family, racism, occupational transformation in the workforce, and the role of the state intervention.

**IROB2718****Human Resource Management***Staff Contact: School Office*

S2 L2 T1

*Prerequisite: IROB1701*

This subject looks at management of paid employment in Australia. It covers contemporary management thinking; issues in managing people - problem solving, leadership, power, communications and managing in an organization - group dynamics and supervision, setting goals and performance appraisal, developing individual and organizational resources, career planning.

**IROB2719****Management of Organizations 1***Staff Contact: Dr A. Bordow*

S1 L2 T1.5

*Prerequisites:* IROB1701 or with permission of the Head of the Teaching Unit

This subject provides an interdisciplinary approach to the field of organizational behaviour in both the public and private sectors. It introduces students to a range of perspectives on organizational structures and processes, and considers how they help us understand various management theories and practices. On this basis, issues of power, control, conflict and culture are explored. Other topics include: changing approaches and attitudes to work; social and political influences on group behaviour; teamwork and other managerial interventions; leadership and motivation; the impact of technological and structural change.

**IROB2720****Japanese Employment Relations***Staff Contact: School Office*

S1 L2 T1

*Prerequisite:* IROB1701 or JAPN1100 or other approved subject.

**Note/s:** Not offered in 1995.**IROB2722****Industrial Relations in Newly Industrialized Asian Countries***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: IROB2703***Note/s:** Not offered in 1995.**IROB2723****Management of Organizations 2***Staff Contact: Dr A. Bordow*

S2 L3

*Prerequisite: IROB2719***Note/s:** Not offered in 1995.**IROB2724****Health and Safety at Work***Staff Contact: Prof M. Quinlan*

S1 L3

*Prerequisite: ACCT1511 and ECON1102*

This subject examines the incidence, origins and management of occupational health and safety problems. It assesses the contribution of technical and social science disciplines to understanding and addressing occupational injury and disease. The role of management, government and trade unions in addressing health and safety will also be critically assessed. Topics covered include the incidence and nature of occupational illness; theories of injury causation; explaining occupational disease; occupation stress; shiftwork; repetition strain injury; the regulation of occupational illness; workers' compensation and rehabilitation; management and union approaches; safety engineering; noise; hazardous substances; and case study.

**IROB3705****Industrial Relations 3A****(Management and Employment Relations)***Staff Contact: Dr C. Wright*

S1 L2 T1.5

*Prerequisite: IROB2704 or IROB2718 or IROB2721*

This subject covers: organizations of employers; employer organization structure and strategy; employer associations' relations with firms; multi-employer and single employer bargaining; corporate strategy; the structure of private and public sector organizations in relation to their environments; management values and ideology regarding employee motivation and regulation; management strategy and practice regarding employees and unions; the personnel and industrial relations function; line management and employee relations; management effectiveness in employee relations.

**IROB3706****Industrial Relation Policies and Processes***Staff Contact: Prof M. Quinlan***S2 L2 T1.5***Prerequisite: IROB3705*

This subject focuses on institutional structures, policies and procedures in industrial relations conflict resolution under arbitration and bargaining. Topics include: theoretical aspects; problems and issues in arbitration and bargaining; models of bargaining and arbitration; compulsory arbitration in the context of collective bargaining and the relative merits of the two methods under varying standards for evaluation; new work patterns, flexibility and award restructuring. Case studies and simulation exercise material may be used.

**IROB3707****Industrial Relations Research Methods and Thesis Workshop***Staff Contact: A/Prof B. Dabscheck***S2 L2 T1***Prerequisites: IROB3705 and permission of Head of the Teaching Unit**Note/s: Excluded IROB3723.***IROB3719****Industrial Relations Theory***Staff Contact: A/Prof B. Dabscheck***S2 L2 T1***Prerequisite: IROB2704**Note/s: Not offered in 1995.***IROB3720****Industrial Law***Staff Contact: Ms S. Hammond***S1 L2 T1***Prerequisite: IROB1701**Note/s: Excluded LAWS5030.*

This subject looks at the nature and purposes of the legal system and industrial law; the law concerning the contract of employment; trade unions; industrial law; powers of Government; and the Commonwealth Conciliation and Arbitration System, awards, penal sanctions for industrial law, industrial torts, topics and issues of importance in the industrial law field.

**IROB3721****Negotiation, Bargaining and Advocacy***Staff Contact: Ms S. Hammond***S2 L2 T1***Prerequisite: IROB1701*

This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

**IROB3722****Wages and Incomes Policy***Staff Contact: A/Prof B. Dabscheck***SS L2 T1***Prerequisite: IROB3720**Note/s: Excluded ECON3108.**Not offered in 1995.***IROB3724****Strategic Human Resource Management***Staff Contact: School Office***S2 L2 T1***Prerequisite: IROB2718 or IROB2719*

This subject examines: the integration of human resource management and corporate strategy; opportunities and constraints in implementing strategic human resource management; the role of organizations' internal and external environments in implementation of strategies; formulation, selection and implementation of human resource strategies; authority maintenance, staffing, performance appraisal, competency development, corporate acculturation, management of organizational change, responses to and impacts on societal change; competing human resource strategies; developments in strategic human resource management and their application; cross cultural/national transferability; and the implications of strategic human resource management for Australian organization and management.

**IROB4703****Pay and Reward Systems***Staff Contact: Dr J. Shields***S2 L3***Prerequisite: IROB2704*

This subject seeks to equip students studying industrial relations and/or human resource management with an understanding of the development and design of employment-related pay and reward systems and of the various theories and practices associated with the fixing and payment of wages, salaries and non-monetary employment benefits. The subject examines types of payment systems, differences in pay regimes between 'internal' and 'external' labour markets, theories of pay relativity and difference and bargaining processes and pay. It traces the history and recent transformation of award pay and tribunal regulation in Australia, including national wage minima, job and skill-based award rates and relativities, gender-specific pay and pay inequality, over-award pay and award restructuring. The subject also canvasses a range of current issues, options and trends relating to performance, productivity and merit pay, pay system design and reward management, with particular attention being paid to individual and collective incentive schemes, non-monetary rewards and enterprise-specific pay structures.

**IROB4705****Employment Policy and Practice A***Staff Contact: Mr I. Hampson***S1***Prerequisite: Admission to the Honours Program*

This subject examines the theory, law, award provisions, organizational policy and practice of industrial democracy/employee participation, training and skill formation.

**IROB4706****Employment Policy and Practice B***Staff Contact: School Officer*

S2

*Prerequisite:* Admission to the Honours Program

This subject examines the theory, law, award provisions, organizational policy and practice of at least two of the following: affirmative action and equal employment; workers' compensation; grievance procedures; manpower and human resource policy; training and skill information.

**IROB4731****Industrial Relations Case Studies A***Staff Contact: School Office*

S1 L3

*Prerequisite:* IROB3706

Case studies highlight a range of industrial relations issues at the plant or local level. Students also prepare their own case study for seminar presentation.

**IROB4732****Industrial Relations Case Studies B***Staff Contact: School Office*

S2 L3

*Prerequisite:* IROB3706

Case studies highlight a range of industrial relations issues at the industry and national level. Students also prepare their own case study for seminar presentation.

**IROB4733****Industrial Relations Seminar***Staff Contact: School Office*

F

**IROB4734****Thesis (Industrial Relations)***Staff Contact: School Office*

F

**IROB4738****Thesis (Human Resource Management)***Staff Contact: School Office*

F

**Servicing Subjects**

These are subjects taught within courses offered by other faculties.

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

**IROB2721****Managing People***Staff Contact: Dr A. Donovan*

S1 L2 T2

This subject focuses on managing in a rapidly changing environment. Topics include: leadership, decision-making and innovation; power, legitimacy, and the socialization process; the structure and design of organizations, organization and domination, the evolution of ethical awareness; intergroup conflict and conflict resolution; skills of managing - communication, negotiation, coaching and objectives setting; organizational culture and transformation.

---

**Information Systems****INFS1602****Computer Information Systems 1***Staff Contact: School Office*

S1 or S2 HPW 4

*Prerequisite:* Nil

This subject develops an understanding of the content of information systems, the types of information systems and the position of information systems in society; information systems at an organizational level, typical commercial applications, the systems life cycle, design concepts, data analysis and models and an introduction to data communications.

**INFS1603****Business Data Management***Staff Contact: School Office*

S1 or S2 HPW 4

*Prerequisite:* Nil

This subject provides students with the required knowledge and practical skills to be able to design database systems in an organizational environment, an understanding of the role of data in business and an understanding of the quality assurance issues in collecting, storing and using data.

**INFS2603****Systems Analysis & Design***Staff Contact: School Office*

S2 HPW 4

*Prerequisites:* INFS1602 and INFS1603

This subject examines system analysis and design: requirements analysis and specification; logical and physical design of business systems; specification and updating of files; interactive dialogue procedures; and students compare design methodologies, set within the framework of an actual case study.

**INFS2607****Business Data Networks***Staff Contact: School Office*

S2 HPW4

*Prerequisite:* INFS1602*Note/s:* Excluded INFS3607.

Not offered in 1995. This subject will replace INFS3607 in 1996.

**INFS2609****Object-Oriented Computer Programming***Staff Contact: School Office*

S1 HPW 4

*Prerequisites:* INFS1602 and INFS1603

This subject examines programming in the commercial environment; COBOL; hardware and operating systems concepts and their impact on the commercial computing environment. This subject also introduces computer communications and object-oriented programs.

**INFS2691****Industrial Training 1***Staff Contact: School Office*

S1 HPW1

*Prerequisite:* INFS1602 and INFS1603*Note/s:* Available only to BIT students.

Students consider the practical treatment of the characteristics of commercial information systems. The topics covered include: analysis of an existing information system; development of overview documentation of the system; evaluation of the interface design; consideration of the role of security and control mechanisms.

### **INFS3603** **Executive Support Systems**

*Staff Contact: School Office*

S1 HPW 4

*Prerequisites:* INFS1602 and INFS1603

This subject examines the process of decision making and work group activity by professional and managerial people; the tools and techniques available in information technology to support these processes; the cultural and organizational issues involved in formalizing support; and management issues related to support.

### **INFS3604** **Information Function Management**

*Staff Contact: School Office*

S2 HPW 4

*Prerequisite:* INFS2603

This subject introduces the management issues surrounding information systems and provides an understanding of senior management use of technology. Consideration is given to the use of information systems for strategic advantage and the practical applications of tools and concepts of project management.

### **INFS3605** **Software Engineering**

*Staff Contact: School Office*

S1 HPW 4

*Prerequisite:* INFS2609

Students are supervised implementing an information systems project in a commercial programming language. Topics include: advanced program design and structured techniques; computer aided software engineering techniques; interface with systems software at application implementation level; the comparison of a range of programming languages; test data specification; and implementation procedures.

### **INFS3606** **Advanced Data Networks**

*Staff Contact: School Office*

S2 HPW 4

*Prerequisite:* INFS2607

*Note/s:* Not offered in 1995.

### **INFS3607** **Distributed Computer Systems**

*Staff Contact: School Office*

S2 HPW 4

*Prerequisite:* INFS2603

*Note/s:* Excluded INFS2607. This subject will be replaced by INFS2607 in 1996.

Topics include: advanced data communication concepts; computer networks, with reference to international standards and common industry communications software packages; local/ metropolitan/ wide area networks; network management; telecom services and other options; data security; a case-study involving the design of a telecommunications-based commercial system.

### **INFS3608** **Advanced Database Systems**

*Staff Contact: School Office*

S1 HPW 4

*Prerequisites:* INFS1602 and INFS1603

Topics include: advanced data analysis and modelling techniques; database management system architectures including hierarchical, network and relational approaches; database reliability, security and integrity issues; and data description and manipulation languages.

### **INFS3611** **Advanced Analysis and Design**

*Staff Contact: School Office*

S2 HPW 4

*Prerequisite:* INFS2603

This subject focuses on a systems analysis design case study where students are required to produce: a statement of requirements; a feasibility study and/or evaluation; logical design; physical design and a presentation of proposals to users. Students consider: user requirements; elicitation techniques and approaches; project management; alternative design methodologies; information systems lifecycle; and the practical use of CASE tools.

### **INFS3616** **Commercial Programming Principles**

*Staff Contact: School Office*

S2 HPW 4

*Prerequisite:* INFS3605

*Corequisite:* INFS3692

*Note/s:* Available only to BIT students.

This subject focuses on the advanced treatment of the practice of implementing commercial systems. Topics include: the use of library code; program design for performance; project control and reporting practice; programming standards; interactive interface; software testing; CASE tools; documentation; security and control; and maintenance.

### **INFS3692** **Industrial Training 2**

*Staff Contact: School Office*

S2 HPW 1

*Prerequisite:* INFS3605 or INFS2609

*Corequisite:* INFS3616

*Note/s:* Available only to BIT students.

Students gain in-depth practical exposure to information systems development. The topics covered include: the structure and management of the implementation teams; the roles of users and information staff in implementation; and scheduling and control during implementation.

### **INFS4693** **Industrial Training 3**

*Staff Contact: School Office*

S1 HPW 1

*Corequisite:* INFS3611.

*Note/s:* Available only to BIT students.

Students are provided with in-depth practical work in information systems analysis and design. The topics covered include: the structure and management of analysis and design teams; the roles of users and I/S staff in analysis and design; and scheduling and control during analysis and design.

**INFS4774****Information Systems Security***Staff Contact: School Office*

S1 HPW4

*Prerequisites:* INFS1603, INFS2607 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5984. See Graduate Study: Subject Descriptions.

**INFS4794****Thesis (Information Systems)***Staff Contact: School Office*

S2

**INFS4805****Information Systems Auditing***Staff Contact: School Office*

S2 HPW4

*Prerequisites:* ACCT3708, INFS1602 and admission to BCom degree course at Honours level majoring in Information Systems plus approval from the Head of School of Information Systems.

As for INFS5905. See Graduate Study: Subject Descriptions.

**INFS4810****Advanced Data Management***Staff Contact: School Office*

S1 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems, plus approval of the Head of School of Information Systems.

As for INFS5926. See Graduate Study: Subject Descriptions.

**INFS4811****Knowledge Based Information Systems***Staff Contact: School Office*

S2 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5927. See Graduate Study: Subject Descriptions.

**INFS4812****Software Engineering Management***Staff Contact: School Office*

S1 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5928. See Graduate Study: Subject Descriptions.

**INFS4825****Object-Oriented Information Systems***Staff Contact: School Office*

S2 HPW4

*Prerequisites:* INFS3605 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of the School of Information Systems.

As for INFS5925. See Graduate Study: Subject Descriptions.

**INFS4848****Information Systems Project Management***Staff Contact: School Office*

S2 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5848. See Graduate Study: Subject Descriptions.

**INFS4853****Information Systems Management***Staff Contact: School Office*

S2 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5953. See Graduate Study: Subject Descriptions.

**INFS4857****Information and Decision Technology***Staff Contact: School Office*

S1 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5957. See Graduate Study: Subject Descriptions.

**INFS4886****Research Topics in Information Systems 1***Staff Contact: School Office*

S1 HPW4

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS5986. See Graduate Study: Subject Descriptions.

**INFS4887****Research Topics in Information Systems 2***Staff Contact: School Office*

S2 HPW4

*Prerequisite:* Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS5987. See Graduate Study: Subject Descriptions.

**INFS4891****Decision Support Systems***Staff Contact: School Office*

S1 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval by the Head of School of Information Systems.

As for INFS5991. See Graduate Study: Subject Descriptions.

**INFS4893****Special Topic in Information Systems***Staff Contact: School Office*

S1 or S2 HPW4

*Prerequisites:* Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5993. See Graduate Study: Subject Descriptions.

**INFS4898****Project Seminar***Staff Contact: School Office*

S1 or S2

## Law

### LAWS1010

#### Litigation

*Staff Contact: Dr Jill Hunter*

C6 F HPW4

Introduces students to issues and problems in three areas:

1. Civil pre-trial procedure: focuses on selected topics largely in the context of Supreme Court actions; parties to an action; pleadings; discovery; and exchange of information. Supreme Court Rules are examined to determine the extent to which they facilitate just, accurate and speedy resolution of disputes. Problems of delay and cost are also addressed with particular reference to case-flow management techniques and alternative dispute resolution.

2. Criminal pre-trial procedure: the law and related issues associated with arrest, warrants, police searches, interrogation and the formulation of pleadings. Comparisons are drawn between the civil and criminal pre-trial processes.

3. Evidence: a basic understanding of the legal and philosophical principles related to the presentation of evidence in court. A comprehensive examination of the rules of evidence, including those designed to protect the accused at trial; the rule against hearsay evidence; the use of expert evidence; the treatment of unreliable evidence; proof and probability theory and questioning of witnesses in court.

The effect of pretrial procedures on the final outcome at trial highlighted.

### LAWS1120

#### Legal System Torts

*Staff Contact: Mr Angus Corbett/Ms Prue Vines*

C6 F HPW4

This course covers: the legal significance of the arrival of the British in Australia; the principal institutions of the legal system, particularly the courts, the legislature, and the executive arms of government; the judiciary; the legal profession; their history, roles, interrelationships, operation and techniques; general constitutional principles and institutions; the notion and consequences of federalism; Bill of Rights proposals; precedent and statutory interpretation, practice and theory; sources of Australian law, including the past and present status of Aboriginal customary law; origins of the common law; classifications within the common law; jurisdiction of Australian courts.

The course also examines a number of torts, both intentional and unintentional, relating to economic interests as well as personal injury. The primary focus of the course is a thorough and comprehensive introduction to the tort of negligence. There is a detailed discussion of specific issues such as recovery for personal injury, for nervous shock, for pure economic loss as well as affirmative duties of care. In addition there is an introduction to the law relating to limitation periods, vicarious liability, defences to the tort of negligence and the law relating to the assessment of damages. The approach to teaching this material is via extensive discussion of a relatively limited number of leading cases. Students are thus able to build up an understanding of this body of law through their own analysis of case law and statute law.

A second strand of this course is to introduce students to the wide ranging debates about the appropriate role and function of tort law. This requires developing a working

knowledge of a feminist and economic analysis of tort law and of the various corrective justice theories of tort. In developing this working knowledge students will be exposed to secondary materials which build upon and refer to the cases and statutes which are included in the course.

### LAWS1420

#### Contracts

*Staff Contact: Mr Denis Harley*

C4.5 F HPW4

*Co-requisite: LAWS2140*

This course examines the nature of contractual obligations and how parties make and break contracts. Topics include: how contracts are formed and the necessary elements of a validly constituted contract; express and implied terms of a contract and how such terms are imported into the contract; the consequences where a contract is induced by misrepresentation, mistake or unconscionability; exemption clauses; estoppel and contract; remedies for breach of contract and the damages payable for such breach. Students are encouraged to examine the role of contract law from an historical and contemporary standpoint.

### LAWS1610

#### Criminal Law

*Staff Contact: A/Prof David Brown*

C6 F HPW4

This course covers the principles of criminal law and criminal liability. Aims to: promote and refine research and social policy analysis skills; develop a rigorous analytic and socially oriented approach to the study of criminal law; investigate the constitution of concepts like crime, criminal and criminal law; question traditional approaches which assume a unified set of general principles; suggest an approach to criminal law as a number of diverse fields of regulation; acknowledge the importance of forms of regulation outside the criminal law; examine empirical material on the actual operation of the N.S.W criminal process such as court statistics and a court observation exercise; examine the substantive rules developed in selected criminal offence areas; stress the importance and relevance of criminal law in an understanding of law, even (and especially) for those who do not intend to practice in the area. Topics include: the phenomenon of crime, the criminal process, criminal responsibility, homicide offences, public order offences, drug offences, offences against the person, offences of dishonest acquisition, general defences, complicity, conspiracy, sentencing and penal practices.

### LAWS2140

#### Public Law

*Staff Contact: Mr Robert Shelley*

C1.5 S1 HPW2

*Co-requisite: LAWS1420*

This course introduces the students to the concept of "public law", its methods of reasoning, history and fundamental principles. It deals with the fundamental principles of constitutional and administrative law; with the ethical precepts underlying our constitutional system; with the essential features of our system of government, and with the increasing role of public international law. The course also introduces students to comparative law, especially the public law assumptions of the Civil Law system. Topics include the concept of public law; theories and history of constitutionalism; comparative methods of enforcing constitutional precepts; Australia's constitutional development; the

separation of powers, responsible government and constitutional conventions; and the republicanism debate.

#### **LAWS2150**

##### **Federal Constitutional Law**

*Staff Contact: Prof George Winterton and Mr Keven Booker*  
C3 S1 or S2 HPW4

This subject is concerned with federal constitutional law, stressing the legislative and judicial powers of the Commonwealth and the judicial interpretation by the High Court of the extent of those powers, in particular: trade and commerce, external affairs, corporations, appropriation, grants and taxation powers, family law and industrial law powers, inconsistency of Commonwealth and State laws, freedom of interstate trade and commerce, excise and implied limitations on Commonwealth and State powers. Techniques and approaches adopted by the High Court in interpreting the Australian Constitution, and occasionally, federal executive power.

Further study of constitutional law may be undertaken in LAWS2100 The High Court of Australia.

#### **LAWS2160**

##### **Administrative Law**

*Staff Contact: Ms Melinda Jones*  
C3 S1 or S2 HPW4

This course considers the law concerning the accountability and control of government officials. Topics covered include: the regulation of delegated legislation; the problem of corruption; the duty to give reasons for administrative decisions; freedom of information, the Ombudsman, the Administrative Appeals Tribunal; and judicial review of administrative action (the principles of legality and procedural fairness).

#### **LAWS2230**

##### **Communications Law**

*Staff Contact: Ms Holly Raiche*  
C3 SS HPW4

The course will cover a range of communications issues including laws covering communications generally such as defamation and contempt and other forms of legal control. It will examine both the technology of communications (spectrum use and management, and telecommunications networks and services) and its regulation under legislation. The licensing of a range of broadcasting services and controls over their content will also be examined, as well as the powers, functions and processes of the Australian Broadcasting Authority. Because much of the legislation is new and the subject of continuing debate, the course will examine policy debates as well as criticism and analysis of the current legislative frameworks for communications.

#### **LAWS3010**

##### **Property and Equity**

*Staff Contact: A/Prof Chris Rossiter*  
C6 F HPW4

This course covers the basic principles of the law of property, transcending the traditional boundaries of real and personal property. For reasons of time and convenience, most topics are those usually considered in the context of 'real property'.

Enquiry into the meaning of the concepts of property and the purposes that are or ought to be fulfilled by the law of property. Some of the traditional concepts and classifica-

tions adopted by the common law in the content of the study of fixtures. Topics: possession as a proprietary interest in land and goods; some basic concepts such as seisin and title; the fragmentation of proprietary interests, including the doctrines of tenure and estates; an introduction to future interests; the development of legal and equitable interests, including a comparative treatment of their nature, extent and sphere of enforceability and an introduction to trusts; legal and equitable remedies; the statutory regulation of proprietary interests in land, including an examination of the Torrens and deeds registration systems; co-ownership; an introduction to security interests; the acquisition of proprietary interests; the alienability of interests including trusts for sale; commercial transactions involving leasehold estates in land and bailment of goods.

#### **LAWS3030**

##### **Trusts**

*Staff Contact: Mr Brian Bromberger*  
C3 SS HPW4

This subject examines the nature, history and classification of trusts; the use of trusts in modern law; social control through trusts; express private trusts; purpose trusts; discretionary and protective trusts; the creation and variation of private trusts; trusts in commerce; resulting and constructive trusts; charitable and public trusts; the significance of charitable status; powers and duties of trustees.

A useful introduction to LAWS3050 Succession which develops a number of themes which are raised by a consideration of the law of trusts.

#### **LAWS3050**

##### **Succession**

*Staff Contact: Ms Prue Vines*  
C3 SS HPW4  
*Prerequisite: LAWS3010*

This course examines the law governing succession to property on death including the rules relating to wills, administration of assets, family provision and intestate succession. Equitable doctrines relating to the law of wills and administration of estates, including construction of wills, marshalling, satisfaction, ademption, and donatio mortis causa. Emphasis is placed on the Australian, especially the NSW, law but there is a significant comparative aspect to this course. Civil law systems, Aboriginal customary law and Islamic law of inheritance, *inter alia*, are considered. Although the rules of equity constitute a theme common to this subject and LAWS3020 and LAWS3030, there is no significant overlap. Students interested in both the law of trusts and the law of succession should do both LAWS3030 and LAWS3050; in that event it is preferable to do LAWS3030 first.

#### **LAWS4010**

##### **Business Associations 1**

*Staff Contact: Mr Angus Corbett*  
C3 SS HPW4

**Note/s:** Students are advised to complete LAWS3010 Property and Equity before undertaking Business Associations 1.

This subject introduces a number of important legal and theoretical aspects of the operation of business companies. In addition there is a brief overview of partnership law.

The company law component of the subject falls into two parts. The first deals with the process and incidents of incorporation. The topics dealt with in this part include the

derivation of the modern company; an introduction to the regulatory structures for companies and the securities industry in Australia; the formation of the company; the privileged position of the private company; an introduction to the corporate constitution, organs and capital; promoters' duties; pre-incorporation contracts; the separate personality of the corporation and its exceptions; corporate liability in crime.

The balance of the subject is concerned with the structure and governance of the company. It examines the corporate organs the board of directors and the general meeting and the division of corporate powers between them; the duties and liabilities of directors and other officers; the remedies available to shareholders for the enforcement of directors' duties and protection against oppression or over-reaching by controllers.

While much of this company law doctrine is equally applicable to the large company as to the small enterprise, the subject stresses the problems, processes and transactions typically encountered by small incorporated business.

#### **LAWS4020**

##### **Business Associations 2**

*Staff Contact: Mr Angus Corbett*

**C3 S2 HPWW**

*Prerequisite: LAWS4010*

This course covers areas of company law and securities regulation not covered in LAWS4010 Business Associations 1, and particularly those of relevance to larger enterprise companies. Students who wish to complete a comprehensive study of company law and securities regulation are advised to take this subject in addition to LAWS4010.

The subject deals with topics within the fields of corporate finance and securities regulation (including the regulation of takeovers). Topics studied will be drawn from the following: 1. corporate finance including classes of shares, company accounts and audit, the protection of share capital and the law on dividends; 2. securities markets and their regulation including insider trading and other market abuse, and the hearing and investigative powers of the Australian Securities Commission; 3. Public issues of corporate securities including philosophy of new issue regulation, listing and quotation, prospectus requirements, liability for prospectus contents, and prescribed interests; 4. the regulation of takeovers; 5. corporate insolvency.

#### **LAWS4030**

##### **The Modern Corporation**

*Staff Contact: A/Prof Paul Redmond*

**C3 SS HPWW**

Examines on a comparative basis selected issues in law and social policy arising from the modern emergence of the large business corporation as a dominant institution in western economies. The object is to develop a critical understanding of corporate structures and operations and of regulatory systems.

The central theme concerns corporate control and governance. Topics include: 1. the distribution of corporate ownership and control - modern patterns and their significance; 2. institutional share ownership - recent developments and control implications; 3. the regulation of financial intermediaries; 4. networks of influence - inter-company and business-government interlocks; 5. legal responses to the separation of corporate ownership and control with particu-

lar reference to the identification and transfer of corporate control; 6. structure, process and function in the public company board of directors; 7. corporate social responsibility; 8. industrial democracy; 9. employee participation in corporate capital formation; 10. state intervention in business - industrial strategy, corporatism and managerial prerogatives; and 11. the regulation of multi-national enterprise.

#### **LAWS4240**

##### **Industrial and Intellectual Property**

*Staff Contact: A/Prof Jill McKeough*

**C3 SS HPWW**

*Prerequisite: LAWS3010*

This course examines areas of the law relating to concepts of intangible property including the law of patents, trademarks, trade designs, copyright, confidentiality, passing off and the protection of business reputation.

#### **LAWS4260**

##### **Regulation of Economic Activity**

*Staff Contact: A/Prof Phillip Burgess*

**C3 SS HPWW**

This subject considers the theories, economics and politics of regulation; the role of/for competition policy; the case for exemption; regulation v self-regulation; regulatory reform; selected case studies in economic regulation.

#### **LAWS4340**

##### **Trade Practices**

*Staff Contact: School Office*

**C3 SS HPWW**

This course analyses the operation of competition law in Australia and the types of conduct and practices that are anti-competitive. The focus is on the restrictive trade practices provisions of the Trade Practices Act 1974, the decisions of the Federal Court and the determinations of the Trade Practices Commission and the Trade Practices Tribunal. Where relevant, U.S., UK and European decisions are considered.

#### **LAWS4350**

##### **Insurance Law**

*Staff Contact: School Office*

**C3 SS HPWW**

This subject covers the basic principles of insurance law. Topics: 1. Principles of insurance law; insurable interest, indemnity, good faith, subrogation, contribution; 2. Insurance contracts: formation, warranties and conditions, cover, claims, brokers and agents; 3. The changes effected by the relevant legislation and the residual problems.

#### **LAWS4370**

##### **Commercial Law A**

*Staff Contact: Dr Gail Pearson*

**C3 SS HPWW**

This course aims, with LAWS4380 Commercial Law B, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. the law on sale of goods; 2. an introduction to consumer protection including the supply of services; 3. an introduction to the law on consumer credit.

Students wishing to complete an introductory study of commercial law are advised to take LAWS4380 Commercial Law B. More advanced study of consumer protection is available in LAWS4390 Consumer Protection Law. Other



areas of commercial law are dealt with in LAWS4540 International Trade and LAWS4800 The Law of Banking.

#### **LAWS4380**

##### **Commercial Law B**

*Staff Contact: Mr Ian Cameron*

C3 SS HPW4

**Note/s:** This subject may be studied on its own but students wishing to complete an introductory study of commercial law are advised to take LAWS4370 Commercial Law A as well. Other areas of commercial law are dealt with in LAWS4390 Consumer Protection Law, LAWS4540 International Trade and LAWS4800 The Law of Banking.

This course aims, with LAWS4370 Commercial Law A, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. negotiable instruments, including a study of commercial bills against the background of a description of the operation of the commercial bills and money markets; 2. secured transactions. Students are introduced to the law on securities over personal property including priorities. Reference is made to credit arrangements in use in the distribution and sale of goods and services; 3. introduction to law of bankruptcy.

#### **LAWS4390**

##### **Consumer Protection Law**

*Staff Contact: Dr Gail Pearson*

C3 SS HPW4

This course examines legislative strategies for the protection of consumers and the effect of this legislation upon markets. The following protective strategies are considered: advertising self regulation; statutory regulation of advertising; the regulation of packaging and labelling; protection against sales promotion techniques; franchising; the licensing of persons dealing with consumers; product liability; statutory regulation of unconscionable conduct; and special procedures for consumer claims.

#### **LAWS4440**

##### **Elements of Income Tax Law**

*Staff Contact: A/Prof Phillip Burgess*

C3 SS HPW4

Topics covered: 1. Introduction: the policies served by taxation with particular reference to distributional and economic objectives; the uniform tax system: the structure of the current Income Tax Assessment Act and its administration. 2. A critical analysis of the principal concepts of the law of income taxation and the taxation of capital gains and fringe benefits; the law on income and deductions as applicable to individuals; the trading stock provisions and tax accounting; concepts of residence and source. 3. The judicial interpretation of taxing statutes; policy questions concerning tax avoidance.

#### **LAWS4450**

##### **Advanced Revenue Law**

*Staff Contact: A/Prof Phillip Burgess*

C3 SS HPW4

*Prerequisite: LAWS4440*

**Note/s:** Students should have completed LAWS4010 Business Associations 1 or be taking that course concurrently with LAWS4450.

This course examines areas of income tax introduced in LAWS4440 Elements of Income Tax Law in greater depth. Several areas of income tax law and other revenue law not touched on in the earlier subject. Topics: 1. taxation of

partnerships, trusts and companies, including capital gains tax; 2. assignment of income; 3. tax avoidance and evasion - analysis of general, and specific, anti-avoidance legislation and penalties legislation; 4. an introduction to aspects of international tax including some international tax agreements; 5. tax decision-making and review in the context of a mass decision making process.

#### **LAWS4540**

##### **International Trade Law**

*Staff Contact: Mr Mark Buchanan*

C3 SS HPW4

**Note/s:** There are no prerequisites for this course, however students may find that having taken or taking concurrently, Public International Law, Business Associations 1 and Commercial Law would prove to be particularly helpful.

This course provides for a study of the Legal Environment of the International Trade Transaction, consisting of the role and structure of International Legal and Economic Institutions, national government regulation affecting trade, and the 'private' law of the international transaction itself. The course begins by exploring the International Trade Regime including the General Agreement on Tariffs and Trade, and related multilateral institutions. Structural and Transactional aspects of international trade law follow, including Foreign Direct Investment regulation, Methods and Forms of international trade law and investment (eg. Joint Ventures), protection of Intellectual Property, Licensing and Technology Transfers, Import/Export Transactions, Customs, Tariffs and International Payments (eg. Letters of Credit). International Commercial Dispute Resolution is also covered. The course concludes with Selected Current Issues in Trade Policy and Ethical and Social Responsibility (eg. Protectionism, Anti-dumping, Agricultural Trade, New International Economic Order, International trade and the Environment, and MNC's and International Codes of Conduct).

#### **LAWS5000**

##### **The Law of Employment**

*Staff Contact: Prof Adrian Brooks*

C3 SS HPW4

This course examines the employer-employee relationship with particular attention to the individual contract of employment on which that relationship rests, the legal concept of an 'employee', incidents of the employment relationship, the mutual rights and duties of the employer and the employee; the termination of the relationship with particular reference to the discharge of the contract of employment by performance, by notice and for cause and the remedies for wrongful termination; the relationship between an individual contract of employment and the relevant Award or Industrial Agreement; the legislation which is designed to protect wages, hours and various leave entitlements; legislation with respect to Anti-Discrimination; programs for Equal Employment Opportunity and Affirmative Action.

#### **LAWS5030**

##### **Industrial Law**

*Staff Contact: Prof Adrian Brooks*

C3 SS HPW4

This subject examines the Commonwealth and New South Wales systems of compulsory conciliation and arbitration of industrial disputes; the Commonwealth and New South Wales legislation regulating the activities of trade and industrial unions, including their internal administration; and

the common law relating to trade unions and industrial disputes.

### **LAWS6210**

#### **Law, Lawyers and Society**

*Staff Contact: Dr Stan Ross*

C3 S1 or S2 HPW4

Topics include: 1. The lawyer-client relationship, including who exercises control and the lawyers' duties to accept work, to keep client confidences, to act competently and to avoid conflicts of interest; the social implications of lawyers' professional behaviour. 2. The adversary system of litigation and the lawyers' role therein, both generally and specifically as defence counsel and as prosecutor in criminal cases. 3. The structure of the profession and methods of regulation including discussion of the concept of professionalism, control of admission, discipline generally and conduct in court specifically; selection and control of the judiciary. 4. Issues relating to the delivery of legal services, including specialization in lawyers' practice, the structure and availability of legal aid, the regulation of lawyers' fees, the extent of the lawyers' monopoly and the role of non-lawyers in delivering legal services.

### **LAWS7410**

#### **Legal Research and Writing 1**

*Staff Contact: Ms Irene Nemes*

C2 S1 HPW2

This course covers: the literature, both legal and non-legal, relevant to the law in Australia; the contents of a law library, how it works and is ordered and how lawyers go about using it to find the law; providing practice in handling the principal legal materials in the law library, notably law reports, collections of statutes, bibliographies, periodical indexes digests and material on law reform. The course also introduces case analysis and statutes; the principles of legal writing, including plain English, citation practice, word processing and logical argument; the use of computerized legal research methods; and the methods and objectives of legal and empirical research.

### **LAWS7420**

#### **Legal Research and Writing 2**

*Staff Contact: Ms Irene Nemes*

C1 S2 HPW2

This course revises legal research skills acquired in LAWS7410 Legal Research and Writing 1, particularly the use of Australian digests, law reform materials, loose-leaf services and legal encyclopaedias. Practice is given in finding and updating the law on a topic, and in accessing information on foreign legal systems and international law. Further instruction is given on the use of computers for retrieval of legal materials.

### **LAWS7430**

#### **Research Component**

*Staff Contact: Mr Ian Cameron*

**Note/s:** Taken after or concurrently with LAWS7420.

This subject must be taken either concurrently with or after LAWS7420 Legal Research and Writing 2, though students are advised where possible to complete Legal Research and Writing 2 first so that they have a command of the relevant research techniques. Students must select one from amongst the subjects for which they are enrolled in which a piece of assessable work (a research essay or moot) will be allocated for Research Component, and must

submit a Research Component Form to the Administrative Assistant (Undergraduate) by the end of Week 4 in the Session in which they elect to undertake Research Component. This form must identify the subject in which the work for Research Component will be undertaken, and must be signed by the teacher in the subject. Students must attach to the completed research essay or moot submission a written research report, outlining the research methods adopted in preparation for the essay or moot. The piece of assessable work chosen for allocation to Research Component must be worth 30% of the total mark (in the case of a three-credit point subject, or 15% of the total mark in the case of a six-credit point subject). The assessment of Research Component will be made on the basis of the research report, in addition to the separate assessment of the essay or moot for the purpose of the subject selected. All subjects offered in the Law School are *prima facie* available to Research Component students for this purpose. Where for compelling reasons no provision for a suitable essay or moot is or can be made in a program of assessment of a particular subject, the teacher of that subject may ask the student to select another subject. There is no formal teaching in LAWS7430 Research Component and no credit points are awarded for it. It is compulsory for all students except those taking one or more of the Research Thesis electives (LAWS6510, LAWS6520, LAWS6530).

### **LAWS8320**

#### **Legal Theory**

*Staff Contact: A/Prof Martin Krygier*

C3 S1 or S2 HPW4

This subject introduces philosophical questions which underline the practical workings of the law. The course concentrates on questions to do with reasoning, particularly the reasoning of judges, and of moral reasoning; and the inter-relationships between law and morals and law and politics.

### **LAWS8820**

#### **Law and Social Theory**

*Staff Contact: A/Prof Martin Krygier*

C3 S1 or S2 HPW4

This course examines sociological assumptions about law, about society, and about the relationships between law, legal institutions and social ordering. Topics include: The role and functions of law within modern society, the extent to which law embodies implicit social theories and the nature of these theories, and the implications of empirical social research on our understanding of the place of law in society.

LAWS8320 and LAWS8820 form part of the compulsory core of the LLB and BJuris degree courses with respect to students who entered the Faculty in 1981 or later. Students are required to take one of these two subjects to fulfil compulsory requirements and are permitted to take the other as an elective.

### **Electives**

All Commerce Law students must also complete Law Electives sufficient to comply with Rule 7.(1) (a) of the Rules Applicable to Candidates for the Degrees of Bachelor of Laws and Bachelor of Jurisprudence (see Rules for Award of Degrees in the Faculty of Law Handbook.)

The list of electives available is:

### 3 Credit Points

LAWS1020	Trial Process
LAWS1030	Remedies
LAWS1040	Evidence and Advocacy
LAWS1050	Dispute Resolution
LAWS1450	Advanced Studies in Torts
LAWS1480	Advanced Criminal Law
LAWS1510	Family Law
LAWS1550	Feminist Legal Theory
LAWS1620	Families and Finances
LAWS1630	Children and the Law
LAWS1720	Crime and Society
LAWS1730	The Criminal Justice System
LAWS1740	Penology
LAWS1810	Law and Medicine
LAWS2100	The High Court of Australia
LAWS2210	Advanced Administrative Law
LAWS2230	Communications Law
LAWS2240	Mining Law
LAWS2420	Local Government Law
LAWS2620	Human Rights Law
LAWS2700	The Law, Procedures and Practice of Parliament
LAWS2800	Australian Immigration Law and Practice
LAWS3020	Advanced Property and Equity
LAWS3030	Trusts
LAWS3050	Succession
LAWS3210	Conveyancing and Land Transactions
LAWS3410	Environmental Law
LAWS4010	Business Associations 1
LAWS4020	Business Associations 2
LAWS4030	The Modern Corporation
LAWS4240	Industrial and Intellectual Property
LAWS4260	Regulation of Economic Activity
LAWS4340	Trade Practices
LAWS4350	Insurance Law
LAWS4370	Commercial Law A
LAWS4380	Commercial Law B
LAWS4390	Consumer Protection Law
LAWS4440	Elements of Income Tax Law
LAWS4450	Advanced Revenue Law
LAWS4540	International Trade
LAWS4610	Information Technology Law
LAWS4620	Computer Applications to Law
LAWS4800	The Law of Banking
LAWS5000	The Law of Employment
LAWS5020	Industrial Safety and Health Law
LAWS5030	Industrial Law
LAWS6010	Law Journal
LAWS6020	Jessup International Law Moot Court
LAWS6410	Legal History
LAWS6520	Research Thesis: Session 1 elective
LAWS6530	Research Thesis: Session 2 elective
LAWS6820	Social Security Law
LAWS6830	Housing Law
LAWS6910	Discrimination and the Law
LAWS6920	Aborigines and the Law
LAWS7200	Clinical Legal Experience (Intensive)
LAWS7210	Clinical Legal Experience
LAWS8200	Economic Analysis of Law
LAWS8320	Legal Theory
LAWS8330	Constitutionalism
LAWS8410	Comparative Law
LAWS8420	Pacific Islands Legal Systems
LAWS8430	Introduction to Roman Law

LAWS8440	Roman Law in Medieval and Modern Europe
LAWS8450	Japanese Law
LAWS8460	Legal Institutions in Post-Mao China
LAWS8470	Law and Politics in Post-Mao China
LAWS8530	Public International Law
LAWS8570	International Humanitarian Law
LAWS8610	Conflict of Laws
LAWS8820	Law and Social Theory
LAWS9000	Special Elective A
LAWS9010	Special Elective B
LAWS9020	Special Elective C
LAWS9040	Special Elective D

### 6 Credit Points

### LAWS6510

**Research Thesis: two session elective**

## Legal Studies and Taxation

### LEGT7711

#### Legal Environment of Commerce

*Staff Contact: School Office*

S1 or S2 L2 T1

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

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

### LEGT7721

#### Legal Transactions in Commerce

*Staff Contact: School Office*

S1 or S2 L2 T1

*Prerequisite:* LEGT7711

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

### LEGT7731

#### Marketing and Distribution Law (formerly Legal Regulation of Marketing and Distribution)

*Staff Contact: School Office*

S2 L2 T1

*Prerequisite:* Nil

This subject examines the legal framework of marketing and distribution; restrictive trade practices implications of distribution with special reference to collusive activity, exclusive dealing, resale price maintenance and abuse of market power; consumer protection and fair trading implications of sales promotion with particular reference to misleading or deceptive conduct and other unfair practices;

advertising self regulation; product liability; protection of intellectual property; franchising, licensing and character merchandising.

**LEGT7741**  
**Business Entities (formerly Legal Organization of Commerce)**

*Staff Contact: School Office*  
S2 L3 T1

*Prerequisite: LEGT7711*

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

**LEGT7751**  
**Taxation Law**

*Staff Contact: School Office*  
S1 L3 T1

*Prerequisite: LEGT7711*

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

**LEGT7761**  
**Law of Finance and Securities**

*Staff Contact: School Office*  
S1 L2 T1

*Prerequisite: Nil*

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

**LEGT7771**  
**Information Technology Law**

*Staff Contact: School Office*  
S1 L2 T1

*Prerequisite: Nil*

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

**LEGT7781**  
**Regulatory Law: Theory and Practice**

*Staff Contact: School Office*  
S2 L2 T1

*Prerequisite: LEGT7711*

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

principles of judicial review; freedom of information; and whistle blowing.

**LEGT7791**  
**International Investments: Law, Tax and Strategy**

*Staff Contact: School Office*  
S2 L2 T1

*Prerequisite: LEGT7711 or permission from Head of Department*

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

**LEGT7811**  
**Corporations: Law, Tax and Strategy**

*Staff Contact: School Office*  
S2 L2 T1

*Prerequisites: LEGT7741 and LEGT7751*

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

**LEGT7821**  
**Commercial Legal Research**

*Staff Contact: School Office*  
S2 L2 T1

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

This subject examines the philosophy and methodology of law and legal research; principles of legal reasoning and writing; current issues in commercial legal research; and involves a research project.

---

## Marketing

**MARK2012**  
**Marketing Fundamentals**

*Staff Contact: School Office*  
S1 L2 T2

*Prerequisites: ACCT1511, ECON1102, ECON1203*

*Corequisite: MARK2032*

This subject provides a conceptual framework for developing and understanding of marketing including the marketing process, marketing environment and marketing planning. It covers product, service, consumer, industrial, global and social aspects of marketing and introduces the marketing mix, market segmentation, positioning and product differentiation.

**MARK2032****Consumer Behaviour A***Staff Contact: School Office***S1 L2 T2***Prerequisites: ACCT1511, ECON1102, ECON1203**Corequisite: MARK2012*

This subject studies in detail the internal influences on behaviour as they apply to the consumption process. The course is designed to understand how consumers process information and the emotions and motivations that impact on that process. The focal topics include: the study of cognition, memory, learning, perception, motivation, and the communication process as these relate to marketplace behaviour.

**MARK2042****Consumer Behaviour B***Staff Contact: School Office***S2 L2 T2***Prerequisites: MARK2012, MARK2032*

This subject studies in detail the external influences on behaviour and the role of the marketplace in the sociopolitical system. Topics of study include attitude formation, the impact of reference groups and institutions on marketplace behaviour. Specific attention is given to the purchase and consumption situation in terms of individual and group purchase behaviour. In the latter particular attention is given to household and organizational buying behaviour.

**MARK2052****Marketing Research***Staff Contact: School Office***S2 L2 T2***Prerequisite: MARK2012, MARK2032*

This subject examines the sources and types of marketing information relevant to marketing management. Topics include: problem definition and research design; questionnaire design; sampling; data collection; interpretation and reporting; management control of research including briefing, evaluation of proposals and distinction between research results and marketing implications; the use of continuous research; and new developments in market research.

**MARK3022****Computer Applications in Marketing***Staff Contact: School Office***S1 L2 T2***Prerequisite: MARK2052*

This subject explores and evaluates, using computer software, characteristics and relationships of marketing. The approach will be largely model based, related to marketing decision making and fostering greater understanding of marketing complexity. Techniques and tools which support the final year marketing subjects will be explored.

**MARK3043****International Marketing***Staff Contact: School Office***S2 L2 T1***Prerequisites: MARK2042 or MARK2052*

Conceptual and environmental aspects of international marketing are dealt with. Using this knowledge, issues associated with developing practical marketing strategies appropriate to different world markets are then considered in detail.

**MARK3053****Service Management***Staff Contact: School Office***S1 L2 T1***Prerequisites: MARK2042 or MARK2052**Note/s: Excluded, students undertaking the Hospitality Management degree course.*

A marketing orientation to services management is used to ensure that the strategic handling of services takes into account their distinguishing characteristics. The marketing planning framework will consider the marketing of services and the service component of product marketing. Case analysis are used to illustrate marketing applications.

**MARK3063****Promotions Management***Staff Contact: School Office***S1 L2 T1***Prerequisites: MARK3073*

Principles and practical aspects of promotion are covered. Consideration is given to elements of the promotional mix, advertising strategy, campaign development and assessment, and advertising research. Legal and ethical issues are also examined.

**MARK3073****Brand Management***Staff Contact: School Office***S1 L2 T2***Prerequisite: MARK2012, MARK2042*

This subject provides an overview of marketing planning for products and services with a focus on planning at the brand level. Marketing concepts such as segmentation, differentiation, positioning and product lifecycle will be re-examined from a strategic perspective. The marketing mix will be expanded to address strategies of new product development, pricing, distribution and promotions management. Case analysis will be introduced to develop strategic thinking.

**MARK3083****Strategic Marketing Management***Staff Contact: School Office***S2 L2 T2***Prerequisite: MARK3073*

Concepts introduced in previous subjects will be broadened to address issues at the business unit level. Corporate mission, competitive stance of the organization, pricing policies, trade relations, internal marketing and logistics will be addressed. The management of organizational resources such as financial and human resources are considered using, for example, portfolio analysis. Decision support systems are also examined.

**MARK3093****Corporate Policy and Marketing Strategy***Staff Contact: School Office***S2 L2 T2***Prerequisite: MARK3073*

The interface between marketing and other key functional areas within the organization, such as finance, human resources and manufacturing are examined. Marketing's interface with areas outside the organization, such as strategic alliances, joint ventures and partnership in global markets are also examined. Social, ethical, technological,

legal and global issues are addressed. Case analysis will be used.

#### **MARK7201**

##### **Research Methodology Seminar**

*Staff Contact: School Office*

S1 LT4

*Prerequisites:* Head of School's Approval

An in-depth study of marketing methodology. Topics include the development of research questions, strategy formation and implementation.

#### **MARK7202**

##### **Special Topic in Marketing**

*Staff Contact: School Office*

S1 LT4

*Prerequisites:* Head of School's Approval

This subject focuses on topics and projects to assist Honours students in the completion of a research project. It may take the form of an assessable reading program to meet the needs of a specific student or a group of students who have similar projects.

#### **MARK7203**

##### **Seminar in Marketing Theory**

*Staff Contact: School Office*

S2 LT4

*Prerequisites:* Head of School's Approval

The nature and development of scientific theories. The evaluation of marketing theory is traced with critical analysis of essential marketing frameworks.

#### **MARK7204**

##### **Thesis (Marketing)**

*Staff Contact: School Office*

S3

#### **MARK7207**

##### **Contemporary Issues in Marketing**

*Staff Contact: School Office*

S2 LT4

*Prerequisites:* Head of School's Approval

This subject examines specialized topics that focus on specific areas of marketing thought. It involves an in-depth analysis of specific areas of current marketing thought and practice. It is an assessable reading program and topics may include issues concerning research theory and practice, examination of marketing concepts and current developments in the theory and practice of marketing.

## **Mathematics**

Mathematics 1A and 1B are appropriate for students with mathematical ability and interest. Students with a good 4 unit or exceptional 3 unit HSC Mathematics pass should attempt MATH1141 and MATH1241, whilst students with a 3 unit HSC Mathematics pass may attempt MATH1131 and MATH1231. In other circumstances, ECON1202 and ECON1203 may be a more suitable choice.

#### **MATH1032**

##### **Mathematics 1**

*Note/s:* No longer offered. Replaced by the two subjects MATH1131 Mathematics 1A and MATH1231 Mathematics 1B.

#### **MATH1042**

##### **Higher Mathematics 1**

*Note/s:* No longer offered. Replaced by the two subjects MATH1141 Higher Mathematics 1A and MATH1241 Higher Mathematics 1B.

#### **MATH1131**

##### **Mathematics 1A**

*Staff Contact: School of Mathematics First Year Office*

U1 S1 or S2 HPW6

*Prerequisites:* HSC exam score range required: 2 unit Mathematics (90-100), or 2 and 3 unit Mathematics (100-150) or 3 and 4 unit Mathematics (100-200) or MATH1011 (these ranges may vary from year to year). 2 unit Mathematics in this instance refers to the 2 unit Mathematics subject which is related to the 3 unit Mathematics subject. It does not refer to the subjects Mathematics in Society or Mathematics in Practice.

*Note/s:* Excluded MATH1011, MATH1032, MATH1042, MATH1141, ECON2200, ECON2201, ECON2202.

Complex numbers, vectors and vector geometry, linear equations, matrices and matrix algebra, determinants. Functions, limits, continuity and differentiability, integration, polar coordinates, logarithms and exponentials, hyperbolic functions, functions of several variables. Introduction to computing and the Maple symbolic algebra package.

#### **MATH1231**

##### **Mathematics 1B**

*Staff Contact: School of Mathematics First Year Office*

U1 S2 HPW6 or Summer Session HPW9

*Prerequisite:* MATH1131 or MATH1141

*Note/s:* Excluded MATH1021, MATH1032, MATH1042, MATH1241, ECON2200, ECON2201, ECON2202.

Vector spaces, linear transformations, eigenvalues and eigenvectors. Probability. Integration techniques, solution of ordinary differential equations, sequences, series, applications of integration.

#### **MATH1141**

##### **Higher Mathematics 1A**

*Staff Contact: School of Mathematics First Year Office*

U1 S1 HPW6

*Prerequisites:* HSC exam score range required: 2 and 3 unit Mathematics (145-150) or 3 and 4 unit Mathematics (186-200) (these numbers may vary from year to year).

*Note/s:* Excluded MATH1011, MATH1032, MATH1042, MATH1131, ECON2200, ECON2201, ECON2202.

As for MATH1131 but in greater depth.

#### **MATH1241**

##### **Higher Mathematics 1B**

*Staff Contact: School of Mathematics First Year Office*

U1 S2 HPW6

*Prerequisite:* MATH1131 or MATH1141, each with a mark of at least 70.

*Note/s:* Excluded MATH1021, MATH1032, MATH1042, MATH1231, ECON2200, ECON2201, ECON2202.

As for MATH1231 but in greater depth.

**MATH2100****Vector Calculus***Staff Contact: School Office*

U.5 S1 or S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241.*Note/s:* Excluded MATH2110.

Properties of vectors and vector fields; divergence, gradient, curl of a vector; line, surface, and volume integrals. Gauss and Stokes' theorems. Curvilinear co-ordinates.

**MATH2110****Higher Vector Analysis***Staff Contact: School Office*

U.5 S1 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70*Note/s:* Excluded MATH2100.

As for MATH2100 but in greater depth.

**MATH2120****Mathematical Methods for Differential Equations***Staff Contact: School Office*

U.5 S1 or S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2130.

Introduction to qualitative and quantitative methods for ordinary and partial differential equations. The following topics are treated by example. Ordinary differential equations: linear with constant coefficients, first-order systems, singularities, boundary-value problems, eigenfunctions, Fourier series. Bessel's equation and Legendre's equation. Partial differential equations: characteristics, classification, wave equation, heat equation, Laplace's equation, separation of variables methods, applications of Bessel functions and Legendre polynomials.

**MATH2130****Higher Mathematical Methods for Differential Equations***Staff Contact: School Office*

U.5 S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70*Note/s:* Excluded MATH2120.

As for MATH2120 but in greater depth.

**MATH2160****Linear Programming***Staff Contact: School Office*

U.5 S1 HPW2

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Corequisite:* MATH2501 or MATH2601.

A first course in mathematical modelling and solution techniques for linear problems. The revised simplex and dual simplex methods, theory and application of sensitivity analysis, duality theory. Networks, transportation and assignment problems. Examples, applications and computing methods are prominent features.

**MATH2200****Discrete Dynamical Systems***Staff Contact: School Office*

U.5 S2 HPW2

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Corequisite:* MATH2501 or MATH2601

The study of dynamical systems whose states change at discrete points in time. Difference equations, general properties. Linear systems, stability, oscillations, Z-transforms. Nonlinear systems, critical points, periodic cycles, chaotic behaviour. Applications selected from engineering, biological, social and economic contexts.

**MATH2400****Finite Mathematics***Staff Contact: School Office*

U.5 S1 HPW2

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* MATH1081 Discrete Mathematics is recommended.

Positional number systems, floating-point arithmetic, rational arithmetic, congruences. Euclid's algorithm, continued fractions, Chinese remainder theorem, Fermat's theorem, applications to computer arithmetic. Polynomial arithmetic, division algorithm, factorization, interpolation, finite field. Codes, error correcting codes, public-key cryptography.

**MATH2501****Linear Algebra***Staff Contact: School Office*

U1 S1 or S2 HPW5 or F HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2601.

Vector spaces, linear transformations, change of basis. Inner products, orthogonalization, reflections and QR factorizations. Eigenvalues and eigenvectors, diagonalization. Jordan forms and functions of matrices. Applications to linear systems of differential equations, quadratics, rotations.

**MATH2510****Real Analysis***Staff Contact: School Office*

U.5 S1 or S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2610.

Multiple integrals, partial differentiation. Analysis of real valued functions of one and several variables.

**MATH2520****Complex Analysis***Staff Contact: School Office*

U.5 S1 or S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241*Note/s:* Excluded MATH2620.

Analytic functions, Taylor and Laurent series, integrals. Cauchy's theorem, residues, evaluation of certain real integrals.

**MATH2601****Higher Linear Algebra***Staff Contact: School Office*

U1 S1 HPW5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70**Note/s:** Excluded MATH2501.

As for MATH2501, but in greater depth, and with additional material on unitary, self-adjoint and normal transformations.

**MATH2610****Higher Real Analysis***Staff Contact: School Office*

U.5 S1 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70**Note/s:** Excluded MATH2510.

As for MATH2510 but in greater depth.

**MATH2620****Higher Complex Analysis***Staff Contact: School Office*

U.5 S1 or S2 HPW2.5

*Prerequisite:* MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70**Note/s:** Excluded MATH2520.

As for MATH2520 but in greater depth.

**MATH2801****Probability and Random Variables***Staff Contact: School Office*

U1 S1 HPW4

*Prerequisite:* MATH1021 (CR) or MATH1032 or MATH1231 or MATH1042 or MATH1241**Note/s:** Excluded MATH2819, MATH2841, MATH2901, BIOS2041.

Probability, random variables, standard discrete and continuous distributions, multivariate distributions, transformations, random sampling, sampling distributions, limit theorems.

**MATH2821****Basic Inference***Staff Contact: School Office*

U1 S2 HPW4

*Prerequisite:* MATH2801**Note/s:** Excluded MATH2921, MATH2841, MATH2819, BIOS2041.

Point estimation: general theory, estimation by moments, maximum likelihood, interval estimation with general theory and application, hypothesis testing using Neyman Pearson theory, linear regression and prediction, analysis of variance.

**MATH3002****Mathematics 3 - Project***Staff Contact: Dr M. Musiela*

U2 S1 or S2 HPW8

*Prerequisites:* At least 2 units of Level 2 Mathematics

Under supervision of an academic staff member of the School of Mathematics a student will undertake a course in reading and/or research on a topic in mathematics or statistics; or on applications of mathematics or statistics to other disciplines such as physical, biological or social sciences, economics, finance, computing, etc. The student is expected to write an essay of approximately 50 typed pages summarizing the results of their project.

**MATH3161****Optimization Methods***Staff Contact: School Office*

U1 S1 HPW4

*Prerequisites:* MATH2501, and either MATH2100 or MATH2510

Development, analysis and application of methods for optimization problems. Theory of multivariable optimization; including necessary and sufficient optimality conditions, stationary points, Lagrange multipliers, Kuhn-Tucker conditions, convexity and duality. Numerical methods for one dimensional minimization, unconstrained multivariable minimization (including steepest descent, Newton, quasi-Newton and conjugate gradient methods) and constrained multi-variable minimization (including linear programming and quadratic programming).

**MATH3181****Optimal Control***Staff Contact: School Office*

U1 S2 HPW4

*Prerequisite:* MATH2100 or MATH2510

An introduction to the optimal control of dynamical systems. Mathematical descriptions of dynamical systems. Stability, controllability, and observability. Optimal control. Calculus of variations. Dynamic programming. Examples and applications are selected from biological, economical and physical systems.

**MATH3610****Higher Real Analysis***Staff Contact: School Office*

U.5 S1 HPW2

*Prerequisite:* MATH2610 or MATH2510 (CR)**Note/s:** Excluded MATH3570, MATH3601.

The limit processes of analysis. Metric spaces. Uniform convergence. Arzelà-Ascoli theorem. Stone Weierstrass theorem. Riemann integral.

**MATH3620****Higher Functional Analysis***Staff Contact: School Office*

U.5 S2 HPW2

*Prerequisites:* MATH3610, MATH2601 or MATH2501 (CR)**Note/s:** Excluded MATH3601.

Hilbert spaces, theory of compact operators, Banach spaces, closed graph theorem, Hahn-Banach theorem, Fourier series, Plancherel theorem.



## Psychology

The School of Psychology is in the Faculty of Biological and Behavioural Sciences.

Psychology, as the scientific study of behaviour and of mental life, covers a broad field that includes brain-behaviour relationships; the processes of perceiving; learning, memory and thinking; the assessment of abilities and attitudes; the origins of personality and emotional states; and the nature and effects of social interactions with other people.

### **PSYC2106**

#### **Psychology (Industrial Relations)**

*Staff Contact: School Office*

HPW 3

**Note/s:** Not offered in 1995.

---

# Course Outlines

## Graduate Study

The Faculty of Commerce and Economics includes the Schools of Accounting, Banking and Finance, Economics, Industrial Relations and Organizational Behaviour, Information Systems, Marketing, the Department of Legal Studies and Taxation and the Asian Studies Unit.

Suitably qualified candidates may enrol to study for the degree of Doctor of Philosophy. In addition, courses are available leading to the award of the degrees of Master of Commerce Honours, Master of Commerce and Graduate Diploma in Commerce. These courses are offered in Accounting, Finance, Economics, Economic History, Econometrics, Human Resource Studies, Industrial Relations and Organizational Behaviour, Hospitality Management, Information Systems, Japanese Studies, Legal Studies and Taxation, and Marketing. Normally all applicants for registration for the degree of Doctor of Philosophy and Master of Commerce Honours should be graduates in Commerce or Economics seeking advanced specialization in their previously studied discipline, although there is provision for non-Commerce or Economics graduates to be admitted in special cases, usually subject to a qualifying program.

The requirements for the Master of Commerce Honours degree may be satisfied by a program of study emphasizing either a thesis or formal courses, but in all cases a small research project, at least, must be undertaken. The degree of Master of Commerce may be pursued by graduates or other approved entrants from both commerce and non-commerce disciplines, either primarily in the form of study and professional development in a single field, or as a broader integrated course embracing several of the disciplines offered in the Faculty. The requirements for this degree are satisfied by successful study in formal courses.

Suitably qualified candidates who may wish to pursue a shorter course of postgraduate study may undertake a Graduate Diploma in Commerce. This program comprises six graduate subjects by coursework from the Commerce and Economics disciplines and as with the other postgraduate degree programs may be undertaken on a part-time or full-time basis.

---

### Course Requirements for the Degree of Master of Commerce (Honours)

A program of studies is generally pursued by full-time students over four sessions and by part-time students over six or seven sessions. Daytime attendance, to the extent of one afternoon a week, may be required for up to four sessions of the part-time program.

The detailed course requirements are set out below. In each case certain units are designated core units. Full-time students will normally include the core units among the units studied in the first four sessions. The choice of electives is subject to the approval of the Head of the School in which the candidate is enrolled and of the Head of the School offering the elective chosen.

---

### School of Accounting

---

#### 2630

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ACCT5904	Development of Accounting Thought
ACCT5909	Current Developments in Auditing Research
ACCT5951	Current Developments in Accounting Research - Financial
ACCT5952	Current Developments in Accounting Research - Managerial
ACCT5967	Special Topic in Accounting
ACCT5997	Seminar in Research Methodology

2. In addition to completing the subjects listed in 1., students shall either (a) submit a thesis on an approved topic and take such units as prescribed by the Higher Degree Committee to support that thesis, or (b) submit a project report on an approved topic and study four further units including two units chosen from the following list:

ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation of Accounting
ACCT5905	Global Accounting Issues
ACCT5910	Financial Statement Analysis
ACCT5915	Individual Judgement and Choice
ACCT5917	Strategic Management: Systems and Processes
ACCT5929	Organization Design
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5955	Design of Cost Management Systems
ACCT5956	Management Planning and Control
INFS5905	Information Systems Auditing

3. Units chosen shall be approved by the Head of the School and will normally be selected from advanced graduate units offered by the Faculty or, with the permission of the Higher Degree Committee, introductory graduate units offered by the Faculty or other graduate units offered by the University.

---

## School of Banking and Finance

---

### 2631

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

FINS5575	Research Methods in Finance 1
FINS5576	Advanced Topics in Asset Pricing
FINS5579	Research Methods in Finance 2

Three further units chosen from the following list with at least one unit from (a):

(a)	
FINS5577	Advanced Topics in Corporate Finance
FINS5578	Recent Developments in Banking Research
(b)	
ACCT5910	Financial Statement Analysis
FINS5530	Financial Institutions Management
FINS5533	Real Estate Finance and Investment
FINS5531	Risk and Insurance
FINS5534	Lending and Liquidity Management
FINS5535	Options, Futures and Risk Management Techniques
LEGT5561	Legal Aspects of Finance

2. In addition to completing the subjects listed in 1., students shall either (a) submit a thesis on an approved topic and take such units as prescribed by the Higher Degree Committee to support that thesis, or (b) submit a project report on an approved topic and take four further units.

3. Units chosen shall be approved by the Head of the School and will normally be selected from advanced graduate units offered by the Faculty or, with the permission of the Higher Degree Committee, introductory graduate units offered by the Faculty or other graduate units offered by the University.

---

## School of Economics

---

### Department of Economic History

---

#### 2590

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ECOH5351	International Economic Relations Since 19th Century
ECOH5353	Approaches to Economic and Social History
ECOH5367	Special Subject in Economics and Social History 1
ECOH5355	Aspects of Australian Economic History

2. In addition, students shall submit a thesis and take such units as are prescribed by the Higher Degree Committee to support the thesis. Such units will normally be selected from the following list:

ECOH5352	The Modern Business Corporation
ECOH5356	Australian Economic Policy since Federation
ECOH5357	Comparative Economic History
ECOH5365	Science, Technology and Economic Development
ECOH5354	Special Subject in Economic History 2

3. All students shall enrol in ECOH5359 Research Seminar for at least one session. Students may enrol in the Research Seminar while they are enrolled for ECOH5360 Thesis.

## Department of Econometrics

### 2600

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ECON5254	Econometric Theory
ECON5251	Applied Econometrics
ECON5252	Time Series Analysis
ECON5255	Econometric Model Building
ECON5232	Dynamic Models
ECON5284	Mathematical Methods in Economics
ECON5215	Advanced Econometrics A
ECON5225	Advanced Econometrics B

2. (a) Students taking the degree by course work shall in addition submit ECON5299 Project Report and take two additional units from graduate subjects offered by the School of Economics.

(b) Students taking the degree by thesis shall in addition submit a thesis and take such units as are prescribed by the Higher Degree Committee to support that thesis.

3. All students must enrol in ECON5298 Econometrics Research Seminar while they are also enrolled for either ECON5299 Project Report or ECON5297 Thesis.

4. Except for exceptional circumstances the report on the project shall be submitted not later than four sessions after the completion of the formal course work component of the degree as set out in paragraphs 1. and 2.

Other graduate subjects in the School of Economics may be substituted for these subjects with the permission of the Head of the Department of Economics.

3. In addition to completing the subjects listed in 1 and 2, candidates must either:

(a) submit a thesis on an approved topic (and enrol in ECON5199 Thesis) and take any additional subjects prescribed by the Higher Degree Committee, or

(b) submit a project report on an approved topic, (and enrol in ECON5197 Project Report) and complete four additional subjects. These subjects can be any graduate courses in the School of Economics except ECON5100, ECON5103, ECON5204 and ECON5203.

4. The contents of the subjects contained in 1 assume that candidates have a knowledge of quantitative analysis equivalent to that contained in ECON5204 Mathematics for Business and ECON5203 Statistics for Business. Candidates who have not reached this level will be required to take ECON5204 and/or ECON5203 as qualifying subjects. Subject to approval of the Head of the School, candidates may be permitted to take ECON5204 and/or ECON5203 concurrently with other subjects.

5. All students shall enrol in ECON5198 Economic Research seminar for at least one session.

## School of Industrial Relations and Organizational Behaviour

### 2540

#### Industrial Relations

##### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

IROB5731	Special Topic in Australian Industrial Relations
IROB5732	Special Topic in International and Comparative Industrial Relations
IROB5733	Advanced Seminar in Australian Industrial Relations
IROB5734	Advanced Seminar in International and Comparative Industrial Relations
IROB5905	Action Research

2. All students shall enrol in IROB5737 Industrial Relations Seminar.

3. (a) Submit a thesis and take other such units as are prescribed by the Higher Degree Committee to support the thesis;

or

(b) Submit a project report and undertake four additional coursework subjects from the following:

IROB5703	Wage Determination
IROB5704	Workplace Organization and Employment
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B

## Department of Economics

### 2640

#### Master of Commerce (Honours)

##### MCom(Hons)

1. All students shall study the following core units:

ECON5154	Microeconomic Analysis 1
ECON5164	Economic Methodology
ECON5174	Macroeconomic Analysis 1
ECON5207	Elements of Econometrics

2. In addition, students must choose two of the following subjects:

ECON5101	Seminar in Advanced Economic Analysis A
ECON5134	International Trade
ECON5155	Microeconomic Analysis 2
ECON5184	Macroeconomic Analysis 2
ECON5284	Mathematical Methods in Economics

IROB5711	Employment and Industrial Law
IROB5712	Industrial Relations Processes
IROB5713	Public Policy and Employment
IROB5714	Social Aspects of Work and Employment Relations
IROB5715	Wages and Incomes Policy
IROB5717	Industrial Relations Theory
IROB5718	Australian Labour History
IROB5719	Industrial Relations History
IROB5946	Managing Occupational Health and Safety

## 2525

### Organizational Behaviour

#### Master of Commerce (Honours) MCom(Hons)

##### 1. All students shall study the following core units

IROB5903	Organizational Change and Development
IROB5905	Action Research
IROB5931	Special Topic in Organizational Behaviour
IROB5932	Advanced Seminar in Organizational Behaviour
IROB5933	Advanced Seminar in Social and Organizational Analysis
IROB5934	Organizational Behaviour Graduate Research Seminar

In addition to completing the subjects listed in 2.1, candidates must either: (a) submit a thesis on an approved topic and take additional subjects as prescribed by the Higher Degree Committee, or (b) submit a project report on an approved topic and study four further units from:

ACCT5917	Strategic Management: Systems and Processes
ACCT5929	Organization Design
ACCT5949	Managerial Dynamics
ACCT5956	Management Planning and Control
IROB5714	Social Aspects of Work and Employment Relations
IROB5904	Corporate Managerial and Union Strategy
IROB5911	New Technology and Employment Relations
IROB5912	International Dimensions of Organizational Behaviour
IROB5913	Organizational Power & Politics
IROB5914	Organizational Communications
IROB5915	Human Potentialities
IROB5918	Organizational Dynamics
IROB5946	Managing Occupational Health and Safety

## 2526

### Human Resource Studies

#### Master of Commerce (Honours) MCom(Hons)

##### 1. All students must complete the following core units:

IROB5905	Action Research
IROB5941	Special Topic in Human Resource Studies

IROB5943	Advanced Seminar in Human Resource Studies A
IROB5944	Advanced Seminar in Human Resource Studies B

2. Enrol in IROB5945 Human Resource Studies Research Seminar.

3. In addition to completing the subjects listed in 1 and 2, candidates must either:

(i) Enrol in IROB5953 Thesis (Human Resource Studies) and submit a thesis on an approved topic and pass additional subjects as prescribed by the Higher Degree Committee;

or

(ii) Enrol in IROB5952 Project Report (Human Resource Studies) and submit a project report on an approved topic and study four further units from:

IROB5703	Wage Determination
IROB5711	Employment and Industrial Law
IROB5712	Industrial Relations Processes
IROB5714	Social Aspects of Work and Employment Relations
IROB5718	Australian Labour History
IROB5719	Industrial Relations History
IROB5903	Organizational Change and Development
IROB5911	New Technology and Employment Relations
IROB5912	International Dimensions of Organizational Behaviour
IROB5913	Organizational Power and Politics
IROB5914	Organizational Communications
IROB5915	Human Potentialities
IROB5946	Managing Occupational Health and Safety

## School of Information Systems

## 2632

#### Master of Commerce (Honours) MCom(Hons)

##### 1.1 All students shall study the following core units:

INFS5986	Research Topics in Information Systems 1
INFS5987	Research Topics in Information Systems 2
INFS5993	Special Topic in Information Systems

##### 1.2 Three subjects chosen from the following:

INFS5848	Information Systems Project Management
INFS5905	Information Systems Auditing
INFS5925	Object-oriented Information Systems
INFS5926	Advanced Data Management
INFS5927	Knowledge Based Information Systems
INFS5928	Software Engineering Management
INFS5953	Information Systems Management
INFS5957	Information and Decision Technology
INFS5983	Business Data Communications
INFS5984	Information Systems Security
INFS5991	Decision Support Systems

2. In addition to completing the subjects listed in 1., students shall either (a) submit a thesis on an approved topic and take such units as prescribed by the Higher Degree Committee to support that thesis, or (b) submit a project report on an approved topic and take four further units.

3. Units chosen shall be approved by the Head of the School and will normally be selected from advanced graduate units offered by the Faculty or, with the permission of the Higher Degree Committee, introductory graduate units offered by the Faculty or other graduate units offered by the University.

## School of Marketing

2530

### Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:

- MARK5901 Issues in Consumer Analysis
- MARK5907 Contemporary Marketing Issues.
- MARK8926 Seminar in Marketing Theory
- MARK8927 Methods of Marketing Research

2. In addition, students must either submit a project report and take:

- MARK5902 Elements of Marketing
- MARK5929 Corporate and Marketing Planning and Policy

plus three graduate or fourth year Honours electives,

or

submit a thesis and take such units as they are prescribed by the Higher Degree Committee to support that thesis.

3. The three electives may be chosen from any graduate units taught by the School of Marketing or fourth year Honours units approved by the Head of School. Electives offered by the School of Marketing are:

- MARK5903 International Marketing
- MARK5918 Japanese Business A
- MARK5919 Japanese Business B
- MARK5922 Organizational Marketing
- MARK5930 Managerial Elements of Marketing

4. All students shall enrol in MARK8998 Research Seminar for at least one session. Students may only enrol in the Project Seminar while they are enrolled for either MARK8999 Project Report or MARK8994 Thesis.

5. Except in exceptional circumstances the report on the project shall be submitted not later than four sessions after the completion of the formal coursework component of the degree as set out in paragraphs 1 to 4.

## Course Requirements for the Degree of Master of Commerce

1. The program shall consist of twelve units. Candidates may be given exemption from up to four units on the basis of prior study at an appropriate level in the disciplines listed in Clause 2.

2. The twelve units including any exemptions shall include at least two units in each of two of the following disciplines:

- Accounting
- Econometrics
- Economic History
- Economics
- Finance
- Human Resource Studies
- Industrial Relations
- Information Systems
- Japanese Studies
- Legal Studies and Taxation
- Marketing
- Organizational Behaviour

3. Students shall study a program approved by the Higher Degree Committee which includes a major of at least eight units from a discipline or two sub-majors of at least four units from each of two disciplines.

### Approved Programs

These programs allow students to meet the requirements of a major strand of at least eight units from one of the twelve disciplines offered by the Faculty as well as at least two units from one of the other disciplines, or two sub-majors of at least four units selected from two of the disciplines.

### Course Code 8401

Program Number	Name
1030	Program in Professional Accounting
1031	Program in Advanced Professional Specialization in Accounting - Auditing
1032	Program in Advanced Professional Specialization in Accounting - External Reporting
1033	Program in Advanced Professional Specialization in Accounting - Management Accounting
1034	Program in Advanced Professional Specialization in Accounting - Financial Accounting
1035	Program in Advanced Professional Accounting
2030	Program in Economics
2034	Program in Business Statistics
2035	Program in Economic History
2330	Program in Economics and Finance
2430	Program in Economics and Industrial Relations
3030	Program in Advanced Professional Specialization in Accounting - Treasury
3031	Program in Advanced Professional Specialization in Finance
3032	Program in Banking
4030	Program in Industrial Relations
4031	Program in Organizational Behaviour

Program Number	Name
4032	Program in Human Resource Studies
4430	Program in Industrial Relations and Organizational Behaviour
5030	Program in Advanced Disciplinary Specialization in Information Systems
5430	Program in Information Systems and Organizational Behaviour
6030	Program in Marketing
6430	Program in Marketing and Organizational Behaviour
7030	Program in Advanced Taxation
7031	Program in Commercial Legal Studies
8030	Program in Japanese Business Studies
8031	Program in Japanese Business Studies with Advanced Disciplinary Specialization in Japanese Language

## Accounting

### 1. Program in Professional Accounting Program Number 1030

#### 1.1 Compulsory units:

ACCT5908	Auditing
ACCT5930	Financial Accounting
ACCT5931	Strategic Management Accounting
ACCT5970	Accounting Concepts and Financial Reporting
ACCT5996	Management Accounting Control Systems
ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5511	Corporate Finance
INFS5988	Business Information Systems
LEGT5511	Legal Foundations of Business
LEGT5541	Company Law
LEGT5551	Revenue Law

*\*Students with major studies in Accounting may not normally enrol in Program 1030*

### 2. Program in Advanced Professional Specialization in Accounting - Auditing Program Number 1031

#### 2.1 Compulsory units:

ACCT5909	Current Developments in Auditing Research
ACCT5915	Individual Judgement and Choice
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5949	Managerial Dynamics
ACCT5956	Management Planning and Control
INFS5905	Information Systems Auditing

#### 2.2 At least two units from the following list:

ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation of Accounting
ACCT5905	Global Accounting Issues
ACCT5910	Financial Statement Analysis
ACCT5917	Strategic Management: Systems and Processes
ACCT5918	Advanced Auditing Technologies
ACCT5929	Organization Design
ACCT5955	Design of Cost Management Systems
ECOH5352	The Modern Business Corporation
ECON5211	Applied Business Statistics
ECON5212	Analysis of Survey Data
ECON5248	Business Forecasting

INFS5926	Advanced Data Management
INFS5927	Knowledge Based Information Systems
INFS5953	Information Systems Management
INFS5984	Information Systems Security
INFS5991	Decision Support Systems
INFS5992	Data Management
LEGT5542	Advanced Studies in Company Law

2.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### 3. Program in Advanced Professional Specialization in Accounting - External Reporting Program number 1032

#### 3.1 Compulsory units:

ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation of Accounting
ACCT5905	Global Accounting Issues
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5949	Managerial Dynamics
INFS5953	Information Systems Management

#### 3.2 At least two units from the following list:

ACCT5910	Financial Statement Analysis
ACCT5917	Strategic Management: Systems and Processes
ACCT5918	Advanced Auditing Technologies
ACCT5929	Organization Design
ACCT5951	Current Developments in Accounting Research - Financial
ACCT5955	Design of Cost Management Systems
ACCT5956	Management Planning and Control
ECOH5352	The Modern Business Corporation
FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection
INFS5984	Information Systems Security
INFS5989	Information Systems Design
LEGT5531	Legal Regulation of Business
LEGT5542	Advanced Studies in Company Law
LEGT5561	Legal Aspects of Finance
LEGT5581	Advanced Taxation 1: Concepts
LEGT5582	Advanced Taxation 2: Entities

3.3. Four further units chosen from the above list or from other graduate units offered by the Faculty.

### 4. Program in Advanced Professional Specialization in Accounting - Management Accounting Program Number 1033

#### 4.1 Compulsory units:

ACCT5915	Individual Judgement and Choice
ACCT5917	Strategic Management: Systems and Processes
ACCT5949	Managerial Dynamics
ACCT5952	Current Developments in Accounting Research - Managerial
ACCT5956	Management Planning and Control
INFS5953	Information Systems Management

#### 4.2 At least two units from the following list:

ACCT5905	Global Accounting Issues
ACCT5929	Organization Design
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5955	Design of Cost Management Systems
ECOH5352	The Modern Business Corporation
ECON5211	Applied Business Statistics
ECON5212	Analysis of Survey Data

ECON5248	Business Forecasting
INFS5926	Advanced Data Management
INFS5927	Knowledge Based Information Systems
INFS5957	Information and Decision Technologies
INFS5983	Business Data Communications
INFS5989	Information Systems Design
INFS5991	Decision Support Systems
INFS5992	Data Management
IROB5900	Social and Organisational Analysis
IROB5901	Organisational Behaviour
IROB5913	Organisational Power and Politics

4.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### **5. Program in Advanced Disciplinary Specialization In Accounting** **Program Number 1034**

#### **5.1 Compulsory units:**

ACCT5903	Regulation of Accounting
ACCT5909	Current Developments in Auditing Research
ACCT5915	Individual Judgement and Choice
ACCT5951	Current Developments in Accounting Research - Financial
ACCT5952	Current Developments in Accounting Research - Managerial
ACCT5956	Management Planning and Control

#### **5.2 At least two units from the following list:**

ACCT5902	Advanced Studies in Financial Accounting
ACCT5904	Development of Accounting Thought
ACCT5905	Global Accounting Issues
ACCT5910	Financial Statement Analysis
ACCT5917	Strategic Management: Systems and Processes
ACCT5918	Advanced Auditing Technologies
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5955	Design of Cost Management Systems
INFS5905	Information Systems Auditing
INFS5957	Information and Decision Technologies

5.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### **6. Program in Advanced Professional Accounting** **Program Number 1035**

#### **6.1 Compulsory units:**

ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation of Accounting
LEGT5581	Advanced Taxation 1: Concepts

6.2 Five units from the following groups with at least one unit from group A, and at least two units from one of the listed groups.

#### *Group A (Financial Accounting and Auditing)*

ACCT5905	Global Accounting Issues
ACCT5909	Current Developments in Auditing Research
ACCT5915	Individual Judgement and Choice
ACCT5918	Advanced Auditing Technologies
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5951	Current Developments in Accounting Research - Financial

#### *Group B (Information Systems)*

INFS5905	Information Systems Auditing
INFS5953	Information Systems Management
INFS5984	Information Systems Security

INFS5989	Information Systems Design
INFS5991	Decision Support Systems

Any other advanced graduate information systems subject approved by the Head of the School of Information Systems.

#### *Group C (Legal Studies and Taxation)*

LEGT5531	Legal Regulation of Business
LEGT5542	Advanced Studies in Company Law
LEGT5561	Legal Aspects of Finance
LEGT5582	Advanced Taxation 2: Entities
LEGT5583	Advanced Taxation 3: International Aspects

#### *Group D (Finance)*

ACCT5910	Financial Statement Analysis
FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection
FINS5517	Portfolio Analysis and Management

Any other advanced Graduate Finance subject approved by the Head of the School of Banking and Finance.

#### *Group E (Management Accounting)*

ACCT5917	Strategic Management: Systems and Processes
ACCT5929	Organization Design
ACCT5949	Managerial Dynamics
ACCT5952	Current Developments in Accounting Research - Managerial
ACCT5955	Design of Cost Management Systems
ACCT5956	Management Planning and Control

6.3 Four further units chosen from the above groups or from other graduate units offered by the Faculty.

## **Economics**

### **1. Program in Economics** **Program Number 2030**

#### **1.1 Compulsory units:**

ECON5100	Economic Analysis
ECON5103	Business Economics
ECON5163	Microeconomic Policy
ECON5173	Macroeconomic Policy
ECON5203	Statistics for Business
ECON5204	Mathematics for Business

1.2 Four further units chosen from graduate units offered by the Department of Economics.

1.3 Two further units chosen from graduate units offered by the Faculty.

### **2. Program in Business Statistics** **Program Number 2034**

#### **2.1 Compulsory units:**

ECON5100	Economic Analysis
ECON5103	Business Economics
ECON5203	Statistics for Business
ECON5204	Mathematics for Business
ECON5207	Elements of Econometrics
ECON5248	Business Forecasting

2.2 Four further graduate units offered by the Department of Econometrics.

2.3 Two further units chosen from graduate units offered by the Faculty.



**3. Program in Economic History****Program Number 2035****3.1 Compulsory units:**

- ECOH5351 International Economic Relations Since 19th Century  
 ECOH5352 The Modern Business Corporation  
 ECOH5356 Australian Economic Policy Since Federation  
 ECOH5358 The Consumer Age  
 ECON5103 Business Economics  
 ECON5203 Statistics for Business

**3.2** Four further units chosen from other graduate units offered by the Department of Economic History.

**3.3** Two further graduate units offered by the Faculty.

**4. Program in Economics and Finance****Program Number 2330****4.1 Compulsory units:**

- ECON5100 Economic Analysis  
 ECON5103 Business Economics  
 ECON5163 Microeconomic Policy  
 ECON5173 Macroeconomic Policy  
 FINS5513 Security Valuation and Portfolio Selection  
 FINS5514 Capital Budgeting and Financial Decisions  
 FINS5515 Issues in Corporate Finance  
 FINS5517 Portfolio Analysis and Management

**4.2** Two units chosen from the following list:

- ACCT5910 Financial Statement Analysis  
 ECON5104 International Economics  
 ECON5108 Public Finance  
 ECON5143 Monetary Theory and Policy  
 ECON5207 Elements of Econometrics\*  
 FINS5512 Australian Capital Markets  
 FINS5516 International Corporate Finance  
 FINS5530 Financial Institution Management  
 FINS5531 Risk and Insurance  
 FINS5533 Real Estate Finance and Investment  
 FINS5534 Lending and Liquidity Management  
 FINS5535 Options, Futures and Risk Management Techniques  
 LEGT5561 Legal Aspects of Finance

**4.3** Two further units chosen from the above list or from other graduate units offered by the Faculty.

*\*Students taking this subject should do so as early as possible in their program.*

**5. Program in Economics and Industrial Relations****Program Number 2430****5.1 Compulsory Units:**

- ECON5100 Economic Analysis  
 ECON5103 Business Economics  
 ECON5106 Economics of Labour Markets  
 IROB5701 Australian Industrial Relations  
 IROB5702 International and Comparative Industrial Relations  
 IROB5703 Wage Determination

**5.2** Two further graduate units offered by the School of Economics.

**5.3** Two further graduate units offered by the School of Industrial Relations and Organisational Behaviour.

**5.4** Two further units chosen from graduate units offered by the Faculty.

**Banking and Finance****1. Program in Advanced Professional Specialization in Accounting - Treasury**  
**Program Number 3030****1.1 Compulsory units:**

- FINS5512 Australian Capital Markets  
 FINS5513 Security Valuation and Portfolio Selection  
 FINS5514 Capital Budgeting and Financial Decisions  
 FINS5515 Issues in Corporate Finance  
 FINS5516 International Corporate Finance  
 FINS5517 Portfolio Analysis and Management

**1.2** At least two units from the following list:

- ACCT5903 Regulation in Accounting  
 ACCT5905 Global Accounting Issues  
 ACCT5910 Financial Statement Analysis  
 ACCT5915 Individual Judgement and Choice  
 ACCT5917 Strategic Management: Systems and Processes  
 ACCT5949 Managerial Dynamics  
 ACCT5956 Management Planning and Control  
 ECOH5352 The Modern Business Corporation  
 ECON5104 International Economics  
 ECON5108 Public Finance  
 ECON5124 Public Enterprise and Cost Benefit Economics  
 ECON5211 Applied Business Statistics  
 ECON5212 Analysis of Survey Data  
 FINS5530 Financial Institution Management  
 FINS5531 Risk and Insurance  
 FINS5533 Real Estate Finance and Investment  
 FINS5534 Lending and Liquidity Management  
 FINS5535 Options, Futures and Risk Management Techniques  
 INFS5957 Information and Decision Technology  
 LEGT5531 Legal Regulation of Business  
 LEGT5542 Advanced Studies in Company Law  
 LEGT5561 Legal Aspects of Finance  
 LEGT5581 Advanced Taxation 1: Concepts

**1.3** Four further units chosen from the above list or from other graduate units offered by the Faculty.

**2. Program in Advanced Disciplinary Specialization in Finance****Program Number 3031****2.1 Compulsory units:**

- FINS5512 Australian Capital Markets  
 FINS5513 Security Valuation and Portfolio Selection  
 FINS5514 Capital Budgeting and Financial Decisions  
 FINS5516 International Corporate Finance  
 FINS5517 Portfolio Analysis and Management

**2.2** At least three units from the following list:

- ACCT5910 Financial Statement Analysis  
 FINS5515 Issues in Corporate Finance  
 FINS5530 Financial Institution Management  
 FINS5531 Risk and Insurance  
 FINS5533 Real Estate Finance and Investment  
 FINS5534 Lending and Liquidity Management  
 FINS5535 Options, Futures and Risk Management Techniques  
 LEGT5561 Legal Aspects of Finance

Any other graduate subject approved by the Head of the School of Banking and Finance.

2.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### 3. Program in Banking Program Number 3032

#### 3.1 Compulsory Units:

ECON5103	Business Economics
ECON5203	Statistics for Business
FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5516	International Corporate Finance
FINS5530	Financial Institution Management
FINS5534	Lending and Liquidity Management
LEGT5561	Legal Aspects of Finance
IROB5901	Organizational Behaviour
MARK5902	Elements of Marketing

#### 3.2 One further unit chosen from the following list:

FINS5515	Issues in Corporate Finance
FINS5517	Portfolio Analysis and Management
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5535	Options, Futures and Risk Management Techniques

## Industrial Relations and Organizational Behaviour

### 1. Program in Industrial Relations Program Number 4030

#### 1.1 Compulsory units:

IROB5701	Australian Industrial Relations
IROB5702	International and Comparative Industrial Relations
IROB5703	Pay and Reward Systems
IROB5704	Workplace Organization and Employment
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B
IROB5904	Corporate, Managerial and Union Strategy
IROB5907	Human Resource Management Processes

#### 1.2 Two units chosen from the following list:

IROB5711	Employment and Industrial Law
IROB5712	Negotiations, Bargaining and Advocacy
IROB5713	Public Policy and Employment
IROB5714	Social Aspects of Work and Employment Relations
IROB5715	Wages and Incomes Policy
IROB5718	Australian Labour History
IROB5719	Industrial Relations History
IROB5911	New Technology and Employment Relations
IROB5912	International Dimensions of Organizational Behaviour

IROB5913	Organizational Power and Politics
IROB5920	Men and Women in Organizations
IROB5946	Managing Occupational Health and Safety

1.3 Two further units chosen from the above list or from graduate units offered by the Faculty.

### 2. Program in Organizational Behaviour Program Number 4031

#### 2.1 Compulsory units:

IROB5701	Australian Industrial Relations
IROB5704	Workplace Organization and Employment

IROB5900	Social and Organizational Analysis
IROB5901	Organizational Behaviour
IROB5903	Organizational Change and Development
IROB5904	Corporate, Managerial and Union Strategy
IROB5905	Action Research
IROB5907	Human Resource Management Processes

#### 2.2 Two units chosen from the following list:

ACCT5917	Strategic Management: Systems and Processes
ACCT5929	Organization Design
ACCT5949	Managerial Dynamics
ACCT5956	Management Planning and Control
IROB5714	Social Aspects of Work and Employment Relations
IROB5911	New Technology and Employment Relations
IROB5912	International Dimensions of Organizational Behaviour
IROB5913	Organizational Power and Politics
IROB5914	Organizational Communications
IROB5915	Human Potentialities
IROB5918	Organizational Dynamics
IROB5920	Men and Women in Organizations
IROB5931	Special Topic in Organizational Behaviour
IROB5946	Managing Occupational Health and Safety

2.3 Two further units chosen from the above list or from other graduate units offered by the Faculty.

### 3. Program in Human Resource Studies Program Number 4032

#### 3.1 Compulsory Units

IROB5701	Australian Industrial Relations
IROB5704	Workplace Organization and Employment
IROB5714	Social Aspects of Work and Employment Relations
IROB5906	Human Resource Management in Context
IROB5907	Human Resource Management Processes
IROB5908	Strategic Human Resource Management

#### 3.2 Four further units chosen from the following list:

IROB5702	International and Comparative Industrial Relations
IROB5703	Pay and Reward Systems
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B
IROB5711	Employment and Industrial Law
IROB5712	Negotiations, Bargaining and Advocacy
IROB5713	Public Policy and Employment
IROB5715	Wages and Incomes Policy
IROB5718	Australian Labour History
IROB5719	Industrial Relations History
IROB5900	Social and Organizational Analysis
IROB5903	Organizational Change and Development
IROB5904	Corporate, Managerial and Union Strategy
IROB5911	New Technology and Employment
IROB5912	International Dimensions of Organizational Behaviour
IROB5913	Organizational Power and Politics
IROB5914	Organizational Communications
IROB5915	Human Potentialities
IROB5920	Men and Women in Organizations
IROB5946	Managing Occupational Health and Safety

3.3 Two further units chosen from graduate units offered by the Faculty.

#### 4. Program in Industrial Relations and Organizational Behaviour

##### Program Number 4430

###### 4.1 Compulsory Units

IROB5701	Australian Industrial Relations
IROB5702	International and Comparative Industrial Relations
IROB5900	Social and Organizational Analysis
IROB5901	Organizational Behaviour

###### 4.2 At least three units from the following list:

IROB5703	Pay and Reward Systems
IROB5704	Workplace Organization and Employment
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B
IROB5711	Employment and Industrial Law
IROB5712	Negotiations, Bargaining and Advocacy
IROB5713	Public Policy and Employment
IROB5714	Social Aspects of Work and Employment Relations
IROB5715	Wages and Incomes Policy

###### 4.3 At least three units from the following list:

IROB5903	Organizational Change and Development
IROB5904	Corporate, Managerial and Union Strategy
IROB5905	Action Research
IROB5912	International Dimensions of Organizational Behaviour
IROB5913	Organizational Power and Politics
IROB5914	Organizational Communications
IROB5918	Organizational Dynamics
IROB5920	Men and Women in Organizations
IROB5946	Managing Occupational Health and Safety

4.4 Two further graduate units chosen from graduate units offered by the Faculty or from 4.2 and/or 4.3 above.

#### Information Systems

##### 1. Program in Advanced Disciplinary Specialization in Information Systems Program Number 5030

###### 1.1 Compulsory units:

INFS5848	Information Systems Project Management
INFS5957	Information and Decision Technology
INFS5988	Business Information Systems
INFS5989	Information Systems Design
INFS5992	Data Management

###### 1.2 At least three subjects from the following:

ACCT5915	Individual Judgement and Choice
ACCT5956	Management Planning and Control
INFS5905	Information Systems Auditing
INFS5925	Object-oriented Information Systems
INFS5926	Advanced Data Management
INFS5927	Knowledge Based Information Systems
INFS5928	Software Engineering Management
INFS5953	Information Systems Management
INFS5983	Business Data Communications
INFS5984	Information Systems Security
INFS5991	Decision Support Systems

1.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

#### 2. Program in Information Systems and Organizational Behaviour

##### Program Number 5430

###### 2.1 Compulsory Units:

INFS5953	Information Systems Management
INFS5988	Business Information Systems
INFS5989	Information Systems Design
INFS5992	Data Management
IROB5900	Social and Organizational Analysis
IROB5901	Organizational Behaviour
IROB5903	Organizational Change and Development
IROB5905	Action Research

2.2 Four further units chosen from the graduate units offered by the Faculty of Commerce and Economics.

#### Marketing

##### 1. Program in Marketing Program Number 6030

###### 1.1 Compulsory Units

MARK5901	Issues in Consumer Analysis
MARK5902	Elements of Marketing
MARK5911	Consumer Analysis
MARK5914	Marketing Research
MARK5928	Quantitative Analysis in Marketing
MARK5929	Corporate and Marketing Planning and Policy

###### 1.2 Two units chosen from the following list:

MARK5903	International Marketing
MARK5907	Contemporary Marketing Issues
MARK5922	Organizational Marketing
MARK5930	Managerial Elements of Marketing

1.3 Four further units chosen from graduate units offered by the Faculty.

##### 2. Program in Marketing and Organizational Behaviour Program Number 6430

###### 2.1 Compulsory Units

IROB5900	Social and Organizational Analysis
IROB5901	Organizational Behaviour
IROB5903	Organizational Change and Development
IROB5905	Action Research
MARK5902	Elements of Marketing
MARK5911	Consumer Analysis
MARK5914	Marketing Research
MARK5929	Corporate and Marketing Planning and Policy

2.2 Four further units chosen from graduate units offered by the Faculty.

#### Legal Studies and Taxation

##### 1. Program in Advanced Taxation Program Number 7030

###### 1.1 Compulsory units:

LEGT5531	Legal Regulation of Business
LEGT5542	Advanced Studies in Company Law
LEGT5581	Advanced Taxation 1: Concepts
LEGT5582	Advanced Taxation 2: Entities
LEGT5583	Advanced Taxation 3: International Aspects

###### 1.2 At least three units from the following list:

LEGT5522	Special Topic in Commercial Law
LEGT5561	Legal Aspects of Finance

LEGT5543	Bankruptcy and Insolvency Law
LEGT5560	Legal Aspects of Business Strategy
LEGT5562	Legal Aspects of International Business
LEGT5571	Franchising and Alternative Distribution Systems
LEGT5584	Advanced Taxation 4: Sales Tax and State Taxes
LEGT5585	Advanced Taxation 5: Policy and Administration
ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation in Accounting
ACCT5905	Global Accounting Issues
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5949	Managerial Dynamics
ECON5104	International Economics
ECON5108	Public Finance
ECON5124	Public Enterprise and Cost Benefit Economics

1.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### 1. Program in Commercial Legal Studies Program Number 7031

#### 1.1 Compulsory units:

LEGT5531	Legal Regulation of Business
LEGT5542	Advanced Studies in Company Law
LEGT5562	Legal Aspects of International Business
LEGT5581	Advanced Taxation 1: Concepts

#### 1.2 Four units chosen from the following list:

LEGT5522	Special Topic in Commercial Law
LEGT5543	Bankruptcy and Insolvency Law
LEGT5560	Legal Aspects of Business Strategy
LEGT5561	Legal Aspects of Finance
LEGT5571	Franchising and Alternative Distribution Systems
LEGT5582	Advanced Taxation 2: Entities
LEGT5583	Advanced Taxation 3: International Aspects
LEGT5584	Advanced Taxation 4: Sales Tax and State Taxes
LEGT5585	Advanced Taxation 5: Policy and Administration

1.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

## Japanese Studies

### 1. Program in Japanese Business Studies Program Number 8030

#### 1.1 Compulsory units:

JAPN5100	Business Japanese A
JAPN5101	Business Japanese B
JAPN5102	Business Japanese C
JAPN5103	Business Japanese D

#### 1.2 Four units chosen from the following list:

JAPN5320	Hospitality Japanese
MARK5811	Japanese Society and Culture A
MARK5812	Japanese Society and Culture B
MARK5918	Japanese Business A
MARK5919	Japanese Business B

1.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

### 2. Program in Japanese Business Studies with Advanced Specialization in Japanese Language Program Number 8031

#### 2.1 Four units chosen from the following list:

JAPN5210	Japanese Professional Communication 1A
JAPN5211	Japanese Professional Communication 1B
JAPN5212	Japanese Professional Communication 1C
JAPN5213	Japanese Professional Communication 1D
JAPN5220	Japanese Professional Communication 2A
JAPN5221	Japanese Professional Communication 2B
JAPN5222	Japanese Professional Communication 2C
JAPN5223	Japanese Professional Communication 2D
JAPN5230	Japanese Professional Communication 3A
JAPN5231	Japanese Professional Communication 3B
JAPN5232	Japanese Professional Communication 3C
JAPN5233	Japanese Professional Communication 3D

#### 2.2 Four units chosen from the following list:

JAPN5300	Special Topics in Japanese Business Studies
JAPN5310	Advanced Japanese Studies Seminar
MARK5811	Japanese Society and Culture A
MARK5812	Japanese Society and Culture B
MARK5918	Japanese Business A
MARK5919	Japanese Business B

2.3 Four further units chosen from the above list or from other graduate units offered by the Faculty.

## Course Requirements for the Graduate Diploma

1. The Graduate Diploma program shall consist of six graduate units offered by the Faculty.

2. No exemptions shall be given on the basis of individual units in previous completed degree or diploma studies. Graduate Diploma candidates are not permitted to enrol in a unit the contents of which they have covered substantially in a subject for their Bachelor's degree, Master's degree or other Diplomas.

3. Candidates shall study a program approved by the Higher Degree Committee.

**Note: Prerequisites for all subjects must be satisfied.**

## Approved Graduate Diploma Programs

### Course Code: 5390

Program Number	Name
1020	Advanced Accounting
2020	Economics
2021	Asian Economic Development
2022	Business and Economic Forecasting
3020	Finance
4020*	Industrial Relations
4021	Human Resource Studies
4022	Organizational Behaviour
5020	Information Systems
6020	Marketing
6021	Hospitality Management
9020	Commerce

\*Not likely to be available on a full-time basis in 1995.

## Accounting

### Program in Advanced Accounting Program Number 1020

Six units to be chosen from:

ACCT5902	Advanced Studies in Financial Accounting
ACCT5903	Regulation of Accounting
ACCT5905	Global Accounting Issues
ACCT5910	Financial Statement Analysis
ACCT5915	Individual Judgement and Choice
ACCT5917	Strategic Management: Systems and Processes
ACCT5918	Advanced Auditing Technologies
ACCT5929	Organization Design
ACCT5932	Public Sector Accounting and Financial Reporting
ACCT5949	Managerial Dynamics
ACCT5955	Design of Cost Management Systems
ACCT5956	Management Planning and Control
INF5905	Information Systems Auditing

**Note:** Prerequisites for all subjects must be satisfied.

## Economics

### Program in Economics Program Number 2020

Compulsory Units:

ECON5100	Economic Analysis
ECON5103	Business Economics
ECON5203	Statistics for Business

Three further graduate units offered by the School of Economics.

**Note:** Prerequisites for all subjects must be satisfied.

### Program in Asian Economic Development Program Number 2021

Compulsory Units:

ECON5107	Economic Growth, Technology and Structural Change
ECON5110	Developing Economies and World Trade
ECON5112	Asian Development Studies A
ECON5113	Asian Development Studies B
ECON5103	Business Economics
ECON5100	Economic Analysis

**Note:** Prerequisites for all subjects must be satisfied.

### Program in Business and Economic Forecasting Program Number 2022

Compulsory Units:

ECON5203	Statistics for Business
ECON5204	Mathematics for Business
ECON5201	Comparative Forecasting Techniques
ECON5207	Elements of Econometrics
ECON5232	Dynamic Models
ECON5248	Business Forecasting

**Note:** Prerequisites for all subjects must be satisfied.

## Banking and Finance

### Program in Banking Finance Program Number 3020

Compulsory units

FINS5512	Australian Capital Markets
FINS5513	Security Valuation and Portfolio Selection

Four further units chosen from the following list:

ACCT5901	Accounting: A User Perspective*
ECON5103	Business Economics*
ECON5203	Statistics for Business*
FINS5514	Capital Budgeting and Financial Decisions
FINS5515	Issues in Corporate Finance
FINS5516	International Corporate Finance
FINS5517	Portfolio Analysis and Management
FINS5530	Financial Institution Management
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Management
FINS5534	Lending and Liquidity Management
FINS5535	Options, Futures and Risk Management Techniques

**Note:** No more than two units marked\* may be taken. Prerequisites for all subjects must be satisfied.

## Industrial Relations and Organizational Behaviour

### Program in Industrial Relations Program Number 4020

Compulsory Units:

IROB5701	Australian Industrial Relations
IROB5702	International and Comparative Industrial Relations
IROB5711	Employment and Industrial Law

Three further units chosen from the following list:

IROB5703	Pay and Reward Systems
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B
IROB5712	Negotiations, Bargaining and Advocacy
IROB5714	Social Aspects of Work and Employment Relations
IROB5718	Australian Labour History
IROB5907	Human Resource Management Processes
IROB5946	Managing Occupational Health and Safety

**Note:** Prerequisites for all subjects must be satisfied.

### Program in Human Resource Studies Program Number 4021

Compulsory Units:

IROB5701	Australian Industrial Relations
IROB5906	Human Resource Management in Context
IROB5907	Human Resource Management Processes

Three further units chosen from the following list:

IROB5704	Workplace Organization and Employment
IROB5705	Employment Policy and Practice A
IROB5706	Employment Policy and Practice B
IROB5904	Corporate, Managerial and Union Strategy
IROB5911	New Technology and Employment Relations
IROB5946	Managing Occupational Health and Safety

**Note:** Prerequisites for all subjects must be satisfied.

### **Program in Organizational Behaviour Program Number 4022**

#### **Compulsory Units:**

- IROB5900 Social and Organizational Analysis  
IROB5901 Organizational Behaviour

Four further units chosen from the following list:

- IROB5701 Australian Industrial Relations  
IROB5714 Social Aspects of Work and Employment Relations  
IROB5903 Organizational Change and Development  
IROB5904 Corporate, Managerial and Union Strategy  
IROB5911 New Technology and Employment Relations  
IROB5912 International Dimensions of Organizational Behaviour  
IROB5914 Organizational Communication  
IROB5915 Human Potentialities  
IROB5946 Managing Occupational Health and Safety

### **Information Systems**

#### **Program in Information Systems Program Number 5020**

Six units chosen from the following list:

- INFS5848 Information Systems Project Management  
INFS5905 Information Systems Auditing  
INFS5925 Object-oriented Information Systems  
INFS5926 Advanced Data Management  
INFS5927 Knowledge Based Information Systems  
INFS5928 Software Engineering Management  
INFS5953 Information Systems Management  
INFS5957 Information and Decision Technology  
INFS5983 Business Data Communications  
INFS5984 Information Systems Security  
INFS5988 Business Information Systems  
INFS5989 Information Systems Design  
INFS5991 Decision Support Systems  
INFS5992 Data Management

### **Marketing**

#### **Program in Marketing Program Number 6020**

#### **Compulsory Units:**

- MARK5902 Elements of Marketing  
MARK5911 Consumer Analysis  
MARK5914 Marketing Research  
MARK5928 Quantitative Analysis in Marketing

Two units chosen from the following list:

- MARK5901 Issues in Consumer Analysis  
MARK5907 Contemporary Marketing Issues  
MARK5922 Organizational Marketing  
MARK5929 Corporate and Marketing Planning and Policy  
MARK5930 Managerial Elements of Marketing

#### **Program in Hospitality Management Program Number 6021**

#### **Compulsory Units:**

- HOSP5901 Hospitality Accounting and Financial Control  
HOSP5904 Hospitality Law  
MARK5902 Elements of Marketing

Three units chosen from the following list:

- MARK5911 Consumer Analysis  
MARK5914 Marketing Research  
MARK5928 Quantitative Analysis in Marketing  
MARK5929 Corporate and Marketing Planning and Policy  
HOSP5902 Human Resource Management in the Hospitality Industry  
HOSP5903 Hospitality Industry Service Delivery Systems and Quality Assurance  
HOSP5905 Hospitality Physical Fabric  
HOSP5906 Communication Strategy

### **Commerce**

#### **Program in Commerce Program Number 9020**

Two graduate units in each of two of the following disciplines:

- Accounting  
Econometrics  
Economic History  
Economics  
Finance  
Hospitality Management  
Human Resource Studies  
Industrial Relations  
Information Systems  
Japanese Studies  
Legal Studies and Taxation  
Marketing  
Organizational Behaviour

Two further Graduate units offered by the Faculty of Commerce and Economics.

#### **Graduate Subject Prerequisites**

A candidate may not enrol in any subject without having satisfied any prerequisite requirement. The details of prerequisite requirements are set out in the section dealing with subject descriptions.



---

# Subject Descriptions

## Graduate Study

### Graduate Study

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

---

## Accounting

### ACCT5901

#### Accounting: A User Perspective

*Staff Contact: School Office*

S1 L3

*Prerequisite: Nil*

This subject is primarily for the users rather than the preparers of accounting information. The focus is on the understanding and the use of accounting information. The composition and meaning of the financial statements prepared for resource providers in accordance with the law and contractual arrangements. Accounting systems and reports designed for the decision makers within an organization.

### ACCT5902

#### Advanced Studies in Financial Accounting

*Staff Contact: School Office*

S1 L3

*Prerequisite: An approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent*

Accounting issues and techniques associated with specific industries, complicated business structures and complex transactions. Topics may include: accounting in the construction, real estate development, finance and extractive industries; group accounts; segment reports; accounting for unincorporated associations; trading trusts; reporting problems arising from off balance-sheet financing; pension accounting; foreign currency translation.

### ACCT5903

#### Regulation of Accounting

*Staff Contact: School Office*

S2 L3

*Prerequisite: Approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent*

The market for accounting services, particularly audited and public sector financial statements. Alternative forms of

regulatory arrangements and competing sources of regulatory authority. Policy formation, implementation and enforcement. Theories and empirical evidence related to regulatory processes and outcomes. Classification and comparative analysis of rules affecting accounting and auditing practices locally and overseas; an examination of rules relating to prospectuses, takeover documents, interim reports and other special purpose reports.

### ACCT5904

#### Development of Accounting Thought

*Staff Contact: School Office*

S2 L3

*Prerequisite: Admission to MComHons degree course majoring in Accounting, or ACCT5951 and ACCT5952, or equivalent*

The historical development of the body of thought underlying particular areas of study in the discipline of accounting. The origins and progression of significant ideas, theories, themes, and methodologies. Contributions by prominent individuals. The attitudes of professional bodies and other parties to change.

### ACCT5905

#### Global Accounting Issues

*Staff Contact: School Office*

S2 L3

*Prerequisites: Approved Bachelor's degree with a major in Accounting, or equivalent, or ACCT5970, or equivalent*

Accounting systems as expressions of cultural, political and ideological forces. Comparative international accounting patterns (systems, practices and regulation). Country studies. Efforts to harmonise accounting standards world-wide. Analysing foreign financial statements. A global perspective on earnings. Multinational enterprises and the control of global operations. Performance evaluation and transfer pricing in the international context. Management of foreign exchange risk and the accounting treatment of innovative financial products.



## ACCT5908

### Auditing

*Staff Contact: School Office*

S1 or S2 L3

*Prerequisite:* ACCT5930 or equivalent

Selected aspects of auditing. Topics include: auditing standards and responsibilities, problems of verification and reporting; organization and application to various forms of accounting systems including computer-based systems; appraisal of methods of internal control; the applicability of particular audit techniques including statistical sampling.

## ACCT5909

### Current Developments in Auditing Research

*Staff Contact: School Office*

S2 L3

*Prerequisite:* Admission to MCom(Hons) degree course in Accounting or with the approval of the MCom Co-ordinator of the School of Accounting.

An examination of current areas of research in auditing and substantive studies in each area. The following topics will be considered: Theory about auditing; Overview of audit research; Research areas; Nature of audit work; agency theory and the existence of the audit function; human information processing in auditing; audit teams and the review process; statistical auditing; effect of the audit report; job satisfaction and performance in audit firms; performance criteria and evaluation; Future development in audit theory and research.

## ACCT5910

### Financial Statement Analysis

*Staff Contact: School Office*

S2 L3

*Prerequisites:* FINS5511 or FINS5513 and ACCT5901 or ACCT5930 or equivalent

Traditional and contemporary approaches to financial statement analysis. Conventional approaches; fundamental analysis and its limitations. Decomposition analysis. Financial statement analysis in an efficient market; time series behaviour of earnings. Prediction of risk, distress, credit ratings. Effects of accounting policy.

## ACCT5915

### Individual Judgement and Choice

*Staff Contact: School Office*

S1 L3

*Prerequisite:* Nil

Behavioural decision theory in the context of judgements made by users of accounting information, managers and auditors. Topics include: introduction to the fields of behavioural decision theory and decision analysis; limitations of human ability to process information; descriptive models of individual choice behaviour; other factors affecting judgement and choice; structuring of a problem; assessing consequences - measurement and weighting of dimensions; assessing uncertainties - probability assessment, confidence, groups; evaluation of alternatives - choice of criterion; ambiguity and choice - formal models incorporating ambiguity, fuzzy sets, behavioural evidence; relationship between individual choice and organizational choice.

## ACCT5917

### Strategic Management: Systems and Processes

*Staff Contact: School Office*

S1 L3

*Prerequisite:* Nil

The strategic dimensions of organization functioning, that is, the way in which relationships are established between organizations and their environments. Topics include: environment and enterprise: strategy, structure and strategic management; strategic choice; problem solving and social-psychological models, organizational and managerial models: environmental scanning and strategy identification; strategy evaluation; financial policy and corporate strategy; designing strategic information systems; categorizing and evaluating disciplinary contributions.

## ACCT5918

### Advanced Auditing Technologies

*Staff Contact: School Office*

S2 L3

*Prerequisite:* ACCT5908 or equivalent

Risk analysis; analytical review; internal control evaluation; CAATS; use of computer as an audit tool; going concern prediction; statistical sampling; performance indicators; auditing in a small business environment; compliance audits in the public sector; auditing of computer service bureau; investigating accountant's reports; auditors role in system development life cycle.

## ACCT5929

### Organization Design

*Staff Contact: School Office*

SS L3

*Prerequisite:* Nil

This subject examines the design of organizational structures and processes and the involvement of management and others therewith. Particular attention will focus on: contingency models of organization design which stress the importance of various factors (such as size and environment) in the design process; organizational design as a (rational) managerial choice process; organizational design as a political process; and organizational design for specific purposes (e.g. job design, information systems design, control system design and reward system design).

## ACCT5930

### Financial Accounting

(formerly ACCT5940 Accounting and Financial Management A)

*Staff Contact: School Office*

S1 L3

*Prerequisite:* Nil

The fundamentals of financial accounting. The users of general purpose financial reports and their information needs. Financial information recording processes, systems design and internal control. Preparation of statements of financial position, operating statements and classified cash flow statements. Recognition and measurement of specific financial statement elements. Reading and analysing published financial statements.

**ACCT5931****Strategic Management Accounting**

(formerly ACCT5941 Accounting and Financial Management B)

*Staff Contact: School Office*

S1 L3

*Prerequisite: ACCT5901 or ACCT5930 or equivalent*

This subject investigates various ways to allocate and manage organizational resources in a competitive environment. The focus is on value creation and cases are used to examine contemporary Australian and international best practice. Topics include value chain analysis; shareholder and customer value; strategic partnering and alliances; and selected topics from strategic management accounting such as benchmarking, the Du Pont methodology and product life cycle profitability.

**ACCT5932****Public Sector Accounting and Financial Reporting**

*Staff Contact: School Office*

S1 L3

*Prerequisite: ACCT5901 or ACCT5930 or equivalent*

A review of accounting methods applied by Commonwealth, State and Local Government entities. Fund accounting and cash-based reporting. Accrual-based reporting including a review of the issues associated with the measurement of assets and liabilities in the public sector. Infrastructure assets, heritage assets, and obligations arising from complex transactions. Departmental and whole of government reports. Issues arising from the "commercialisation" of government units. Identification and costing of community service obligations. Performance indicators and the evaluation of financial performance and service quality.

**ACCT5942****Accounting for Complex Entities and Transactions**

*Staff Contact: School Office*

SS L3

*Prerequisite: ACCT5930 or equivalent*

Introduction to accounting for multi-unit entities and foreign operations. Consolidated financial statements for an economic entity. Analysis of equity interests. Treatment of inter-entity transactions. Indirect ownership interests. Investments in associated companies, joint ventures, partnerships and trusts. Foreign currency transactions. Multinational operations. Segment reporting by diversified groups. Disclosures about related party relationships and transactions. Recent developments in external reporting.

**ACCT5943****Concepts and Issues in Financial Reporting**

*Staff Contact: School Office*

SS L3

*Prerequisite: ACCT5930 or equivalent*

Aspects of intermediate and advanced financial accounting and reporting. The conceptual framework and other theoretical frameworks for the analysis of financial reporting. Revenue and expense recognition and profit reporting. The definition, recognition and measurement of assets including intangibles. Advanced issues in the reporting of liabilities. Lease accounting, superannuation (pension) plan reporting. Accounting for the extractive industries.

**ACCT5949****Managerial Dynamics**

*Staff Contact: School Office*

S2 L3

*Prerequisite: Nil*

The management of a technical speciality or specialist function in organizations. Topics include: accounting work, career paths, specialization; the accountant as manager; managerial work; structure and organization; structuring and organizing; interaction; rules and power; arenas, networks and games; the 'workplace arena'; the 'corporate arena'; the 'professional arena'; the 'client arena'; a 'window on policy' - the policy process; middle management of 'specialist functions'; disciplinary perspectives on managerial work.

**ACCT5951****Current Development in Accounting Research - Financial**

*Staff Contact: School Office*

S1 L3

*Prerequisite: Admission to MComHons degree course in Accounting or with the approval of the MCom Co-ordinator of the School of Accounting*

Review of alternative approaches to the development of theories in external reporting. Explication and evaluation of substantive theories and associated research studies. Examination of research findings related to the accounting and reporting environment, agency cost and financial contracting, the properties of reported accounting numbers, predictive value of accounting information, the use of information in capital markets, and the use of accounting reports by individual decision makers.

**ACCT5952****Current Developments in Accounting Research - Managerial**

*Staff Contact: School Office*

S1 L3

*Prerequisite: Admission to MComHons degree course in Accounting or with the approval of the MCom Co-ordinator of the School of Accounting*

Substantive theories and associated research studies in management accounting, emanating from different disciplinary frameworks and methodological perspectives. Topics include: management accounting - theory and practice; organization theory and management accounting theory - functionalist, contingency, power, symbolic, interpretive and radical perspectives; behavioural theories - behavioural decision theories, leadership theories, motivation theories; economic theories - the 'corporate failures' framework, agency theory; development of management accounting thought.

**ACCT5955****Design of Cost Management Systems**

*Staff Contact: School Office*

S2 L3

*Prerequisite: ACCT5996 or equivalent*

Organizational and systems design in manufacturing and service organizations. Examination of how strategic cost management, including product costing and management control systems, can be used to increase the competitive effectiveness and efficiency of a business with particular emphasis on the interactive effects on performance of (a) strategic cost management, and (b) market and technology

competitive strategies. Analysis of case studies set in contemporary manufacturing and service settings.

#### **ACCT5956**

##### **Management Planning and Control**

*Staff Contact: School Office*

S2 L3

*Prerequisite:* Nil

Planning and control processes in organizations, and the involvement of management and management support personnel with them. Topics include: 'formal' and 'organizational' perspectives on management planning and control; planning and decision-making in organizations - some alternative perspectives and descriptions; planning and budgeting - theoretical perspectives and organizational descriptions; organization structures and structuration; control processes in organizations - some alternative perspectives; participation as a mode of organizational control; accounting control systems - some alternative perspectives; designing management accounting systems - prescription or organizational choice; categorizing and evaluating the literatures on management planning and control.

#### **ACCT5967**

##### **Special Topic in Accounting**

*Staff Contact: School Office*

S1 or S2 L3

*Prerequisite:* ACCT5997 or equivalent

To assist MComHons students in completion of research project requirement. May consist of an examinable readings program defined to meet the needs of a particular student or a formal program undertaken by a group of students whose research projects are in a common area.

#### **ACCT5970**

##### **Accounting Concepts and Financial Reporting**

*Staff Contact: School Office*

S2 L3

*Prerequisite:* ACCT5930 or equivalent

Intermediate and advanced financial accounting including reporting objectives, statutory requirements, accounting standards, accounting for changing prices, consolidated financial statements and the analysis of published company reports.

#### **ACCT5994**

##### **Thesis**

*Staff Contact: School Office*

#### **ACCT5996**

##### **Management Accounting Control Systems**

*Staff Contact: School Office*

S2 L3

*Prerequisite:* ACCT5901 or ACCT5930 or equivalent

The design and operation of management accounting systems in organizational settings. Topics include: the function of management accounting systems in organizations; design and organizational choice; design and operation of product costing systems, including job, operations and process costing systems; budgetary systems - outcomes and processes; design and operation of accounting control systems - responsibility accounting systems, standard costing and flexible budgets, relationships among accounting systems and administrative, social and personal control systems, divisional performance evaluation, transfer pricing.

#### **ACCT5997**

##### **Seminar in Research Methodology**

*Staff Contact: School Office*

S1 L3

*Prerequisite:* Admission to MComHons or degree course in Accounting or with the approval of the MCom Co-ordinator of the School of Accounting

The ways researchers identify and investigate problems, with particular emphasis upon the processes of providing information within organizations and to external participants of organizations. Hypotheses, models and theories; consideration of the relationship between research findings and policy-formation; review of some research methods which have been employed in accounting and related disciplines.

#### **ACCT5998**

##### **Project Seminar**

#### **ACCT5999**

##### **Project Report**

*Staff Contact: School Office*

#### **Servicing Subject**

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subject see the Faculty of Engineering Handbook.

#### **ACCT9062**

##### **Accounting for Engineers**

*Staff Contact: School Office*

F L1.5

Problems related to industrial situations, and their relevance in decision-making. Manufacturing and cost accounts, budgeting and budgetary control, cost analysis and control and profit planning.

---

## **Banking and Finance**

#### **FINS5511**

##### **Corporate Finance**

*Staff Contact: School Office*

S2 L3

*Prerequisites:* ACCT5901 and ECON5103 and ECON5203

Essential aspects of financial decision-making in business. Designed to enable the student to usefully employ the following concepts in a business environment: investment decisions under uncertainty; cost of capital structure; mergers and takeovers; and working capital management.

#### **FINS5512**

##### **Australian Capital Markets**

*Staff Contact: School Office*

S1 or S2 L3

*Prerequisites:* ECON5103 and ECON5203

Analysis of the markets for the financial assets including the money, bond, stock and futures markets; the structure of interest rates; flow of funds of financial institutions; the regulatory structure of markets and the interrelations among markets.

**FINS5513****Security Valuation and Portfolio Selection***Staff Contact: School Office*

S1 or S2 L3

*Prerequisites: ECON5103 and ECON5203*

The aim of this course is twofold: (i) to introduce students to theoretical building blocks in the theory of finance; and (ii) to illustrate these by means of a combination of tutorial problems and case studies. Topics include: investment decisions under uncertainty; investment decisions under uncertainty (the portfolio selection problem); capital asset pricing model and arbitrage pricing theory: rudiments of theory and evidence; fundamentals of bond valuation; introduction to duration and the term structure of interest rates; valuation of equity shares; market efficiency: fads, bubbles, martingales.

**FINS5514****Capital Budgeting and Financial Decisions***Staff Contact: School Office*

S1 or S2 L3

*Prerequisites: ECON5103, ECON5203 and FINS5513 or co-requisite*

Focus on various aspects of corporate decision making. Topics include: Objectives of the corporation. Investment criteria under certainty and uncertainty. Quantitative techniques to assist managerial judgement including: capital budgeting; modelling and management of risk (including decision-tree analysis, diversification, sensitivity analysis and simulation). Capital structure propositions; the impact of taxation and bankruptcy costs; information asymmetry and signalling approaches; dividend policy and imputation. Particular references to case studies and computer applications.

**FINS5515****Issues in Corporate Finance***Staff Contact: School Office*

S1 L3

*Prerequisites: FINS5513 and FINS5514*

Specialized topics in corporate finance. Short term and longer term financing techniques: cash and liquidity management; working capital management; leasing; warrants; and project finance. Management compensation schemes and agency problems. Corporate distress and bankruptcy. Mergers and takeovers: regulation; theoretical issues; empirical evidence. Regulatory and ethical aspects of corporate finance.

**FINS5516****International Corporate Finance***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: FINS5513 and FINS5514 or co-requisite*

Management of the financial functions for firms operating in several separate countries. Necessary theory and evidence basic to an understanding of international capital and foreign exchange markets, the benefits of international diversification, use of the capital asset pricing model in foreign investment decisions and cost of capital, working capital management, the role of international banks and their evaluation of financial performance of firms.

**FINS5517****Portfolio Analysis and Management***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: ECON5103 and ECON5203 and FINS5513 or co-requisite*

Management of equity and fixed interest portfolios using modern market-based methods of risk control. Derivative instruments: forwards; futures; options; swaps; FRA's etc. Equity investments: valuation; diversification; portfolio insurance; program trading; international diversification and hedging; performance measurement. Fixed interest portfolios: term structure; duration; convexity; gap analysis; hedging. Alternative assets.

**FINS5530****Financial Institution Management***Staff Contact: School Office*

S1 or S2 L3

*Prerequisites: FINS5512 and FINS5513*

The application of modern finance theory and financial modelling techniques to financial decision-making and risk management in financial institutions both domestic and international. Topics include: 1. Objectives of financial institutions from the perspective of portfolio, hedging and agency theories; 2. Application of portfolio, arbitrage pricing, option pricing and corporate finance theories, to the management of assets, liabilities, capital structure and off-balance sheet operations of financial institutions; 3. Interest rate risk management and financial futures; 4. Liquidity risk management; 5. Loan portfolio management, credit evaluation models, loan pricing and credit rationing; 6. Securities portfolio management; 7. Capital adequacy and prudential regulation and management; 8. International dimensions including exchange rate risk management and country risk assessment.

**FINS5531****Risk and Insurance***Staff Contact: School Office*

SS L3

*Prerequisite: FINS5513***Note/s:** Not offered in 1995.

The nature of commercial, financial and physical risk is explored. In addition to the theory of risk, the way in which insurance has evolved to deal with this important aspect of the economic environment is studied in depth. Case studies are used to illustrate points of practical relevance. This course emphasises the mathematical and statistical foundations of the discipline. Topics in the area of risk include: risk premia, insurance ratings, simulation of risk environments, physical risk and death. Insurance is approached as a natural commercial response to risk. The course deals with inference from insurance data, general insurance, motor insurance, very large risks, and life insurance.

**FINS5533****Real Estate Finance and Investment***Staff Contact: School Office*

S1 or S2 L3

*Prerequisites: FINS5513 and FINS5514*

An evaluation of real estate financing, the mechanics of the mortgage market and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts and the

banking system in promoting real estate activity. An analysis of real estate price and yields, diversification aspects and use of property as an inflation hedge. An evaluation of leasing, type of tenancy, property options and property trusts.

#### **FINS5534**

##### **Lending and Liquidity Management**

*Staff Contact: School Office*

S2 L3

*Prerequisites: FINS5512 and FINS5513*

An analysis of the short-term sources and uses of funds with primary emphasis on lending and liquidity management. Topics include loan pricing with applications of option pricing theory, loan risk assessment and management, lending practice and loan administration, working capital management, inventory management and statistical credit controls.

#### **FINS5535**

##### **Options, Futures and Risk Management Techniques**

*Staff Contact: School Office*

S1 L3

*Prerequisites: FINS5517 and FINS5512 or co-requisite*

This is an intermediate course of options, futures and the techniques using these contracts to offset some of the risk associated with some given market commitment. Topics include: overview of derivative securities; forward and futures contracts on stock indices, currencies, gold and silver, T-bonds and T-notes, and other commodities; stock options; options on stock indices, currencies, and futures contracts; swaps and the evaluation of credit risk; hedging positions in options and other derivative securities.

#### **FINS5575**

##### **Research Methods in Finance 1**

*Staff Contact: School Office*

S2 L3

*Prerequisite: FINS3774 or equivalent*

The objective of the course is to review applications of mathematical and statistical tools to applied problems and current research, in finance.

#### **FINS5576**

##### **Advanced Topics in Asset Pricing**

*Staff Contact: School Office*

S2 L3

*Prerequisite: FINS3774 or equivalent*

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding courses as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market conditions. In addition, the subject also introduces a relatively new area of financial economics: security market microstructure and the implications for empirical research in finance. Topics include: utility theory, portfolio theory and capital asset pricing models, arbitrage pricing theory, option and futures pricing, intertemporal models in finance, security market micro structure.

#### **FINS5577**

##### **Advanced Topics in Corporate Finance**

*Staff Contact: School Office*

S1 L3

*Prerequisite: FINS3774 or equivalent*

This subject provides an introduction to contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis will be given to the corporate form of business. Furthermore, special cases of investment and financing decisions such as mergers, takeovers and leveraged buyouts are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter students are encouraged to supplement theoretical discussions with empirical evidence.

#### **FINS5578**

##### **Recent Developments in Banking Research**

*Staff Contact: School Office*

S1 L3

*Prerequisites: FINS5530 and FINS3774 or equivalent.*

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; optional capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

#### **FINS5579**

##### **Research Methods in Finance 2**

*Staff Contact: School Office*

S1 L3

*Prerequisite: FINS3774 or equivalent*

A more advanced course in empirical methodology in finance. General methodological aspects, testing of hypotheses, falsifiability principle. Review of relevant econometric material, applications to topics such as generalised beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability, volatility estimation.

#### **FINS5594**

##### **Thesis**

*Staff Contact: School Office*

#### **FINS5599**

##### **Project Report**

*Staff Contact: School Office*

## Economics

### Economic History

#### ECOH5351

##### International Economic Relations since 19th Century

Staff Contact: Dr D. Meredith

S1 HPW3

Prerequisite or Corequisite: ECON5103

International political economy in historical perspective. Topics include: the dominance of Britain in the world economy before 1914 and challenges to Britain's position; impact of the First World War and the 1930s Depression; rise of the United States as an economic power; economic implications of the Cold War; the post-1945 Long Boom and its end; challenges to US supremacy; growing problem of Third World debt; the changing role of west and east Europe in the international economy in the late 20th century.

#### ECOH5352

##### The Modern Business Corporation

Staff Contact: Dr D. Meredith

S1 HPW3

Prerequisite or Corequisite: ECON5103

The origin, history and attributes of the modern business corporation in industrial economies including Australia; growth of the large firm in its external economic, political, social and institutional environment; impact of the modern corporation on the structure of the economy; the changing internal organization of the corporation and the growth of modern management; the history of the multi-national enterprise and an evaluation of home and host-country impacts; business policy in the context of government regulation and trade unions; the economic and social implications of the modern corporation.

#### ECOH5353

##### Approaches to Economic and Social History

Staff Contact: Dr B. Dyster

S1 HPW3

Prerequisite or Corequisite: ECON5103

Note/s: Enrolment in course: 2590 or program: 2035 in the MCom.

Perspectives, themes and tools involved in the study of modern economic and social history. Shows that the historian concentrates upon particular problems and methods of analysis which define the subject of history as a discipline in its own right. Provides a degree of unity to the varied knowledge gained by students in other economic history courses; allows students to come to grips with important problems of a general nature.

#### ECOH5354

##### Special Subject in Economic History 2

Staff Contact: Dr B. Dyster

S2 L2

Prerequisite: ECOH5367

Note/s: Enrolment in course: 2590 or program: 2035 in the MCom.

Further advanced topics in Economic and Social History.

#### ECOH5355

##### Aspects of Australian Economic History

Staff Contact: Dr B. Dyster

SS HPW3

Prerequisite or Corequisite: ECON5103

The choice of Botany Bay, the search for a staple, the pastoral economy, effects of the gold rushes, the long boom. Economic collapse of the 1890s and readjustment. Changing structure of the Australian economy in the 20th century; population change and labour supply; capital accumulation; growth of manufacturing; rural problems; external economic relationships; institutional developments; tariffs, banking, State enterprises, wage determination, Federal-State finances; the Great Depression and its aftermath; war economy; post-war developments.

#### ECOH5356

##### Australian Economic Policy Since Federation

Staff Contact: Dr B. Dyster

S2 HPW3

Prerequisite or Corequisite: ECON5103

This subject is concerned with the development of economic policy in 20th century Australia. The topics covered include management policies (fiscal, tariff, immigration, employment and trade). The overall aim is to analyse the development of regulation and the recent move towards deregulation, within the context of 'economic rationalism' and its critique.

#### ECOH5357

##### Comparative Economic History

Staff Contact: A/Prof J. Perkins

S1 HPW3

Prerequisite or Corequisite: ECON5103

Major issues in comparative Economic History. Case studies will be drawn from the economic history of some or all of the following areas: Australia, New Zealand, Southern Africa, South America, Asia and Europe. These will be analysed in a historical and theoretical framework with regard to the different roles played by industrialisation, political structures, capital flows, ideology and external forces in the evolution of these economies.

#### ECOH5358

##### The Consumer Age

Staff Contact: A/Prof J. Perkins

S2 L3

Prerequisite: ECON5103

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

#### ECOH5359

##### Research Seminar

Staff Contact: Dr B. Dyster

#### ECOH5360

##### Thesis

Staff Contact: Dr B. Dyster

**ECON5365****Science, Technology and Economic Development***Staff Contact: A/Prof I. Inkster*

S1 HPW3

*Prerequisite or Corequisite: ECON5103*

The several functions of science and technology in development, past, present and possible future. Development economics and sociology; case studies, ranging from nineteenth century Japan to China since 1950. The place of technology in contemporary development and the role of international institutions (eg. multinational corporations) in transferrals of scientific and technical knowledge. The 'appropriateness' of introduced technique and the concept of alternative technology and alternative development patterns.

**ECON5367****Special Subject in Economic and Social History 1***Staff Contact: Dr D. Meredith*

SS L3

*Prerequisite: Enrolment in course: 2590 or program: 2035 in the MCom*

Further advanced topics in Economic and Social History.

---

**Econometrics****ECON5201****Comparative Forecasting Techniques***Staff Contact: Prof R. Bewley*

S2 HPW3

*Prerequisite: Either ECON5207 or ECON5248*

Topics include the following: exponential smoothing, Box-Jenkins techniques, transfer functions, VAR models, combination of forecasts, accuracy of forecasts, spreadsheets and forecasts.

**ECON5203****Statistics for Business***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: Nil*

The object of this subject is to provide students with the appropriate statistical tools for application to applied problems and current research in business. Topics will include: quantitative analysis of statistical data, sampling distributions, statistical estimation; hypothesis testing; multiple regression; introduction to time series analysis; forecasting; index numbers.

This subject will emphasise practical aspects of model building.

**ECON5204****Mathematics for Business***Staff Contact: School Office*

S1 or S2 L3

*Prerequisite: Nil*

The object of this subject is to provide students with the appropriate mathematical tools for application to applied problems and current research in business applications, calculus, basic optimisation techniques, mathematics of finance, introduction to linear programming. This subject

will emphasise practical aspects of mathematics in business applications.

**ECON5207****Elements of Econometrics***Staff Contact: A/Prof A. Owen*

S2 HPW3

*Prerequisite: ECON5203*

The simple and multivariate regression models with economic applications emphasizing practical aspects of model building. Extensions of multiple regression models when the classical assumptions break down. Introduction to simultaneous equation models. Quantitative studies of applied econometric themes such as consumption, demand, investment and production.

**ECON5211****Applied Business Statistics***Staff Contact: School Office*

S1 L3

*Prerequisite: ECON5203*

Graphical methods in statistical data presentation and analysis, including detection of outliers and regression regimes. Non parametric tests for quick and robust inferences on the statistical significance of findings from sample data.

**ECON5212****Analysis of Survey Data***Staff Contact: School Office*

S2 L3

*Prerequisite: ECON5203*

Sample survey analysis (with applications in accountancy, economics, finance, industrial relations and marketing). Methods include regression models and discrete choice models. Particular emphasis is given to presentation of results.

**ECON5213****Case Studies in Business Statistics***Staff Contact: School Office*

S2 L3

*Prerequisite: ECON5212 and ECON5248*

This subject will examine specific case studies in business statistics involving each of the following stages: problem formulation, data collection, analysis and presentation. Case studies will be drawn from both government and the private sector. Students are required to undertake their own study for assessment.

**ECON5215****Advanced Econometrics A***Staff Contact: Prof R. Bewley*

SS HPW3

*Prerequisite: Permission of the Head of the Department of Econometrics*

Two topics from the advanced literature of econometric theory and applications.

**ECON5225****Advanced Econometrics B***Staff Contact: Prof R. Bewley*

SS HPW3

*Prerequisite: Permission of the Head of the Department of Econometrics*

Two topics from the advanced literature of econometric theory and applications.

**ECON5232****Dynamic Models***Staff Contact: Dr L. Fisher*

S1 HPW3

*Prerequisite: ECON5204*

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

**ECON5233****Operations Research***Staff Contact: Dr C. Alaouze*

S2 L3

*Prerequisite: ECON5204 and ECON5203*

Introduces operations research as the systematic application of quantitative methods to the analysis of problems involving decision making in economics and related disciplines. Linear programming, quadratic programming, and dynamic programming with applications to transportation, inventory, portfolio selection and other fields related to economics. In addition, students are required to undertake a case study requiring data collection and analysis.

**ECON5248****Business Forecasting***Staff Contact: Prof R. Bewley*

S1 L3

*Prerequisite: ECON5203 or equivalent*

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

**ECON5251****Applied Econometrics***Staff Contact: School Office*

S1 L3

*Prerequisite: ECON5207*

This subject considers alternative analytical approaches to applied econometric work. Various empirical problems are considered and the relative merits of available solutions are assessed. Specific attention is given to diagnostic testing in an LM framework, dynamic specification, influential data and non-stationarity. Practical experience is gained through replicating and extending published applied studies.

**ECON5252****Time Series Analysis***Staff Contact: School Office*

S2 L3

*Prerequisite: ECON5251*

This subject focuses on the theoretical derivation and properties of time series estimators including single equation and systems cointegrating estimators and tests for cointegration.

**ECON5253****Modelling High Frequency Time Series Data***Staff Contact: School Office*

S2 L3

*Prerequisite: ECON5207*

This subject is concerned with the special statistical characteristics that arise when modelling time series data, such

as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (arch model), generalised method of moments estimators (GMM), and non-normality issues.

**ECON5254****Econometric Theory***Staff Contact: School Office*

S1 L3

*Prerequisite: ECON5207*

A coherent theoretical development of multiple regression analysis: Restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error auto correlation and heteroskedasticity.

**ECON5255****Econometric Model Building***Staff Contact: School Office*

S2 L3

*Prerequisite: ECON5254*

Formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of "real-world" econometric models will be undertaken.

**ECON5284****Mathematical Methods in Economics***Staff Contact: Dr L. Fisher*

S1 L3

*Prerequisite: ECON5232*

This subject gives students a working knowledge of static and dynamic optimisation techniques applied in economics. Topics include classical optimisation, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neo-classical theory of optimal growth.

**ECON5285****Seminar In Advanced Econometrics***Staff Contact: Prof R. Bewley*

Topics to be arranged.

**ECON5297****Thesis***Staff Contact: Prof N. Kakwani***ECON5298****Econometrics Research Seminar***Staff Contact: Prof R. Bewley*

Students enrolled in ECON5299 are required to present a seminar on their research topic.

**ECON5299****Project Report***Staff Contact: Prof R. Bewley*



## Economics

### ECON5100

#### Economic Analysis

*Staff Contact: Dr J. Lodewijks*

S1 or S2 HPW3

*Prerequisite or Corequisite: ECON5103*

A subject primarily designed for students who wish to study further subjects in economics. The objective is to acquire a deeper understanding of the analysis of micro and macro-economic problems.

### ECON5101

#### Seminar In Advanced Economic Analysis A

*Staff Contact: A/Prof B. Conlon*

SS L3

*Prerequisite: Approval from the Head of School*

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations, capital theory of the firm. Students will be required to present a paper on these topics.

### ECON5102

#### Seminar In Advanced Economics Analysis B

*Staff Contact: A/Prof B. Conlon*

SS L3

*Prerequisite: Approval from the Head of School*

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations, capital theory of the firm. Students will be required to present a paper on these topics.

### ECON5103

#### Business Economics

*Staff Contact: Dr J. Lodewijks*

S1 or S2 HPW3

*Prerequisite: Nil*

An introduction to economic analysis and policy. Using a case study approach, students will examine government and business reports, magazine and newspaper articles, and monographs/journals dealing with contemporary economic issues. Reports or articles will be analysed using simple micro and macroeconomic tools and reasoning. The aim of the subject is to improve the economic literacy of students.

### ECON5104

#### International Economics

*Staff Contact: Dr G. Fishburn*

S2 HPW3

*Prerequisite or Corequisite: ECON5100*

Basic theory and empirical evidence relating to international trade and investment tariffs and other impediments to trade, balance of international payments, exchange rates and international monetary problems. Long-term and more recent developments in international trade and the effects of regional trading arrangements. Australian policies in the light of developments in the world economy.

### ECON5106

#### Economics of Labour Markets

*Staff Contact: Dr T. Stegman.*

S1 HPW3

*Prerequisite or Corequisite: ECON5100*

*Note/s: Not offered in 1995.*

Traditional models of labour supply; participation and hours of work, immigration. Provision of training and skills, human capital theory. The theory of screening, specific and general skills models. Demand for labour, marginal productivity theory, labour hoarding, quit rates and turnover. Internal labour markets. The theory of wage differentials and the structure of earnings. Labour market segmentation. Trade unions and theories of bargaining.

### ECON5107

#### Economic Growth, Technology And Structural Change

*Staff Contact: Dr J. Lodewijks*

S1 HPW3

*Prerequisite or Corequisite: ECON5100*

Characteristics of economic growth and development, role of capital accumulation, labour, technology and natural resources. Application of growth models to development issues. Role of industrialisation, structural change and development strategies in promoting economic growth. Income inequality and economic welfare.

### ECON5108

#### Public Finance

*Staff Contact: Prof J. Piggot*

S2 HPW3

*Prerequisite or Corequisite: ECON5100*

Public expenditure and taxation, budgetary policy and federal-state financial relations; partial and general equilibrium analysis of taxation; incidence and resource allocation effects of income taxes, wealth taxes and outlay taxes.

### ECON5110

#### Developing Economies And World Trade

*Staff Contact: Dr J. Lodewijks*

S2 HPW3

*Prerequisite or Corequisite: ECON5100*

This subject focuses on: trade and developing countries; trade and growth; new trade theory and LCDs; foreign trade regimes; liberalisation and trade negotiations; the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilisation experiences; and growth-oriented adjustment policies.

### ECON5111

#### Topics in Economic Development

*Staff Contact: School Office*

SS HPW3

*Prerequisite or Corequisite: ECON5100*

Topics of current research in economic development with special reference to the developing economics of Asia. The subject is intended primarily for students who are enrolled in economics with specialisation in development economics.

### ECON5112

#### Asian Development Studies A

*Staff Contact: Mr J.A. Zerby*

S2 HPW3

*Prerequisite or Corequisite: ECON5100*

Principal economic characteristics of the newly industrialising economies of East Asia: South Korea, Taiwan, and Hong Kong. Comparisons of internal and external policies and their contribution to the achievement of socio-economic objectives.

**ECON5113****Asian Development Studies B***Staff Contact: Mr J.A. Zerby*

S1 HPW3

*Prerequisite or Corequisite: ECON5100*

Analysis of principal economic characteristics of members of the Association of South East Asian Nations (ASEAN): Indonesia, Malaysia, Philippines, Singapore and Thailand. Causes and consequences of economic development policies. Theoretical issues related to the formation of customs unions and free trade areas, and their application to ASEAN.

**ECON5115****Natural Resource Economics***Staff Contact: Dr G. Waugh*

S1 HPW3

*Prerequisite or Corequisite: ECON5100*

An introduction to the exploitation of natural resource systems examined within an economic framework, particularly forestry, fisheries, water, oil and other minerals. Policies required to ensure improved management without over exploitation of these renewable and non-renewable resources under different property-right regimes.

**ECON5116****Environmental Economics***Staff Contact: Dr G. Waugh*

S2 HPW3

*Prerequisite or Corequisite: ECON5100*

Main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics will include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility; environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

**ECON5120****Transport Economics***Staff Contact: School Office*

S1 HPW3

*Prerequisite or Corequisite: ECON5100**Note/s: Not offered in 1995.*

Structure, conduct and performance of the transport industry, general characteristics of the demand for and supply of transport services; cost structure and pricing policies, government regulation; common carrier obligations and the nature of specialized carriers. Case studies in transport investment appraisal.

**ECON5121****Operations Research and Logistics for Transport***Staff Contact: School Office*

S1 HPW3

*Prerequisite or Corequisite: ECON5100**Note/s: Not offered in 1995.*

Nature of the distribution system of a product from several sources to numerous locations. Introduction to activity analysis and linear programming, direct and indirect shipments, capacity constraints and route optimization. Principles and application of transport cost for road, rail, air and sea.

**ECON5124****Public Enterprise And Cost-Benefit Analysis***Staff Contact: Dr T. Truong*

S1 HPW3

*Prerequisite or Corequisite: ECON5100**Note/s: Not offered in 1995.*

The theory of public economic activity. Government objectives and the social welfare function. Equity and efficiency criteria. Public goods and externalities. The theory of public sector pricing and its applications. Techniques of investment appraisal, cost-benefit analysis and related issues. The application of cost-benefit analysis to transport, urban and other problems. Analysis of transfer policy.

**ECON5126****Economics of Trade Practices, Regulation and Competition Policy***Staff Contact: A/Prof R. Conlon*

SS HPW3

*Prerequisite or Corequisite: ECON5100**Note/s: Not offered in 1995.*

Concepts of market power and competition and the alternative approaches to the problem of market power; related issues in industrial structure and performance; implementation and consequences of competition policy in Australia, EEC, UK, US and Japan with special reference to monopolization, restraints of trade, horizontal and vertical arrangements, exclusive dealing, resale price maintenance, price discrimination, mergers, patents, and trademarks, multi-nationals, international cartels.

**ECON5134****International Trade***Staff Contact: Prof M. Kemp*

SS HPW3

*Prerequisite or Corequisite: ECON5154**Note/s: Not offered in 1995.*

Pure theory of international trade and factor movements and of international aid. Analysis of protection by means tariffs and other devices. Theoretical aspects of customs unions. Emphasis on formal general equilibrium theory.

**ECON5143****Monetary Theory and Policy***Staff Contact: Prof R. Milbourne*

S1 HPW3

*Prerequisite or Corequisite: ECON5100*

Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.

**ECON5145****Contemporary Economic Issues***Staff Contact: Dr P. Kriesler*

SS HPW3

*Prerequisite or Corequisite: ECON5100**Note/s: Not offered in 1995.*

Seminars on contemporary economic issues.

**ECON5153****International Monetary Economics***Staff Contact:* A/Prof G. Kingston

S2 HPW3

*Prerequisite or Corequisite:* ECON5100

Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

**ECON5154****Microeconomic Analysis 1***Staff Contact:* Prof J. Pigott

S1 HPW3

*Prerequisite:* Enrolment in MCom (Hons) or permission from Head of School

Consumer theory: utility maximisation, duality, household production theory, revealed preference, measuring welfare changes, choice under uncertainty. Production theory: profit maximisation, cost minimisation, factor demands. Market structure: competition, monopoly, oligopoly, monopolistic competition. Markets in general equilibrium: competition, the two-sector model, welfare economics.

**ECON5155****Microeconomic Analysis 2***Staff Contact:* Dr T. Truong

S2 HPW3

*Prerequisite or Corequisite:* ECON5154 or equivalent

Advanced topics in microeconomics. These may include: existence and uniqueness of competitive equilibrium, the welfare theorems, incomplete markets, games with complete information, games with incomplete information, market equilibria with asymmetric information (adverse selection and moral hazard), principal-agent models and mechanism design.

**ECON5163****Microeconomic Policy***Staff Contact:* Mr R. Chapman

S1 HPW3

*Prerequisite or Corequisite:* ECON5100

Contemporary issues in Australian microeconomic policy. Topics include the implications of market structure for economic efficiency and income distribution and the role of competition policy in a global environment; the design of regulatory policy; the effect of tariffs and other trade barriers on economic welfare and the use of trade and industry policy to foster structural change in the economy; public sector investment and pricing decisions; privatization of public enterprises; environmental policy and sustainable development.

**ECON5164****Economic Methodology***Staff Contact:* Dr P. Kriesler

SS HPW3

*Prerequisite or Corequisite:* ECON5100

The methodology of modern economics, the scientific method, the testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems. Some of the major issues in monetary theory, classical and neo-classical value and distribution theory and equilibrium and welfare economics.

**ECON5173****Macroeconomic Policy***Staff Contact:* Dr T. Stegman

S2 HPW3

*Prerequisite or Corequisite:* ECON5100

A theoretical background to, and discussion of, current issues of Macroeconomic Policy. Issues include economic growth and fluctuations, balance of payments problems and foreign debt, fiscal policy and monetary and exchange rate policies, incomes policy, and inflation and unemployment.

**ECON5174****Macroeconomics Analysis 1***Staff Contact:* Prof R. Milbourne

S1 HPW3

*Prerequisite:* Enrolment in MCom (Hons) or permission of the Head of School

The structure of macroeconomic models, growth theory and capital accumulation, the structure of short run classical and Keynesian models, equilibrium and disequilibrium models of the business cycle, open economy models, fiscal policy and deficits. Monetary policy and stabilization theory.

**ECON5184****Macroeconomics Analysis 2***Staff Contact:* Prof R. Milbourne

S2 HPW3

*Prerequisite:* ECON5174 or equivalent

Consumption and investment theories including models of optimisation, overlapping generations models with money, real business cycle models, equilibrium asset pricing, multiplicity of equilibria and bubbles. Recent topics in contracting and market imperfections and the role of policy.

**ECON5197****Project Report***Staff Contact:* Dr. J. Lodewijks**ECON5198****Economics Research Seminar***Staff Contact:* Dr J. Lodewijks**ECON5199****Thesis***Staff Contact:* Dr J. Lodewijks

## Hospitality Management (School of Marketing)

### HOSP5901

#### Hospitality Accounting and Financial Control

*Staff Contact: School Office*

S1 L3

Measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres cost - volume - profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverage and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies.

### HOSP5902

#### Human Resource Management in the Hospitality Industry

*Staff Contact: School Office*

S2 L3

Design of effective hospitality organizations; search for flexibility. Developing a corporate culture; team building; group dynamics; communication; leadership; training strategies; award structures; enterprise bargaining; self directed work; managing and leading by values; implications for change. Management in the hospitality industry.

### HOSP5903

#### Hospitality Industry Service Delivery Systems and Quality Assurance

*Staff Contact: School Office*

S2 L3

Developing an understanding of service delivery process in the hospitality industry and the application of total quality management; reviewing and evaluating service delivering systems in rooms; food and beverage divisions; suburban hotels, clubs, public venues, hospitals, industrial and commercial catering, fast food restaurants and casinos; introducing and implementing service delivery process improvement strategies.

### HOSP5904

#### Hospitality Law

*Staff Contact: School Office*

S1 L3

National and international laws relating to tourism, hotel management contracts, negotiation, arbitration and dispute resolution. Hotel development applications and environmental constraints, consumer rights including representative actions. Risk management issues governing the sale and supply of hospitality services at national and state levels.

### HOSP5905

#### Hospitality Physical Fabric

*Staff Contact: School Office*

S2 L3

Understanding workflows in a hotel as a prerequisite to good design and layout fitout; government and local council requirements, preparing feasibility studies, property refurbishment issues.

### HOSP5906

#### Communication Strategy

*Staff Contact: School Office*

S1 L3

This subject will consist of three theory lectures on basic communication strategy and 10 seminars applying this knowledge to 10 key segments of the hospitality industry.

## Industrial Relations and Organizational Behaviour

### IROB5900

#### Social and Organizational Analysis

*Staff Contact: School Office*

SS L3

This subject examines the core concepts and theories underlying modern organizational practice, drawing principally from the discipline of sociology. Topics covered include the evolution and development of social and organizational theory, sociological paradigms and implications for organizational analysis, bureaucracy, organizational design and development, and current topics such as regulation and privatisation, participative democracy and the future of Australian manufacturing industry. A practical focus is maintained through the use of Australian case studies.

### IROB5701

#### Australian Industrial Relations

*Staff Contact: A/Prof B. Dabscheck*

S1 L3

Concepts and issues in Australian industrial relations at the macro or systems level, with overseas comparisons where appropriate. Labour movements and the evolution of employee-employer relations in the context of industrialization and change; origins and operations of industrial tribunals at the national and state levels; their instrumentalities; nature of industrial conflict and procedures for conflict resolution such as arbitration and bargaining; national wage policy.

### IROB5702

#### International and Comparative Industrial Relations

*Staff Contact: Mr I. Hampson*

S2 L3

*Prerequisite: IROB5701*

The development of industrial relations in several advanced industrial and/or newly industrialising countries; theories of convergence, divergence, late development and changes in the world division of labour; characteristics of employer organizations, unions and the state in these societies; determinants of industrial relations arrangements and processes; the efficacy of these structures and processes; the strategies and industrial relations practices of multi-national corporations; supra-national attempts at industrial regulation with special reference to the ILO.

**IROB5703****Pay and Reward Systems\****Staff Contact: Dr J. Shields*

S2 L3

*Prerequisite:* IROB5701 or equivalent

This subject seeks to equip students studying industrial relations and/or human resource management with an understanding of the development and design of employment-related pay and reward systems and of the various theories and practices associated with the fixing and payment of wages, salaries and non-monetary employment benefits. The subject examines types of payment systems; differences in pay regimes between 'internal' and 'external' labour markets, theories of pay relativity and difference and bargaining processes and pay. It traces the history and recent transformation of award pay and tribunal regulation in Australia, including national wage minima, job and skill-based award rates and relativities, gender-specific pay and pay inequality, over-award pay and award restructuring. The subject also canvasses a range of current issues, options and trends relating to performance, productivity and merit pay, pay system design and reward management, with particular attention being paid to individual and collective incentive schemes, non-monetary rewards and enterprise-specific pay structures.

*\*Subject to approval***IROB5704****Workplace Organization and Employment***Staff Contact: Mr D. Morgan*

S1 L3

*Prerequisite:* IROB5701 or IROB5901 or equivalent

Theoretical aspects of workplace relations; workplace diversity and change; modes of management control and employee participation; work design and workplace flexibility; forms of employee resistance and variations in trust relations; occupational versus corporate commitment in different organizational settings; international comparisons of workplace relations; the role of the state in shaping workplace relations; workplace relations and organizational efficiency.

**IROB5705****Employment Policy and Practice A***Staff Contact: Mr I. Hampson*

S1 L3

*Prerequisite:* IROB5701 or IROB5901 or equivalent

An examination of the theory, law, award provisions, organizational policy and practice of at least two of industrial democracy/employee participation, training and skill formation.

**IROB5706****Employment Policy and Practice B***Staff Contact: School Office*

S2 L3

*Prerequisite:* IROB5701 or IROB5901 or equivalent

Examination of the theory, law, award provisions, organizational policy and practice of at least two of the following: affirmative action and equal employment; workers' compensation; grievance procedures; labour and human resource policy.

**IROB5711****Employment and Industrial Law***Staff Contact: School Office*

S1 L3

*Prerequisites:* IROB5701 or equivalent

Nature and purposes of the legal system and industrial law, the law concerning the contract of employment. Trade union law. Industrial law powers of governments. The Commonwealth and New South Wales conciliation and arbitration systems. Awards. Penal sanctions for industrial law. Industrial torts. Topics and issues of importance in the employment and industrial law field.

**IROB5712****Negotiations, Bargaining and Advocacy\****Staff Contact: Ms S. Hammond*

S2 L3

*Prerequisite:* IROB5701 or equivalent

This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

*\*Subject to approval***IROB5713****Public Policy and Employment***Staff Contact: A/Prof B. Dabscheck*

S2 L3

*Prerequisite:* IROB5701 or equivalent

The formulation and implementation of public policy impacting upon industrial relations and employment. Theories of the state; public policy models. Current policy issues and options. The interaction between tribunals, parties and public policy evaluation of policy process in Australian and comparative terms. Case studies.

**IROB5714****Social Aspects of Work and Employment Relations***Staff Contact: Ms D. Fields*

S2 L3

*Prerequisite or Corequisite:* IROB5701 or IROB5901 or IROB5906 or equivalent

Micro-sociological elements of discrimination in hiring and promotion at work; gender inequality, equal employment opportunity and affirmative action; types of manager and management control systems; organizational flexibility and productivity; relations between corporate level strategy and workplace practices skill formation and consequences of variations in skill development; the relationship between class and work relations; theoretical perspectives on trade unionism; the application of theory to understanding changes in unionism in industrial societies; late capitalism and the relevance of trade unionism.

**IROB5715****Wages and Incomes Policy**

*Staff Contact: A/Prof B. Dabscheck*  
SS L3

*Prerequisite: ECON5100*

Relationships between movements in wage and salary income to desired economic objectives. Formulation and administration of wages and incomes policies and the role of trade unions, employers and government institutions. Overseas experience; implications for Australian practices, institutions and policies. Evolution of wage concepts and standards. Wage structure, relativities and differentials. Trade union pushfulness and product pricing decisions. Earnings draft. Principles or criteria for wage fixation, including capacity to pay, 'needs' elements, productivity gearing, minimum and social wage levels and manpower issues.

**IROB5716****Industrial Relations Research Methodology**

*Staff Contact: School Office*  
SS L3

*Prerequisite: IROB5702 or equivalent*

Principles procedures, techniques and data sources used for research in industrial relations.

**IROB5717****Industrial Relations Theory**

*Staff Contact: School Office*  
SS L3

*Prerequisite: IROB5702*

This subject covers major theoretical developments within academic industrial relations; theories of the labour movement, in particular the work of the Webbs, Lenin, Commons, Perlman and Hoxie; and developments within the tradition of grand theory, including Dunlop's systems model, Kochan's refinements, pluralism, marxism, corporatism and theories of regulation. Australian works are examined and analysed to relate discussion to the Australian scene.

**IROB5718****Australian Labour History**

*Staff Contact: Dr J. Shields*  
S1 L3

*Prerequisite: IROB5701 or IROB5906 or equivalent*

The origins and development of the labour movement in Australia. Covers topics such as: colonial unionism; political parties and unions; the arbitration systems; genesis and the development of the ACTU and other peak councils; white collar unions; unions and the state; and unions and the Accord.

**IROB5719****Industrial Relations History**

*Staff Contact: School Office*  
SS L3

*Prerequisite: IROB5701 or IROB5906 or equivalent*

An examination of history of employment relations, its regulation and the tensions associated with employment control. Pre-arbitral employment. The genesis and evolution of compulsory arbitration. The metamorphosis of institutional arrangements. The evolution of work practices and shop floor relations. Development of peak union and employer bodies.

**IROB5720****Industrial Relations in Developing Countries in the Asia Pacific Region**

*Staff Contact: Mr C. Leggett*  
SS L3

*Prerequisite: IROB5702 or equivalent*

This subject explores the relationship between development and industrial relations in a number of developing countries, such as Malaysia, Indonesia, the Philippines and Papua New Guinea. Among other things, it focuses on pre-entry and post-entry workforce, socialization, the origins and struggles of labour movements, the quality of workforce compliance with government development strategies and employer demands. Comparisons are made with other countries - the region at different stages of development.

**IROB5731****Special Topic in Australian Industrial Relations**

*Staff Contact: School Office*  
S1 L3

*Prerequisite: IROB5702 or Admission to MCom(Hons) degree*

A specifically assigned project, program or set of readings relating to Industrial Relations.

**IROB5732****Special Topic in International and Comparative Industrial Relations**

*Staff Contact: School Office*  
S2 L3

*Prerequisite: IROB5702 or Admission to MCom (Hons) degree*

A specifically assigned project, program or set of readings relating to Industrial Relations.

**IROB5733****Advanced Seminar in Industrial Relations**

*Staff Contact: School Office*  
S2 L3

*Prerequisite: IROB5702 or Admission to MCom (Hons) degree*

Selected advanced topics from the literature of Industrial Relations theory and application.

**IROB5734****Advanced Seminar in International and Comparative Industrial Relations**

*Staff Contact: School Office*  
S2 L3

*Prerequisite: IROB5702 or Admission to MCom (Hons) degree*

Selected advanced topics from the literature of Industrial Relations theory and application.

**IROB5737****Industrial Relations Research Seminar**

*Staff Contact: School Office*

**IROB5750****Project Report (Industrial Relations)**

*Staff Contact: School Office*

**IROB5751****Thesis (Industrial Relations)**

*Staff Contact: School Office*

**IROB5901****Organizational Behaviour***Staff Contact: Mr J. Holt*

S1 or S2 L3

**Note/s:** Excluded IROB5906, PSYC7100.

This subject seeks to explain human behaviour within organizations. It draws predominantly from the behavioural science disciplines of psychology and social psychology. Its foci are the individual, the group, and the behavioural processes involved in organization integration, change and development. Topics covered include personality, attitudes and values, motivation and learning, interpersonal behaviour, group dynamics, leadership and teamwork, decision-making, power and control.

**IROB5903****Organizational Change and Development***Staff Contact: Dr A. Bordow*

S1 L3

**Prerequisite:** IROB5901 or IROB5701

The theory and practice of change in organizations with special attention to applied behavioural science methods for achieving sustained improvement in performance at the individual, group and system levels. Methods and topics examined include: diagnostic approaches, organizational culture and change, action research, organizational learning, strategic planning for change, organizational transitions, structural redesign, teambuilding and skills of change agent intervention.

**IROB5904****Corporate, Managerial and Union Strategy***Staff Contact: School Office*

S2 L3

**Prerequisite:** IROB5901 or equivalent

This subject deals with theories of strategy, strategic planning and implementation, and the concept and exercise of strategic choice. It is distinguished from conventional managerial approaches to strategic planning by its application to labour-management-relations and by its inclusion of trade union strategies. For both organized labour and for management, the management of strategy is a particular focus of the subject.

**IROB5905****Action Research***Staff Contact: Dr A. Bordow*

S2 L3

**Prerequisite:** IROB5901 or IROB5906 or equivalent

The foundations, purposes and strategies for doing research in organizational settings. Historical and epistemological background to the development of contemporary action research. Skills, methods and instrumentation. How action research is initiated, conducted and evaluated. Consulting and action research. Action research made from the inside. Action research for organizational change. Accountability and ethics for the action researcher. Towards an action research framework.

**IROB5906****Human Resource Management in Context***Staff Contact: Dr L. Taksa*

S1 L3

**Note/s:** Excluded IROB5901.

Theories of organizational behaviour and management will be examined in order to locate Human Resource Management in historical, conceptual and practical contexts. Changing factors that shape the organization of work, worker and managerial responses and action will be considered with specific focus on their relationship to power, conflict, control, motivation, group interaction and culture. The role of Human Resource Management in the implementation of organizational change will be included.

**IROB5907****Human Resource Management Processes***Staff Contact: Dr L. Taksa*

S2 L3

**Prerequisite:** IROB5906 or IROB5701 or IROB5901 or equivalent

Theoretical foundations of Human Resource Management; power and authority of HRM function. Examination of policies and strategies developed by employers to organize and reward their employees. Values underlying such policies; controversies surrounding their development and implementation; the way in which organizational dynamics influence their operation. The interface between HRM policies and the regulatory, social and organizational contexts; the operation of HRM policies in different business sectors and countries.

**IROB5908****Strategic Human Resource Management***Staff Contact: Dr L. Taksa*

S1 L3

**Prerequisite:** IROB5907

This subject deals with the integration of human resource management and corporate strategy and examines the way employment policies can create alignment between the internal and external environments of the organization. It specifically examines the formulation, selection and implementation of human resource strategies, and deals with issues such as performance appraisal, competency development, corporate acculturation and management of corporate and cultural change. In addition, it analyses and evaluates competing human resource management packages and the issue of cultural and national transferability of human resource policies.

**IROB5911****New Technology and Employment Relations***Staff Contact: Dr J. Mathews*

SS L3

**Prerequisite or Corequisite:** IROB5701 or IROB5901 or equivalent

The characteristics and diffusion of new technology. Ideologies associated with technological change. The role of the state in regulating the impact of new technology. Education and training for the information society. Managing new technology in a variety of organizational settings. New technology in relation to work design, skills and the work environment. Stress and job satisfaction in relation to new technology. Emerging forms of work organization and authority associated with flexible specialization and the paperless office. Union strategy and effectiveness in regulating technological change. New technology as a critical factor shaping a new type of society.

**IROB5912****International Dimensions of Organizational Behaviour***Staff Contact: Mr J. Holt***S2 L3***Prerequisite:* IROB5901 or equivalent

This subject provides a comparative focus to the study of organizations in global context by exploring how organization, management and employment systems differ across cultural frameworks. The effects of culture on the structure of national organizational systems, corporate transnational systems, and international HRM are also examined. Other topics include the transferability of management systems and techno-cultures across cultural boundaries, and the "convergence versus divergence" thesis. Where possible, case studies contrasting Asian with Australian perspectives are used.

**IROB5913****Organizational Power and Politics***Staff Contact: Dr A. Bordow***S1 L3***Prerequisite:* IROB5901 or equivalent

Understanding power and political strategies, structures, organizational relationships and action in public and private sector organizations. Specific focus will include political models of organizations, sources of organizational power and conflict, control over decision-making and discretion of tactics, symbols, language and the mobilization and perpetration of power. Ethics, rights and representation of individual interests and values will be explored.

**IROB5914****Organizational Communications***Staff Contact: Dr A. Bordow***S1 L3***Prerequisite:* IROB5901 or equivalent

Review of contemporary scholarship and assessment of the current status of the field; critical appraisal of the functionalist and interpretivist schools of thought; development of new methodologies for researching and consulting; analysis of a communication problem in an existing organization; bringing about change. All students will carry out a field investigation and use new communications technology as part of their course work.

**IROB5915****Human Potentialities***Staff Contact: Dr A. Donovan***S2 L3***Prerequisite or Corequisite:* IROB5901 or equivalent

This subject follows an empirical and experiential approach to the study of human potentialities. Issues explored include: human dominance and destructiveness; the dynamics of awareness; intentionality and holonomy; skilled performance; human creativity; the individuation process; methods of realizing potential, perennial and modern.

**IROB5918****Organizational Dynamics***Staff Contact: Dr A. Donovan***S2 L3***Prerequisite:* IROB5900 and IROB5915**Notes:** This subject may not be offered each year.

This subject explores the new understanding of organizational dynamics coming from the converging paths of cognitive science, psycho-dynamic theory and the sociological critique of technocratic rationality. Topics examined include: organizations as flux and transformation; organizations as the enactment of psychic defences; open systems theory and beyond; the demise of linear rationality and the rise of chaos and complexity; modernity, post-modernity and human organization; managerial action in a new cultural milieu.

**IROB5920****Men and Women in Organizations***Staff Contact: Dr L. Taksa***S2 L3**

This subject presents a multi-disciplinary overview of the issues and problems pertaining to gender relations in organizations. It evaluates a range of concepts and methods necessary for understanding the processes and structures responsible for the current position of men and women as employees and managers in both the public and private sectors. Topics covered from the perspective of gender relations include: labour market segmentation, industrial relations theory and practice, the role of the state, organizational power and politics, Equal Employment Opportunities and the functioning of the merit principle and the use of post-modernist theory for understanding the operation of human resource management and organizational culture.

**IROB5921****Management in Cross-Cultural Contexts***Staff Contact: School Office***SS L3**

This subject examines how the dynamics of culture impact on the process of managing organizations in culturally diverse settings. Topics include: conceptual and methodological issues related to the study of culture; the psychological and sociological basis of cultural variation; the role of culture in shaping work-related cognitions; the problematics and implications of cultural variation for the functions of cross-cultural management such as inter-cultural communication; cross-cultural leadership; cross-cultural negotiation; and cross-cultural awareness. Other issues such as transferability and the convergence and divergence thesis are also addressed.

**IROB5931****Special Topic in Organizational Behaviour***Staff Contact: School Office***SS L3***Prerequisite:* IROB5900 or Approval by Head of School of Industrial Relations and Organizational Behaviour

This subject is available only to final-year students specializing in organizational behaviour, who have a distinguished record and who wish to carry out specific investigation or project. Approval from the co-ordinator of the program must be obtained prior to enrolling in this subject. However, before approaching the co-ordinator for approval, a student must have discussed his or her proposal with a member of staff who might be expected to supervise the project.



**IROB5932****Advanced Seminar in Organizational Behaviour***Staff Contact: School Office*

SS L3

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organizational Behaviour**Note/s:** Available to MCom(Hons) students only.

Advanced topics chosen each year from recent developments in theories of organizational behaviour.

**IROB5933****Advanced Seminar in Social and Organizational Analysis***Staff Contact: School Office*

SS L3

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organizational Behaviour**Note/s:** Available to MCom(Hons) students only.

Recent advances in organization theory; development of increased personal maturity and interpersonal skills; small group theory and its application to work groups; strategies for the management of organizational change, including conflict management, intergroup co-ordination and organizational design; sociotechnical systems theory. Advanced topics chosen from recent developments in theories of organizational behaviour.

**IROB5941****Special Topic in Human Resource Studies***Staff Contact: School Office*

SS L3

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organizational Behaviour

A specifically assigned project, program or set of readings relating to Human Resource Studies.

**IROB5943****Advanced Seminar in Human Resource Studies A***Staff Contact: School Office*

SS L3

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organizational Behaviour

Selected advanced topics from the literature of Human Resources theory and application.

**IROB5944****Advanced Seminar in Human Resource Studies B***Staff Contact: School Office*

SS L3

*Prerequisite:* Approval of the Head of School of Industrial Relations and Organizational Behaviour

Selected advanced topics from the literature of Human Resources theory and application.

**IROB5946****Managing Occupational Health and Safety***Staff Contact: Prof M. Quinlan*

SS2 L3

*Prerequisite:* IROB5901

This subject provides a multi-disciplinary and critical approach to the study of occupational health and safety. Approaches to OHS as a management function and perspectives on the understanding of the phenomena are examined. The subject also covers hazard identification, the development and nature of legal regulation, the industrial relations of safety and approaches to rehabilitation.

**IROB5947****Performance Management***Staff Contact: School Office*

SS L3

*Prerequisite:* IROB5900

The subject focuses on the coordination and execution of organizational work tasks. It covers the relation between organizational strategy and the purposes of separate units, setting objectives, formal monitoring and performance evaluation, appraisal systems and job design, performance related pay and remuneration. Critical issues centred on managing equity, affirmation action and equal opportunity and the role of social and work norms in performance are covered.

**IROB5948****Human Resources Development***Staff Contact: School Office*

SS L3

*Prerequisite:* IROB5900

This subject focuses on the skills, career and occupational development of people in organizations. Human resource planning, gap analysis of supply and demand, training, needs analysis, learning systems, program development, internal and external training policy, career planning and internal labour markets are key topics in the subject. Recruitment and selection, management development, employee contribution and trade union involvement are among other areas addressed.

**IROB5949****International Human Resource Management***Staff Contact: School Office*

SS L3

*Prerequisite:* IROB5907

This subject examines the implications of culture on the process of managing the human resources in multinational or global corporations. Topics include: The HRM function in cultural perspective; the problematics and implications of culture on personnel selection and repatriation for overseas assignments, issues relating to the varied training and development needs of expatriate and national staff, international labour relations; motivating and leading human resources in international context. The subject also deals with the current issues relating to performance management of the global organization.

**IROB5950****Project Report (Organizational Behaviour)***Staff Contact: School Office***IROB5951****Thesis (Organizational Behaviour)***Staff Contact: School Office***IROB5952****Project Report (Human Resource Management)***Staff Contact: School Office***IROB5954****Thesis (Human Resource Management)***Staff Contact: School Office*

## Information Systems

### INFS5848

#### Information Systems Project Management

*Staff Contact: School Office*

S2 HPW4

*Prerequisite:* INFS5989

An introduction to the central concepts and issues of project management and the practical benefits of project planning and management together with resource management. Practical sessions in project planning and the use of a computer based management tool. Additional topics include customer focus, lifecycle customization, work packages, progress monitoring, risk evaluation, quality management, vision and change control, people skills, and training.

### INFS5905

#### Information Systems Auditing

*Staff Contact: School Office*

S2 HPW4

*Prerequisites:* ACCT5908 and INFS5988

Management of information systems audit and the evaluation of IT management. Analysis and review of internal controls in contemporary computer installations and applications. Use of basic and advanced information systems audit techniques and methodologies, including audit software, integrated test facility, and concurrent auditing techniques. Technology audit reviews of the audit requirements for such technologies as LANs, EDI, and expert systems. Legal and professional requirements, and computer abuse/fraud auditing. Review of future IS audit techniques, methodologies, research and social implications.

### INFS5925

#### Object-oriented Information Systems

*Staff Contact: School Office*

S2 HPW4

*Prerequisites:* INFS5989 and INFS5992

Systems development methodologies based on the object-oriented approach. Techniques of analysis and design (concepts and notation). Information systems implementation using at least one specific object-oriented language; and including concepts of objects, classes, abstract data types, inheritance, polymorphism, dynamic binding and software reusability.

### INFS5926

#### Advanced Data Management

*Staff Contact: School Office*

S1 HPW4

*Prerequisites:* INFS5989 and INFS5992

The principle and practice of data administration in a large organization. Design, redesign and tuning of database. Distributed databases and database management systems. Reliability, security and integrity of the database.

### INFS5927

#### Knowledge Based Information Systems

*Staff Contact: School Office*

S2 HPW4

*Prerequisite:* INFS5957

Knowledge acquisition and representation methods, including knowledge engineering as applied to knowledge-based systems. Inferential mechanisms, artificial

intelligence hardware (KBS) and software applicable to knowledge based information systems. Evaluation, with project work, of (KBS) tools and techniques in specified problem domains.

### INFS5928

#### Software Engineering Management

*Staff Contact: School Office*

S1 HPW4

*Prerequisite:* INFS5988

Software engineering management and measurement of complex systems, software development maturity, project planning and management, estimation models and techniques, project scheduling, software quality, reliability, assurance, software productivity models.

### INFS5929

#### Advanced Software Engineering

*Staff Contact: School Office*

S1

*Prerequisites:* INFS5928 and INFS5992

*Note/s:* Not offered in 1995.

Advanced construction of software systems, configuration management, object technologies and emerging trends in software engineering management.

### INFS5953

#### Information Systems Management

*Staff Contact: School Office*

S2 HPW4

*Prerequisites:* INFS5988 and INFS5992

**Objectives:** This course aims to assist students to develop their knowledge, understanding and ability to critically analyse important issues involved in the management of information systems in organisations. Management of information systems will be considered at strategic, tactical and operational levels. Particular emphasis will be given to management of enterprise-wide and inter-organisational systems and planning for their strategic use.

**Topics:** The following general topic areas will be considered: the use and management of strategic information systems; management of information as a corporate resource; managing IS service levels and technologies; managing IS sponsored change; assessing IS / IT performance.

### INFS5957

#### Information and Decision Technology

*Staff Contact: School Office*

S1 HPW4

The role of information and models in managerial decision making and prediction. The role of information systems in decision making. Assessing the value of information systems and the contribution of information in decision making under uncertainty. The role of information in managerial prediction and forecasting. The development of computer based models to support tactical management.

### INFS5982

#### Advanced Data Communications

*Staff Contact: School Office*

S2

*Prerequisite:* INFS5983

*Note/s:* Not offered in 1995.

Client server and local area network architectures, network specification, design and management. Wide area net-

works, packet switch and frame relay systems. Specification of corporate network strategies.

#### **INFS5983**

##### **Business Data Communications**

*Staff Contact: School Office*

S2 HPW4

*Prerequisite:* INFS5988

Data communication networks, interfaces between networks and computers, data communications software, standard communication protocols, network architectures, distributed databases, design of information systems which include data communications.

#### **INFS5984**

##### **Information Systems Security**

*Staff Contact: School Office*

S1 HPW4

*Prerequisites:* INFS5983 and INFS5992

A review of concepts, theory, methodologies and techniques discussed in IS security literature and current practice. Information systems security management, risk analysis and management, physical and logical security, database and telecommunications security, continuity planning, computer abuse, as well as legal and social issues are examined. Students will undertake case studies using the University's computing facilities and laboratories to provide them with a better understanding of computerised security techniques used in practice.

#### **INFS5986**

##### **Research Topics in Information Systems 1**

*Staff Contact: School Office*

S1 HPW4

*Prerequisite:* Approval by the Head of the School of Information Systems

The development of science. Alternative social science research methodologies - case study, normative, laboratory, field studies and field tests. The research process. Judgement in research. Statistical analysis of research data and interpretation of results. Writing the research report.

#### **INFS5987**

##### **Research Topics in Information Systems 2**

*Staff Contact: School Office*

S2 HPW4

*Prerequisite:* Approval by the Head of the School of Information Systems

A detailed study of current information systems research in the fields of decision support systems, information systems administration and distributed systems.

#### **INFS5988**

##### **Business Information Systems**

*Staff Contact: School Office*

S1 HPW4

Introduction and overview of computer based information systems and their effect on people in general, management and organizations. Practical experience with writing a small system and an analysis of the way information systems are used in various parts of the organization. An introduction to the manner in which organizational information system assists in the decision making and control.

#### **INFS5989**

##### **Information Systems Design**

*Staff Contact: School Office*

S2 HPW4

*Prerequisite:* INFS5988

An understanding of the role and expectations of a systems analyst in the context of the organizational environment, exploring and using the tools and techniques available to the systems designer, expanding and building on the framework of analysis and design acquired from the other subjects and student experiences.

#### **INFS5991**

##### **Decision Support Systems**

*Staff Contact: School Office*

S1 HPW4

*Prerequisite:* INFS5988

Information used for decision making and the application of information technology to assist or support the decision making process. Topics include decision making models, the impact of different management styles, the use of decision tools and the development of decision support systems including issues of model management and interface design. Practical examples of decision support systems are examined as are executive information systems and computer mediated communications within an organization.

#### **INFS5992**

##### **Data Management**

*Staff Contact: School Office*

S1 HPW4

A review of data management principles including both simple and complex file designs, and the concept of database management systems. Alternative database management system architectures, including network hierarchical and relational approaches. Database query systems, including relational algebra. Case studies and assignments embodying these principles.

#### **INFS5993**

##### **Special Topic in Information Systems**

*Staff Contact: School Office*

S1 or S2 HPW4

*Prerequisite:* Approval by the Head of the School of Information Systems

A specially assigned project, program or set of readings relating to information systems research.

#### **INFS5994**

##### **Thesis**

*Staff Contact: School Office*

#### **INFS5998**

##### **Project Seminar**

*Staff Contact: School Office*

#### **INFS5999**

##### **Project Report**

*Staff Contact: School Office*

## Japanese Studies

### JAPN5100

#### Business Japanese A

*Staff Contact: Mr K. Teruya*

S1 L3

Aims to develop basic communicative competence in spoken Japanese and to introduce written Japanese. Provides students with basic ability to interact with Japanese in daily life and business situations.

### JAPN5101

#### Business Japanese B

*Staff Contact: Mr K. Teruya*

S2 L3

*Prerequisite: JAPN5100*

Designed to continue on from JAPN5100. Aims to continue the development of basic communicative competence in spoken and written Japanese. Concentrates on the application of language skills in a range of specific business activities.

### JAPN5102

#### Business Japanese C

*Staff Contact: Ms S. Schaefer*

S1 L3

*Prerequisite: JAPN5101*

Aims to equip students with early-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas.

### JAPN5103

#### Business Japanese D

*Staff Contact: Ms S. Schaefer*

S2 L3

*Prerequisite: JAPN5102*

Continues from JAPN5102 and aims to equip students with high-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas with an emphasis on the politeness sector.

### JAPN5210

#### Japanese Professional Communication 1A

*Staff Contact: Ms H. Masumi-So*

S1 L3

*Prerequisite: Approved 3 year degree in Japanese*

*Corequisite: JAPN5211*

Provides students with opportunities to develop late-intermediate interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as video camera and VCR will be used extensively. Class work includes the study of various levels of formality. Students are introduced to a series of genuine Australia-Japan contact situations where they exercise their acquired skills.

### JAPN5211

#### Japanese Professional Communication 1B

*Staff Contact: Ms H. Masumi-So*

S1 L3

*Prerequisite: Approved 3 year degree in Japanese*

*Corequisite: JAPN5210*

Provides students with opportunities to develop late-intermediate interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for practical applications. One major project will be required in the student's area of interest.

### JAPN5212

#### Japanese Professional Communication 1C

*Staff Contact: Ms H. Masumi-So*

S2 L3

*Prerequisite: JAPN5211*

*Corequisite: JAPN5213*

Provides students with opportunities to develop early-advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television and radio broadcasting from Japan, video camera and VCR will be used extensively. Class work includes public speaking and intensive aural comprehension of news items. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

### JAPN5213

#### Japanese Professional Communication 1D

*Staff Contact: Ms H. Masumi-So*

S2 L3

*Prerequisite: JAPN5211*

*Corequisite: JAPN5212*

Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of publications in the fields of business, technical and social sciences and writing of a project report. One major project will be required in the student's area of interest.

### JAPN5220

#### Japanese Professional Communication 2A

*Staff Contact: Ms S. Iida*

S1 L3

*Prerequisite: JAPN5213*

*Corequisite: JAPN5221*

Provides students with opportunities to develop advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with native Japanese speakers from the local Japanese community and/or from Japan. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

**JAPN5221****Japanese Professional Communication 2B***Staff Contact: Ms S. Iida*

S1 L3

*Prerequisite:* JAPN5213*Corequisite:* JAPN5220

Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for professional applications. One major project will be required in the student's area of interest.

**JAPN5222****Japanese Professional Communication 2C***Staff Contact: Ms S. Iida*

S2 L3

*Prerequisite:* JAPN5221*Corequisite:* JAPN5223

Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive listening to authentic materials and public-speaking practice through the use of a variety of methods such as video-shooting and replay, visitor's sessions, and visit sessions. Students are introduced to common rules of and strategies for Australia-Japan contact situations. Individualised learning in the fully-computerised Language Resource Centre is encouraged.

**JAPN5223****Japanese Professional Communication 2D***Staff Contact: Ms S. Iida*

S2 L3

*Prerequisite:* JAPN5221*Corequisite:* JAPN5222

Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive reading of authentic materials and writing of documents for formal business situations. Students are introduced to common rules of and strategies for Australia-Japan contact situations. One major project will be required in the student's area of interest.

**JAPN5230****Japanese Professional Communication 3A***Staff Contact: Ms Y. Hashimoto*

S1 L3

*Prerequisite:* JAPN5223*Corequisite:* JAPN5231

Designed to develop near-native interactive competence in speaking and listening in professional and business settings. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with selected native Japanese speakers from the local Japanese community and/or from Japan. Learners are encouraged to acquire skills in monitoring their own performance in contact situations.

**JAPN5231****Japanese Professional Communication 3B***Staff Contact: Ms Y. Hashimoto*

S1 L3

*Prerequisite:* JAPN5223*Corequisite:* JAPN5230

Designed to develop near-native interactive competence in reading and writing in professional and business settings. Learners are expected to develop skimming and scanning skills through extensive and intensive readings of authentic materials. They are also expected to acquire writing skills for wide-ranging professional and social situations. One major project will be required in the student's area of interest.

**JAPN5232****Japanese Professional Communication 3C***Staff Contact: Ms Y. Hashimoto*

S2 L3

*Prerequisite:* JAPN5231*Corequisite:* JAPN5233

Designed to develop near-native interactive skills in speaking and listening in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction.

**JAPN5233****Japanese Professional Communication 3D***Staff Contact: Ms Y. Hashimoto*

S2 L3

*Prerequisite:* JAPN5231*Corequisite:* JAPN5232

Designed to develop near-native interactive skills in reading and writing in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction. One major project will be required in the student's area of interest.

**JAPN5300****Special Topics In Japanese Business Studies***Staff Contact: A/Prof W. Purcell*

S1 or S2 L3

*Prerequisites:* 4 JAPN units and permission of Head of Unit

A specially assigned project, program or set of readings relating to contemporary issues in Japanese Business Studies. Entry is only with permission of Head of Unit for students who wish to carry out a specific investigation or project.

**JAPN5310****Advanced Japanese Studies Seminar***Staff Contact: A/Prof W. Purcell*

S1 or S2 L3

*Prerequisites:* JAPN5212 or higher and permission of Head of Unit

Provides students with opportunities to read and discuss a selected topic or topics in the Japanese language. The topic(s) will be chosen from a wide range of subjects in the field of Japanese Studies. Aims to help develop skills required to attain near-native fluency in educated Japanese.

**JAPN5320****Hospitality Japanese***Staff Contact: Ms F. Osho***S2 L3***Prerequisite:* JAPN5102*Note/s:* Excluded: JAPN5210 or higher Japanese language units.

Aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasises comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

---

## Legal Studies and Taxation

**LEGT5511****Legal Foundations of Business***Staff Contact: Department Office***S1 or S2 L3**

An introduction to the Australian legal system; the legal framework of business regulation: areas of substantive law relevant to commerce including the general principles of the law of contract, specialized commercial transactions, the law of torts with particular reference to negligent misstatement, the regulation of restrictive trade practices and sales promotion.

**LEGT5522****Special Topic in Commercial Law***Staff Contact: Department Office***S1 or S2***Prerequisite:* Permission from Head of Department of Legal Studies and Taxation

A specially assigned project, program or set of reading relating to research.

**LEGT5531****Legal Regulation of Business***Staff Contact: Department Office***S2 L3***Prerequisite:* LEGT5511 or equivalent

The regulation of restrictive trade practices under the Trade Practices Act 1974 (Commonwealth) with special reference to collusive activity, distribution methods, pricing arrangements and abuse of market power. Consumer protection law with special reference to misleading and deceptive conduct under the Trade Practices Act. The legal framework of marketing strategy. Franchising. Advertising regulation.

**LEGT5541****Company Law***Staff Contact: Department Office***S1 L3***Prerequisite:* LEGT5511 or equivalent

The law relating to business organizations, including partnerships, joint ventures, trading trusts, and companies incorporated under the Corporations Law. Primary focus:

company law and, in particular, the company as a corporate entity; capital; control and management; liquidation.

**LEGT5542****Advanced Studies in Company Law***Staff Contact: Department Office***S2 L3***Prerequisite:* LEGT5541 or equivalent

The law of corporations as a system of government including the constitutional allocation of corporate power; the separation of ownership from control with examples of control mechanisms; the enforcement of directors' duties; the judicial review of company behaviour and activity including minority protection and relations with outsiders; the legal nature of corporate securities; expansion devices; investigations and inspections; legal focus on corporate form and recognition; selected comparative aspects and reforms.

**LEGT5543****Bankruptcy and Insolvency Law***Staff Contact: Department Office***S2 L3***Prerequisite:* LEGT5541 or equivalent

An examination of the law regulating personal Bankruptcy under the Bankruptcy Act 1966 (Cth) and corporate insolvency under Chapter 5 of the Corporations Law. Examines the proof and ranking of claims, secured and unsecured creditors, priorities, voidable transactions and alternatives to bankruptcy and insolvency. Discusses the policies underlying Australian bankruptcy and insolvency laws through a comparison with the U.K. and U.S.A. provisions.

**LEGT5551****Revenue Law***Staff Contact: Department Office***S2 L3***Prerequisite:* LEGT5511 or equivalent

The principles, administration and practice of income tax law including Capital Gains Tax. Legal and accounting approaches to taxable income. Tax planning concepts. Tax avoidance and evasion. Tax incidence and equity. Tax policies, provisions and problems in relation to selected entities. Principles of stamp duties, sales tax, land tax and payroll tax.

**LEGT5560****Legal Aspects of Business Strategy***Staff Contact: Department Office***S2 L3***Prerequisite:* LEGT5511 or equivalent

Enables the student to examine the implications which law and tax considerations have for business strategy. The subject is based on a series of case studies involving both domestic and international business. Considers the influence which business considerations have on legal and tax structures and the situations where legal and tax considerations influence business structures.

**LEGT5561****Legal Aspects of Finance**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5511 or equivalent or permission from Head of Department of Legal Studies and Taxation

Commercial structures including companies, joint ventures, partnerships and trusts. Procedures for equity and debt financing of entrepreneurial schemes with special reference to both law and practice. The regulation of the securities market. Corporate restructuring including take-overs, mergers and reconstructions. The law of company charges. Aspects of the taxation of commercial financing.

**LEGT5562****Legal Aspects of International Business**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5511 or equivalent

Examines the legal considerations in foreign trade and investment, including international business contracts and the law governing international transport and sale of goods. Jurisdictional issues, with particular reference to those involving contracts, torts and trade practices law. The alternative business structures available and their respective advantages. International taxation considerations. CIF and FOB contracts and documentary credits and finance. International dispute resolution.

**LEGT5571****Franchising and Alternative Distribution Systems**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5511 or equivalent

The legal nature of, and the business arrangements encompassed by, alternative disciplined distribution systems. Trademark licensing, character and personality merchandising, product and tradename franchising, business format franchising. Legal issues: contract, competition, fair trading and intellectual property laws. Commercial implications of alternative distribution strategies.

**LEGT5581****Advanced Taxation 1: Concepts**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5551 or equivalent

The structure of the Income Tax Assessment Act, 1936 (Cth). The meaning of income. Income under ordinary concepts and usages. Income under specific statutory provisions with particular emphasis on Part IIA. Allowable deductions: the reduction of assessable income to taxable income under s.51(1) and the specific deduction provisions. Tax accounting: receipts and outgoings; cash v. accruals; specific profit and loss; assignment of income; trading stock provisions. Tax avoidance: judicial and legislative responses.

**LEGT5582****Advanced Taxation 2: Entities**

*Staff Contact: Department Office*  
S2 L3

*Prerequisite:* LEGT5551 or equivalent

The effect of the movement of income through partnership, a trust or a company. The operation of the imputation system in relation to company tax and the movement of imputation credits through other entities. Tax treatment of joint ventures, unit trusts, and co-operatives. Tax treatment of superannuation funds. Obligations imposed on taxpayers who are employers with particular reference to Fringe Benefits Tax.

**LEGT5583****Advanced Taxation 3: International Aspects**

*Staff Contact: Department Office*  
S2 L3

*Prerequisite:* LEGT5551 or equivalent

The concept of residence: individuals, companies, partnerships, and trusts. The concept of source: source rules for different categories of income; company source rules in double tax treaties. Australian tax treatment of foreign source income of Australian residents: foreign tax credit system; accruals tax system under controlled foreign corporations legislation; exemption of foreign dividends and branch income of resident companies. Australian tax treatment and Australian source income of non-residents; dividend withholding tax; interest withholding tax; provisions of double tax treaties. Legislation relating to specific transactions in international taxation; transfer pricing, thin capitalisation; debt creation involving non-residents; foreign currency and exchange trading. International tax planning techniques. Policy and regulation issues.

**LEGT5584****Advanced Taxation 4: Sales Tax and State Taxes**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5551 or equivalent

**Notes:** Offered in alternate years

The structure of the tax base: income, capital, consumption. Assessment of the existing base and alternatives. Desired characteristics of a tax system: equity, neutrality, simplicity, acceptability, administrative efficiency, fiscal flexibility, ability to meet revenue needs. Specific forms of taxation. Official inquiries into taxation. Economic and social issues concerning taxation - taxation and social welfare. Tax reform: needs, problems, approaches. Taxes other than income tax: capital taxes, sales tax, land tax, payroll tax, stamp duty. Selected issues.

**LEGT5585****Advanced Taxation 5: Policy and Administration**

*Staff Contact: Department Office*  
S1 L3

*Prerequisite:* LEGT5551 or equivalent

**Notes:** Offered in alternate years. Not offered in 1995.

Tax policy issues including: the process of tax policy formulation in Australia; functions and objectives of taxation; criteria for evaluating taxation systems; structure and assessment of the existing tax base and alternatives; economic and social issues; reform options. Issues in tax administration including: Commissioners's investigative and audit powers; objections and appeals; collection and recovery; the status and use of rulings by the Commissioner; offences, penalties and other administrative issues.

## Marketing

### MARK5811

#### Japanese Society and Culture A

Staff Contact: School Office

S1 L3

Note/s: Excluded: MARK5801.

Japanese society and culture, specifically the areas relating to economic life and business behaviour. Moral and philosophical assumptions, the 'Family System' and socialization patterns, the education system and other social and cultural features. Examination of such concepts as 'Groupism', 'The Vertical Society' and 'Oyabun-kobun'.

### MARK5812

#### Japanese Society and Culture B

Staff Contact: School Office

S2 L3

Prerequisite: MARK5811

Note/s: Excluded: MARK5802.

More detailed treatment of the issues introduced in MARK5801. Intercultural influence and Japanese nationalism, the adoption of European and American systems and practices in the modern period, and recent economic and political problems.

### MARK5901

#### Issues in Consumer Analysis

Staff Contact: School Office

S2 L3

Prerequisites: MARK5911 and MARK5913

Note/s: Different prerequisites apply for MCom(Hons) degree course.

More detailed treatment of material covered in MARK5911. Greater stresses laid on the environment of decision making. This covers historical antecedents to consumer behaviour and their impact on the culture of consumption concepts of environmental and their influence on individual decision making, the social psychology of consumption, the ecology of learning and perception, the role of emotion in choice and the ways in which these considerations impact on marketing strategy, eg product formulations, mass communication.

### MARK5902

#### Elements of Marketing

Staff Contact: School Office

S1 L3

The course is a blend of theory and practical application. The central theme running throughout the teaching program is that marketing is not a fragmented assortment of actions and functions taking place among disconnected institutions operating in isolation. Rather it is a total system of business action. The task of managing a marketing operation involves strategic and tactical decision making. It also demands an understanding of the structure of the marketing system, the various institutions that make up that system, and the role of each institutions that make up that system, and the role of each institution within the system.

### MARK5903

#### International Marketing

Staff Contact: School Office

S1 L3

Prerequisites: MARK5902

Note/s: Different prerequisites apply for MCom(Hons) degree course.

Character and dimension of the political, economic, modernization (including administrative) and social aspects affecting international marketing; the dynamic relationship between the environmental aspects and international domestic marketing. Operational aspects of international marketing; nature of competition marketing structure and channels, trade barriers, etc., as well as international, regional, sub-regional economic groupings with emphasis on marketing in Asia, particularly Japan.

### MARK5907

#### Contemporary Marketing Issues

Staff Contact: School Office

S1 L3

Varies from year to year, but subject matter is drawn from such topics as consumerism, ethics in marketing, the role of marketing systems in economic development, power and conflict in marketing channel systems and resale price maintenance.

### MARK5911

#### Consumer Analysis

Staff Contact: School Office

S1 L3

Major concepts and theories from the social and behavioural sciences provide a background to the study of why people buy. Behavioural topics include perception, attitude and decision-making processes, and the psychology of purchases. Social science topics include values and lifestyles, mass communication and advertising, and buyer-seller relationships.

### MARK5914

#### Marketing Research

Staff Contact: School Office

S2 L3

Prerequisites: MARK5902 and MARK5928

Practical introduction to marketing research. Tools and techniques of research and their use in the project approach to information gathering. Problem definition and research design, questionnaire design, sampling, interviewing, interpretation and reporting. Quantitative techniques of data analysis and significance testing.

### MARK5918

#### Japanese Business A

Staff Contact: School Office

S1 L3

Excluded: MARK5908

Multi-sided introduction to Japan, explaining the major features of the country's business system and business behaviours in economic, sociological, cultural and historical terms, including government-business relations, money and banking, management and labour, marketing and distribution and oligopolistic trading companies.



**MARK5919****Japanese Business B***Staff Contact: School Office*

S2 L3

*Prerequisite:* MARK5918*Note/s:* Excluded: MARK5909.

Japanese business and business activities today, both domestic and international. Emergence of Zaibatsu industrial/banking conglomerates and the multinational trade/development companies, interactions amongst government and consumers, foreign companies in Japan, growth of Japanese-Western business interactions and negotiations.

**MARK5922****Organizational Marketing***Staff Contact: School Office*

S2 L3

*Prerequisite:* MARK5902 and MARK5914

Specific elements of marketing knowledge and planning as they relate to the public and industrial markets are presented. These include assessing market opportunities, examining the business environment and managing the functional aspects of marketing in an organizational setting. Specific attention is paid to the exchange relationships required in these markets.

**MARK5928****Quantitative Analysis in Marketing***Staff Contact: School Office*

S1 and S2 L3

*Prerequisite:* ECON5203 or equivalent

*Note/s:* Students enrolling in this subject should be aware that it is not a first course in Quantitative Analysis. It assumes a reasonable understanding of quantitative techniques. Students who lack a working knowledge of Quantitative Analysis would be wise to prepare themselves before undertaking this unit.

Students should also have access to a personal computer (either IBM, IBM compatible or Macintosh). Familiarity with computer operation is assumed in this subject.

Mathematics as a language for model building; networks and trees; dynamic programming and resource allocation; decision analysis; linear and nonlinear optimization models; simulation; use of micro computers in marketing decision making.

**MARK5929****Corporate and Marketing Planning and Policy***Staff Contact: School Office*

S2 L3

*Prerequisite:* MARK5902

Examines the evolution of marketing systems and relation of the organization to the social and economic environment. Key topics include growth options; developing competitive strategies and managing change. Central to the subject case analyses of marketing planning and policy, including

environmental appraisal, organizational response, product policy, pricing, distribution, promotion and issues relating to consumerism and the development of legislation. Examples are drawn from the public and the private sectors.

**MARK5930****Managerial Elements of Marketing***Staff Contact: School Office*

S2 L3

*Prerequisite:* MARK5902

Managerial elements of marketing is a unit that brings together a number of managerial components. While three dominant themes are usually present; personal selling, financial aspects of marketing and business-to-business negotiation, other topics may be included, or may even replace one of the dominant themes completely to take advantage of the skills of visiting scholars. Personal selling includes: sales force size, quotas, forecasting, counselling, assessing. Negotiation includes: the process, setting bargaining strength, strategy and tactics, preparation, aspects. Fiscal aspects include: new product investment analysis, probability analysis, marketing and pricing strategies.

**MARK8926****Seminar in Marketing Theory***Staff Contact: School Office*

SS L3

*Prerequisite:* Head of School's approval

The nature and development of scientific theories. The evaluation of marketing theory is traced with critical analysis of essential marketing frameworks.

**MARK8927****Methods of Marketing Research***Staff Contact: School Office*

SS L3

*Prerequisite:* Head of School's approval

Treatment in depth of topics briefly covered in MARK5914 Marketing Research: research design, psychometric attributes of measuring instruments, univariate and multivariate analysis. Investigation in the form of a project as an exercise in the application of methods studied in the seminar.

**MARK8994****Thesis***Staff Contact: School Office***MARK8998****Research Seminar***Staff Contact: School Office*

F Sem4

*Corequisite:* MARK8999 or MARK8994**MARK8999****Project Report***Staff Contact: School Office*

---

# Conditions for the Award of Degrees

---

## First Degrees

Rules, regulations and conditions for the award of *first degrees* are set out in the appropriate **Faculty Handbooks**.

For the full list of undergraduate courses and degrees offered see *Table of Courses by Faculty* (Undergraduate Study) in the *Calendar*.

The following is the list of *higher degrees*, *graduate diplomas* and *graduate certificates* of the University, together with the publication in which the conditions for the award appear.

---

## Higher Degrees

For details of graduate degrees by research and course work, arranged in faculty order, see *UNSW Courses (by Faculty)* in the *Calendar*.

Title	Abbreviation	Calendar/Handbook
<b>Higher Degrees</b>		
Doctor of Science	DSc	Calendar
Doctor of Letters	DLitt	Calendar
Doctor of Laws	LLD	Calendar
Doctor of Education	EdD	Professional Studies
Doctor of Medicine	MD	Medicine
Doctor of Philosophy	PhD	Calendar
		and all handbooks
Master of Applied Science	MAppSc	Applied Science
Master of Architecture	MArch	Built Environment
Master of Archives Administration	MArchivAdmin	Professional Studies
Master of Art	MArt	College of Fine Arts
Master of Art Administration	MArtAdmin	College of Fine Arts
Master of Art Education	MArtEd	College of Fine Arts
Master of Art Education(Honours)	MArtEd(Hons)	College of Fine Arts
Master of Arts	MA	Arts and Social Sciences University College
Master of Arts (Honours)	MA(Hons)	Arts and Social Sciences
Master of Art Theory	MArtTh	College of Fine Arts
Master of Biomedical Engineering	MBiomedE	Engineering
Master of Building	MBuild	Built Environment
Master of the Built Environment	MBEnv	Built Environment
Master of the Built Environment (Building Conservation)	MBEnv	Built Environment
Master of Business Administration	MBA	AGSM

Title	Abbreviation	Calendar/Handbook
Master of Business Administration (Executive)	MBA(Exec)	AGSM
Master of Business and Technology	MBT	Engineering
Master of Chemistry	MChem	Science*
Master of Clinical Education	MClinEd	Medicine
Master of Cognitive Science	MCogSc	Engineering
Master of Commerce (Honours)	MCom(Hons)	Commerce and Economics
Master of Commerce	MCom	Commerce and Economics
Master of Community Health	MCH	Medicine
Master of Computational Science	MComputationalSc	Science
Master of Computer Science	MCompSc	Engineering
Master of Construction Management	MConstMgt	Built Environment
Master of Couple and Family Therapy	MCFT	Professional Studies
Master of Defence Studies	MDefStud	University College
Master of Design(Honours)	MDes(Hons)	College of Fine Arts
Master of Education	MEd	Professional Studies
Master of Education in Creative Arts	MEdCA	Professional Studies
Master of Education in Teaching	MEdTech	Professional Studies
Master of Educational Administration	MEdAdmin	Professional Studies
Master of Engineering	ME	Applied Science
		Engineering
		University College
Master of Engineering <i>without supervision</i>	ME	Applied Science
		Engineering
Master of Engineering Science	MEngSc	Engineering
		Applied Science
		University College
Master of Environmental Engineering Science	MEnvEngSc	Engineering
Master of Environmental Studies	MEnvStudies	Applied Science
Master of Equity and Social Administration	MEqSocAdmin	Professional Studies
Master of Fine Arts	MFA	College of Fine Arts
Master of Health Administration	MHA	Professional Studies
Master of Health Personnel Education	MHPed	Medicine
Master of Health Planning	MHP	Professional Studies
Master of Higher Education	MHED	Professional Studies
Master of Industrial Design	MID	Built Environment
Master of Information Management	MIM	Professional Studies
Master of Information Science	MInfSc	Engineering
Master of International Social Development	MIntSocDev	Professional Studies
Master of Medicine	MMed	Medicine
Master of Landscape Architecture	MLArch	Built Environment
Master of Landscape Planning	MLP	Built Environment
Master of Laws	LLM	Law
Master of Librarianship	MLib	Professional Studies
Master of Management Economics	MMgtEc	University College
Master of Mathematics	MMath	Science*
Master of Medicine	MMed	Medicine
Master of Mining Management	MMinMgmt	Applied Science
Master of Music	MMus	Arts and Social Sciences
Master of Music (Honours)	MMus(Hons)	Arts and Social Sciences
Master of Music Education (Honours)	MMusEd(Hons)	Arts and Social Sciences
Master of Optometry	MOptom	Science*
Master of Policy Studies	MPS	Arts and Social Sciences
Master of Project Management	MProjMgt	Built Environment
Master of Public Health	MPH	Medicine
		Professional Studies
Master of Psychological Medicine	MPM	Medicine

Title	Abbreviation	Calendar/Handbook
Master of Psychology (Applied)	MPsychol	Science†
Master of Psychology (Clinical)	MPsychol	Science†
Master of Real Estate	MRE	Built Environment
Master of Real Property	MRProp	Built Environment
Master of Safety Science	MSafetySc	Applied Science
Master of Science	MSc	Applied Science Built Environment Engineering Medicine Science*† University College
Master of Science <i>without supervision</i>	MSc	Applied Science Built Environment Engineering
Master of Science (Industrial Design)	MSc(IndDes)	Built Environment
Master of Science and Society	MScSoc	Arts and Social Sciences
Master of Social Work	MSW	Professional Studies
Master of Sports Science	MSPSc	Professional Studies
Master of Sports Medicine	MSPMed	Medicine
Master of Statistics	MStats	Science*
Master of Surgery	MS	Medicine
Master of Taxation	MTax	ATAX
Master of Town Planning	MTP	Built Environment
Master of Urban Development and Design	MUDD	Built Environment

## Graduate Diplomas

Graduate Diploma	GradDip	AGSM Applied Science Architecture Arts and Social Sciences Commerce and Economics Engineering Medicine Professional Studies Science*†
	GradDipC/F Therapy	Professional Studies
	GradDipClinEd	Medicine
	GradDipEq&SocAdmin	Professional Studies
	GradDipHEd	Professional Studies
	GradDipHPEd	Medicine
	GradDipIndMgt	Engineering
	GradDipIntSocDev	Professional Studies
	GradDipPaed	Medicine
	GradDipSpMed	Medicine
	DipEd	Professional Studies
	GradDipM-Archiv/Rec	Professional Studies
	GradDipM-Lib	Professional Studies
	DipFDA	Science*

## Graduate Certificates

GradCertHealthAdmin	Professional Studies
GradCertHEd	Professional Studies
GradCertPhilT	Arts and Social Sciences

\*Faculty of Science

†Faculty of Biological and Behavioural Sciences

## Doctor of Philosophy(PhD)

1. The degree of Doctor of Philosophy may be awarded by the Council on the recommendation of the Higher Degree Committee of the appropriate faculty or board (hereinafter referred to as the Committee) to a candidate who has made an original and significant contribution to knowledge.

### Qualifications

2.(1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor with Honours from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee.

(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment as a candidate for the degree.

### Enrolment

3.(1) An application to enrol as a candidate for the degree shall be lodged with the Registrar at least one month prior to the date at which enrolment is to begin.

(2) In every case before making the offer of a place the Committee shall be satisfied that initial agreement has been reached between the School\* and the applicant on the topic area, supervision arrangements, provision of adequate facilities and any coursework to be prescribed and that these are in accordance with the provisions of the guidelines for promoting postgraduate study within the University.

(3) The candidate shall be enrolled either as a full-time or a part-time student.

(4) A full-time candidate will present the thesis for examination no earlier than three years and no later than five years from the date of enrolment and a part-time candidate will present the thesis for examination no earlier than four years and no later than six years from the date of enrolment, except with the approval of the Committee.

(5) The candidate may undertake the research as an internal student i.e. at a campus, teaching hospital, or other research facility with which the University is associated, or as an external student not in attendance at the University except for periods as may be prescribed by the Committee.

(6) An internal candidate will normally carry out the research on a campus or at a teaching or research facility of the University except that the Committee may permit a candidate to spend a period in the field, within another institution or elsewhere away from the University provided that the work can be supervised in a manner satisfactory to the Committee. In such instances the Committee shall be satisfied that the location and period of time away from the University are necessary to the research program.

(7) The research shall be supervised by a supervisor and where possible a co-supervisor who are members of the academic staff of the School or under other appropriate supervision arrangements approved by the Committee. Normally an external candidate within another organization or institution will have a co-supervisor at that institution.

### Progression

4. The progress of the candidate shall be considered by the Committee following report from the School in accordance with the procedures established within the School and previously noted by the Committee.

(i) The research proposal will be reviewed as soon as feasible after enrolment. For a full-time student this will normally be during the first year of study, or immediately following a period of prescribed coursework. This review will focus on the viability of the research proposal.

*\*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.*

(ii) Progress in the course will be reviewed within twelve months of the first review. As a result of either review the Committee may cancel enrolment or take such other action as it considers appropriate. Thereafter, the progress of the candidate will be reviewed annually.

## Thesis

5.(1) On completing the program of study a candidate shall submit a thesis embodying the results of the investigation.

(2) The candidate shall give in writing to the Registrar two months notice of intention to submit the thesis.

(3) The thesis shall comply with the following requirements:

- (a) it must be an original and significant contribution to knowledge of the subject;
- (b) the greater proportion of the work described must have been completed subsequent to enrolment for the degree;
- (c) it must be written in English except that a candidate in the Faculty of Arts and Social Sciences may be required by the Committee to write a thesis in an appropriate foreign language;
- (d) it must reach a satisfactory standard of expression and presentation;
- (e) it must consist of an account of the candidate's own research but in special cases work done conjointly with other persons may be accepted provided the Committee is satisfied about the extent of the candidate's part in the joint research.

(4) The candidate may not submit as the main content of the thesis any work or material which has previously been submitted for a university degree or other similar award but may submit any work previously published whether or not such work is related to the thesis.

(5) Four copies of the thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of theses for higher degrees.

(6) It shall be understood that the University retains the four copies of the thesis submitted for examination and is free to allow the thesis to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968, the University may issue the thesis in whole or in part, in photostat or microfilm or other copying medium.

## Examination

6. (1) There shall be not fewer than three examiners of the thesis, appointed by the Committee, at least two of whom shall be external to the University.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that one of the following:

- (a) The thesis merits the award of the degree.
- (b) The thesis merits the award of the degree subject to minor corrections as listed being made to the satisfaction of the head of school.
- (c) The thesis requires further work on matters detailed in my report. Should performance in this further work be to the satisfaction of the higher degree Committee, the thesis would merit the award of the degree.
- (d) The thesis does not merit the award of the degree in its present form and further work as described in my report is required. The revised thesis should be subject to re-examination.
- (e) The thesis does not merit the award of the degree and does not demonstrate that resubmission would be likely to achieve that merit.
- (3) If the performance at the further work recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.
- (4) The Committee shall, after consideration of the examiners' reports and the results of any further work, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate be permitted to resubmit the thesis after a further period of study and/or research.

## Fees

7. A candidate shall pay such fees as may be determined from time to time by the Council.

## Master of Commerce (Honours) (MCom(Hons))

1. The degree of Master of Commerce (Honours) may be awarded by the Council on the recommendation of the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee) to a candidate who has satisfactorily completed a program of advanced study.

### Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee.

(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least two calendar months before the commencement of the session in which enrolment is to begin.

(2) In every case, before permitting a candidate to enrol, the head of the school\* in which the candidate intends to enrol shall be satisfied that adequate supervision and facilities are available.

(3) An approved candidate shall be enrolled in one of the following categories:

(a) full-time attendance at the University;

(b) part-time attendance at the University;

(c) external - not in regular attendance at the University and using research facilities external to the University. Before permitting a candidate to enrol externally, the head of the school in which the candidate intends to enrol shall be satisfied that the candidate can be adequately supervised on an external basis. Formal subjects may not be taken externally.

(4) A candidate shall undertake such formal subjects and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed, and shall:

(a) submit a project report on a topic approved by the Committee, or

(b) demonstrate ability to undertake research by the submission of a thesis embodying the results of an original investigation on a topic approved by the Committee.

(5) A candidate shall maintain an average of credit or better in the formal subjects prescribed for the degree. A full-time candidate shall undertake not more than four subjects in any session. A part-time candidate shall undertake not more than two subjects in any session.

(6) A candidate may also be required to undergo such assessment and perform such other work as may be prescribed by the Committee.

(7) The work on the topic shall be carried out under the direction of a supervisor appointed by the Committee from the full-time academic members of the University staff.

(8) The progress of a candidate shall be reviewed annually by the Committee following a report by the candidate, the supervisor and the head of the school in which the candidate is enrolled and as a result of such review the Committee may cancel enrolment or take such other action as it considers appropriate.

(9) No candidate shall be awarded the degree until the lapse of four academic sessions from the date of enrolment in the case of a full-time candidate or six academic sessions in the case of a part-time or external candidate. In the case of a candidate who has been awarded the degree of Bachelor with Honours or a qualification considered equivalent or who has had previous research experience the Committee may approve remission of up to two sessions for a full-time candidate and three sessions for a part-time or external candidate.

*\*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.*

(10) A project report shall be submitted not later than two sessions after the completion of the prescribed formal subjects and a thesis shall be submitted not later than five sessions after the completion of the prescribed formal subjects. In special cases an extension of these times may be granted by the Committee.

### **Project Report/Thesis**

4. (1) On completing the program of study a candidate shall submit a project report or thesis embodying the results of the investigation.

(2) The candidate shall give in writing to the Registrar two months notice of intention to submit the project report or thesis.

(3) The project report or thesis shall present an account of the candidate's own research. In special cases work done conjointly with other persons may be accepted, provided the Committee is satisfied about the extent of the candidate's part in the joint research.

(4) The candidate may also submit any work previously published whether or not such work is related to the project report or thesis.

(5) Three copies of the project report or thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of project reports and theses for higher degrees.

(6) It shall be understood that the University retains the three copies of the project report or thesis submitted for examination and is free to allow it to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968 the University may issue the project report or thesis in whole or in part, in photostat or microfilm or other copying medium.

### **Examination of Project Report**

5. (1) There shall be not fewer than two examiners of the project report, appointed by the Committee.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the project report and shall recommend to the Committee that:

- (a) the project report be noted as satisfactory; or
- (b) the project report be noted as satisfactory subject to minor corrections as listed being made to the satisfaction of the head of the school; or
- (c) the project report be noted as unsatisfactory but that the candidate be permitted to resubmit it in a revised form after a further period of study and/or research; or
- (d) the project report be noted as unsatisfactory and that the candidate be not permitted to resubmit it.

(3) The Committee shall, after considering the examiners' reports and the candidate's results of assessment in the prescribed formal subjects, recommend whether or not the candidate may be awarded the degree. If it is decided that the project report is unsatisfactory the Committee shall determine whether or not the candidate may resubmit it after a further period of study and/or research.

### **Examination of Thesis**

6. (1) There shall be not fewer than two examiners of the thesis, appointed by the Committee, at least one of whom shall be external to the University unless the Committee is satisfied that this is not practicable.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that:

- (a) the thesis be noted as satisfactory
- (b) the thesis be noted as satisfactory subject to minor corrections as listed being made to the satisfaction of the head of the school
- (c) the thesis requires further work on matters detailed in the report. Should performance in this further work be to the satisfaction of the Higher Degree Committee, the thesis would be noted as satisfactory; or
- (d) the candidate be noted as unsatisfactory but that the candidate be permitted to resubmit the thesis in a revised form after a further period of study and/or research; or
- (e) the thesis be noted as unsatisfactory and that the candidate be not permitted to resubmit the thesis.



(3) If the performance at the further examination recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.

(4) The Committee shall, after consideration of the examiners' reports and the results of any further examination or prescribed course of study, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate may resubmit the thesis after a further period of study and/or research.

#### **Fees**

7. A candidate shall pay such fees as may be determined from time to time by the Council.

### **Master of Commerce (MCom)**

1. The degree of Master of Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

#### **Qualifications**

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.

(2) In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

#### **Enrolment and Progression**

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the start of the session in which enrolment is to begin.

(2) A candidate for the degree shall be required to undertake a course of formal study prescribed by the Committee as set out in the course requirements for the Master of Commerce degree and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed.

(3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.

(4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

#### **Fees**

4. A candidate shall pay such fees as may be determined from time to time by the Council.

## Graduate Diploma (GradDip)

1. A Graduate Diploma may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

### Qualifications

- 2.(1) A candidate for the Graduate Diploma shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.
- (2) An applicant who submits evidence of such other academic or professional attainments as may be approved by the Committee may be permitted to enrol for the Graduate Diploma.
- (3) If the Committee is not satisfied with the qualifications submitted by the applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

### Enrolment and Progression

- 3.(1) An application to enrol as candidate shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the commencement of the session in which enrolment is to begin.
- (2) A candidate for the diploma shall be required to undertake such formal study prescribed by the Committee as set out in the course requirements for the Graduate Diploma and pass such assessment as prescribed.
- (3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.
- (4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

### Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.



---

# Scholarships and Prizes

The scholarships and prizes listed below are available to students whose courses are listed in this book. Each faculty handbook contains in its Scholarships and Prizes section the scholarships and prizes available with that faculty. The **General Information** section of the Calendar contains a comprehensive list of scholarships and prizes offered throughout the University. Applicants should note that the awards and conditions are subject to review.

**Key:** V Value T Year/s of Tenure C Condition

---

## Scholarships

---

### Undergraduate Scholarships

Listed below is an outline in summary form of undergraduate scholarships available to students. Full information may be obtained from the Student Centre located on the Lower Ground Floor of the Chancellery.

Unless otherwise indicated in footnotes, applications for the following scholarships should be submitted to the Scholarships Unit (c/- Student Centre) by 31 January each year. Please note that not all of these awards are available every year.

---

### General

#### ANSETT Travel Awards

- V A limited number of return tickets for travel within Australia on ANSETT Australia or to an international destination serviced by ANSETT International (currently Hong Kong, Indonesia and Japan) will be provided by the award.
- C Applicants must be permanent residents or Citizens of Australia. The scholarship may be awarded to a student(s) undertaking full-time study in a 4th year honours program. The scholarship will be awarded on the basis

of a number of factors including academic performance and the relevance and merit of the proposed travel. Applications close 31 October with the Scholarships Unit.

#### Australian Development Co-operation Scholarship (ADCOS)

- V Tuition fees. Some students may be eligible for airfares and a stipend.
- T Determined by normal course duration
- C This award is for international students from selected countries only. Information should be obtained from Australian Diplomatic Posts. Conditions and entitlements vary depending on the home country. The closing date is normally early in the year before the year of study.

#### Sam Cracknell Memorial

- V Up to \$1500 pa payable in fortnightly instalments
- T 1 year
- C Prior completion of at least 2 years of a degree or diploma course and enrolment in a full-time course during the year of application; academic merit; participation in sport both directly and administratively; and financial need. Applications close 7 March.

**Girls Realm Guild**

- V** Up to \$1500 pa
- T** 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need
- C** Available only to female students under 35 years of age who are permanent residents of Australia enrolling in any year of a full-time undergraduate course on the basis of academic merit and financial need

**University Honours Year Scholarships**

- V** \$1000
- T** 1 year
- C** 25 scholarships will be awarded on the basis of academic merit for students entering an 'add-on' honours year, that is the honours year in a degree course which is normally a pass degree but which has the option of a further year of study at Honours level. Applications close with the Scholarships Unit on 28 October.

**W.S. and L.B. Robinson**

- V** Up to \$6500 pa
- T** 1 year renewable for the duration of the course subject to satisfactory progress
- C** Available only to students who have completed their schooling in Broken Hill or whose parents reside in Broken Hill; for a course related to the mining industry. Includes courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering and science. Applications close 30 September each year. Apply directly to PO Box 460, Broken Hill, NSW 2880.

**Alumni Association**

- V** Up to \$1500 pa
- T** 1 year with the possibility of renewal
- C** Available to students enrolled in any year of a full-time course. Candidates must be the children or grandchildren of Alumni of the University of New South Wales and may be either permanent residents of Australia or international students. Applications close 13 January.

**Sporting Scholarships**

- V** \$2000 pa
- T** 1 year with possibility of renewal
- C** Available to students who are accepted into a course of at least two years duration. Prospective applicants should have an outstanding ability in a particular sport and are expected to be an active member of a UNSW Sports Club. Apply directly to Sport and Recreation Section, UNSW, Sydney 2052 (tel: (02) 385 4878).

**General Accident Australian Bicentennial St Andrews Scholarship**

- V** £Stg4840
- T** Approximately 12 months
- C** Applicants should be Australian citizens who are proceeding to Honours in Economics, History, Philosophy, Economic and Social History or Social Anthropology. The awards are for study at St Andrews, United Kingdom. Applications close 12 November.

---

**Commerce and Economics**

---

**Finance/Accounting****Bankers Trust Australia**

- V** Up to \$2500
- T** 1 year renewable for the duration of the course subject to satisfactory progress
- C** Permanent resident in Australia and entering Year 3 of the honours degree course in Finance, Marketing or Accounting

**CS First Boston Australia**

- V** Up to \$3000
- T** 1 year
- C** Permanent residence in Australia and in Year 4 of the degree course in Finance/Banking/Economics

---

**Marketing/Economics****Australian Hotels Association Hospitality Management Scholarship**

- V** Up to \$3000
- T** 1 year
- C** Permanent residence in Australia and has completed Year 2 of the degree course in Marketing and Hospitality Management

**McDonald's Hospitality Management Scholarship**

- V** \$5000 pa
- T** 1 year
- C** Permanent residence in Australia. Applicants should be enrolled in Year 4 of the degree course in Marketing and Hospitality Management. The scholarship is awarded on academic merit.

## CANON Australia Marketing Scholarship

**V** Up to \$10,000 pa

**T** 1 year

**C** Permanent residence in Australia. Applicants should be enrolled in year 3 of the Bachelor of Commerce (Marketing) undertaking a single major, or Year 4 of the double major course.

## The UNSW Co-op Program

The University of New South Wales has industry-linked education scholarships to the value of \$9800 per annum in the following areas: Accounting (and Economics or Finance); Business Information Technology; Aerospace, Bioprocess, Ceramic, Chemical, Civil, Electrical, Environmental, Materials, Mechanical, Metallurgical, Mineral, Mining and Petroleum Engineering; Food Science and Technology, Industrial Chemistry, Manufacturing Management, Textile Management, Textile Technology, and Wool and Pastoral Science.

## Graduate Scholarships

Listed below is an outline in summary form of Graduate Scholarships available to students. Application forms and further information are available from the Scholarships Unit and Student Centre, located on the Ground Floor of the Chancellery, unless an alternative contact address is provided. Normally applications become available four to six weeks before the closing date.

The following publications may also be of assistance: 1. *Awards for Postgraduate Study in Australia*, 2. *Awards for Postgraduate Study Overseas*, 3. *Directory of Post-graduate Study*, published by the Graduate Careers Council of Australia, PO Box 28, Parkville, Victoria 3052;\* 4. *Study Abroad*, published by UNESCO.\*

Details of overseas awards and exchanges administered by the Department of Employment, Education and Training can be obtained from: Awards and Exchanges Section, Department of Employment, Education and Training, PO Box 826, Woden, ACT 2606.

Where possible, the scholarships are listed in order of faculty. Applicants should note that the awards and conditions are subject to review.

\*Available for reference in the University Library.

### ANSETT Travel Awards

**V** A limited number of return tickets for travel within Australia on ANSETT Australia or to an international destination serviced by ANSETT International (currently Hong Kong, Indonesia and Japan) will be provided by the award.

**C** Applicants must be permanent residents or Citizens of Australia. The scholarship may be awarded to a student(s) undertaking full-time study in a postgraduate course (Postgraduate Diploma, Masters by Coursework or Research or PhD). The scholarship will be awarded on the basis of a number of factors including academic performance and the relevance and merit of the proposed travel. Applications close with the Scholarships Unit on 31 October.

### Australian Awards for Research in Asia (AARA)

**T** 3-12 months

**C** The awards are for postgraduate study or fieldwork in Cambodia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Sri Lanka, Taiwan, Thailand and Vietnam. Applicants must be Australian citizens, or have Permanent Resident status, and have lived in Australia for the 12 months prior to the close of applications on 17 June.

## General

### ANSETT International Travel Awards

**V** A limited number of tickets for travel with ANSETT International (currently services Hong Kong, Indonesia and Japan)

**C** The scholarship is only available to international students. Students living in Hong Kong, Indonesia or Japan and proposing to commence study at the University may apply for a single ticket at the start of their course. Students currently in Australia may apply for a return ticket. The scholarship will be awarded on the basis of a number of factors including academic performance and the relevance and merit of the proposed travel. Applications close with the Scholarships Unit on 31 October.

### Caltex National Scholarship for Women

**V** \$50,000 over two years

**T** Up to 2 years

**C** Applicants must be Australian citizens or have resided continuously in Australia for 5 years and have completed, or will complete, in 1994 an award from an Australian institution. Applicants may be proposing to undertake study in any discipline overseas. Application to the Honorary Secretary, Caltex National Scholarship, University by 16 September.

### **Kobe Steel Scholarship for Postgraduate Study at St Catherine's College, Oxford University**

**V** £14,520

**T** Up to 2 years

**C** Applicants must be Australian nationals. Students should have a past or future interest in Japan. Applications close on 31 October with Kobe Steel Australia P/L, Level 32 Gateway, 1 Macquarie Place, Sydney, 2000.

### **Australian Postgraduate Awards**

**V** \$11,687 to \$18,679 (1993 rates). Other allowances may also be paid. Tax free.

**T** 1-2 years for a Masters and 3-4 years for a PhD degree

**C** Applicants must be honours graduates or equivalent or scholars who will graduate in current academic year, and who are domiciled in Australia. Applications to Registrar by 31 October.

### **Australian Development Co-operation Scholarship (ADCOS)**

**V** Tuition fees. Some students may be eligible for air fares and a stipend.

**T** Determined by normal course duration

**C** This award is for international students from selected countries only. Information should be obtained from Australian Diplomatic Posts in the home country. Conditions and entitlements vary depending on the home country.

### **Overseas Postgraduate Research Scholarships**

**V** Tuition fees only

**T** 2 years for a Masters and 3 years for a PhD degree

**C** Eligibility is confined to postgraduate research students who are citizens of countries other than Australia or New Zealand. Applications to the Registrar by 30 September

### **Australian American Educational Foundation Fulbright Award**

**V** \$11,500 pa and travel expenses

**T** 1 year, renewable

**C** Applicants must be graduates who are domiciled in Australia and wish to undertake research or study for a higher degree in America. Applications close 30 September with The Secretary, DEET, AAEF Travel Grants, PO Box 826, Woden, ACT 2606. Application forms are available from the Associate Registrar, University of Sydney, NSW 2006 (tel: (02) 692 2222).

### **Australian Federation of University Women**

**V** Amount varies, depending on award

**T** Up to 1 year

**C** Applicants must be female graduates who are members of the Australian Federation of University Women. Further enquiries may be directed to the Secretary of the Federation, tel: (02) 232 5629.

### **Commonwealth Scholarship and Fellowship Plan**

**V** Varies for each country. Generally covers travel, living, tuition fees, books and equipment, approved medical expenses. Marriage allowance may be payable.

**T** Usually 2 years, sometimes 3

**C** Applicants must be graduates who are Australian citizens and who are not older than 35 years of age. Tenable in Commonwealth countries other than Australia. Applications close with the Registrar in early October.

### **The English-Speaking Union (NSW Branch)**

**V** \$8000

**T** 1 year

**C** Applicants must be residents of NSW or ACT. Awarded to young graduates to further their studies outside Australia. Applications close mid-April with The Secretary, Ground Floor, School of Arts, 275c Pitt Street, Sydney, NSW 2000.

### **Frank Knox Memorial Stipend of Fellowships**

**V** \$US11,500 pa plus tuition fees

**T** Up to 2 years tenable at Harvard University

**C** Applicants must be British subjects and Australian citizens, who are graduates or near graduates of an Australian university. Applications close with the Academic Registrar mid-October.

### **Robert Gordon Menzies Scholarship to Harvard**

**V** Up to \$US 25,000

**T** 1 year

**C** Tenable at Harvard University. Applicants must be Australian citizens and graduates of an Australian tertiary institution. Applications close 31 December with the Registrar, A.N.U., GPO Box 4, Canberra, ACT 2601.

### **Gowrie Scholarship Trust Fund**

**V** \$6000 pa. Under special circumstances this may be increased.

**T** 2 years

**C** Applicants must be members of the Forces or children of members of the Forces who were on active service during the 1939-45 War. Applications close with the Academic Registrar by 31 October.

### **Harkness Fellowships of the Commonwealth Fund of New York**

**V** Living and travel allowances, tuition and research expenses, health insurance, book and equipment and other allowances for travel and study in the USA

**T** 12-21 months

**C** Candidates must be Australian citizens and 1. Either members of the Commonwealth or a State Public Service or semi-government Authority. 2. Either staff or graduate students at an Australian university. 3. Indi-

viduals recommended for nomination by the Local Correspondents. The candidate will usually have an honours degree or equivalent, or an outstanding record of achievement, and be not more than 35 years of age. Applications close 30 September with the Academic Registrar. Forms available from Mr J. Larkin, Bureau of Agriculture and Resource Economics, GPO Box 1563, Canberra, ACT 2601.

### **The Packer, Shell and Barclays Scholarships to Cambridge University**

**V** Living and travel allowances, tuition expenses

**T** 1-3 years

**C** Applicants must be Australian citizens who are honours graduates or equivalent, and under 26 years of age. Applications are available from The Secretary, Cambridge Commonwealth Trust, PO Box 252, Cambridge CB2 1TZ, England. The scholarship closes on 15 October.

### **The Rhodes Scholarship to Oxford University**

**V** Approximately \$15,000 pa and fees

**T** 2 years, may be extended for a third year

**C** Unmarried Australian citizens aged between 19 and 25 who have an honours degree or equivalent. Applications close in September each year with The Secretary, University of Sydney, NSW 2006.

## **Commerce and Economics**

### **Banking Law Association Limited Postgraduate Scholarship**

**V** Up to \$30,000 over the period of study

**T** 9-18 months

**C** Students wishing to pursue postgraduate study in Banking Law or a related field. Applications close with the Secretary, The Banking Law Association Ltd, PO Box 124, Nerang, Qld 4211 on 4 June.

### **Dean's PhD Scholarship**

**V** Up to the maximum level allowable for supplementary scholarships under the APA conditions

**T** Up to 3 years

**C** Applicants must be proposing to undertake full-time PhD study. The award is prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.

### **Faculty Postgraduate Research Scholarship (FPRS)**

**V** Equivalent to the APA

**T** 2 years for a Master by Research and 3 for PhD studies

**C** FPRS is available to students undertaking full-time study in a Masters by Research or PhD. The awards are prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.



## Prizes

### Undergraduate University Prizes

The following information summarizes undergraduate prizes awarded by the University. Prizes which are not specific to any School are listed under General. All other prizes are listed under the Faculty or Schools in which they are awarded. Law prizes are awarded only for students enrolled in the LLB or Jurisprudence courses.

Information regarding the establishment of new prizes may be obtained from the Enrolments and Assessment Section located on the Ground Floor of the Chancellery.

#### General

##### The Sydney Technical College Union Award

- V \$400.00 and Bronze Medal
- C Leadership in student affairs combined with marked academic proficiency by a graduand

##### The University of New South Wales Alumni Association Prize

- V Statuette
- C Achievement for community benefit by a student in the final or graduating year

### Faculties of Arts and Social Sciences, and Commerce and Economics

##### The W.J. Liu Esq OBE Memorial Prize for Chinese Studies

- V Books to the value of \$100.00
- C Best performance in a subject related to Chinese matters offered in the Department of Economic History, or in the Schools of Political Science or History

### Faculty of Commerce and Economics

##### The Commerce Society Prize

- V \$50.00
- C Participation in student activities, proficiency in sport, and excellence in the Bachelor of Commerce degree course

### School of Accounting

##### The Accountancy Placements Prize

- V \$250.00
- C The best performance in ACCT3708 Auditing or ACCT3718 Auditing (Honours) or ACCT5908 Auditing in the Bachelor of Commerce or Bachelor of Economics or Master of Commerce degree course

##### The Australian Securities Commission Prize

- V \$100.00
- C The best performance in ACCT4803/ACCT5903 Regulation of Accounting

##### The Australian Society of CPAs Prize for Year 1

- V \$500.00 and Inscribed Medallion
- C The highest aggregate in ACCT1501 Accounting and Financial Management 1A and ACCT1511 Accounting and Financial Management 1B by a student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance

##### The Australian Society of CPAs Prize for Year 2

- V \$500.00 and Inscribed Medallion
- C The highest aggregate in ACCT2522 Accounting and Financial Management 2A or ACCT2532 Accounting and Financial Management 2A (Honours) and ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours), by a student in the Bachelor of Commerce degree course in Accounting or the Bachelor of Commerce degree course in Accounting and Finance

### The Australian Society of CPAs Prize for Year 3

- V** \$500.00 and a Society Certificate, an inscribed medalion and two years free membership to the Australian Society of CPAs
- C** The highest aggregate in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Hons); and ACCT3583 Accounting and Financial Management 3B or ACCT3593 Accounting and Financial Management 3B (Hons) by a graduating student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance

### The Coopers and Lybrand Prize

- V** \$400.00
- C** The best performance in ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours) by a student majoring in the School of Accounting

### The E.S. Wolfenden Memorial Prize

- V** \$200.00
- C** The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management by a student majoring in the School of Accounting

### The KPMG Peat Marwick Prize

- V** \$250.00
- C** The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) by a student majoring in the School of Accounting

### The Law Book Company Prize

- V** Books to the value of \$100.00
- C** The best performance in ACCT1511 Accounting and Financial Management 1B by a student majoring in the School of Accounting

### The Price Waterhouse Prize

- V** \$500.00
- C** The highest aggregate in:
- ACCT1501 Accounting and Financial Management 1A
  - ACCT1511 Accounting and Financial Management 1B
- and either
- ACCT2522 Accounting and Financial Management 2A
  - ACCT2542 Accounting and Financial Management 2B
- or
- ACCT2532 Accounting and Financial Management 2A (Honours)
  - ACCT2552 Accounting and Financial Management 2B (Honours)
- by a student majoring in the School of Accounting

### The Rod Sinden Memorial Prize

- V** \$250.00
- C** The best performance in ACCT4794 Honours Thesis on an accounting topic by a student majoring in the School of Accounting

---

## Legal Studies and Taxation

### The Greenwood Challoner Prize

- V** \$500.00
- C** The best performance in LEGT7741 Business Entities by a student majoring in the School of Accounting

### The John Menzies McKellar White Memorial Prize

- V** \$250.00
- C** The best performance in LEGT5581 Advanced Taxation 1: Concepts by a student majoring in the School of Accounting or the Department of Legal Studies and Taxation

---

## School of Banking and Finance

### The Ernst and Young Prize

- V** \$80.00
- C** The best performance in FINS2613 Business Finance by a student majoring in the School of Accounting

### The Australian Institute of Bankers Prize

- V** \$250.00 and certificate
- C** The best performance in FINS3630 Bank Financial Management by a student proceeding to the degree of Bachelor of Commerce or Bachelor of Economics

### The Commonwealth Bank of Australia Prize

- V** \$250.00 and framed certificate
- C** The best performance in FINS3616 International Business Finance by a student in the Bachelor of Commerce or Bachelor of Economics degree courses

### The NRMA Insurance Limited Prize

- V** \$500.00
- C** The best performance in FINS3631 Risk and Insurance by a student proceeding to the award of the degree of Bachelor of Commerce or Bachelor of Economics

**The R. C. Olsson Prize****V** \$300.00

- C** The best performance in FINS3625 Applied Corporate Finance by a student proceeding to the degree of Bachelor of Economics or Bachelor of Commerce

**The Westpac Prize****V** \$250.00

- C** The best performance in FINS2612 Australian Capital Markets by a student in the Bachelor of Commerce or the Bachelor of Economics degree course

**School of Biochemistry and Molecular Genetics****The Beckman Instruments Prize of the Biochemical Graduates Association****V** \$200.00

- C** The best performance in the fourth year Biochemistry honours program by a student proceeding to the award of the degree of Bachelor of Science

**The ICN Biomedicals Prize of the Biochemical Graduates Association****V** \$200.00

- C** The best performance in the examinations in level 3 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

**The Biotech International Prize of the Biochemical Graduates Association****V** \$200.00

- C** The best performance in the examinations in level 2 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

**School of Economics****The Australian Finance Conference Prize****V** \$100.00

- C** The best performance in ECON3106 Public Finance in the Bachelor of Commerce or Bachelor of Economics course

**The Australian Recording Industry Association (ARIA) Prize****V** \$500.00

- C** The best performance in ECON2209/ECON5248 Business Forecasting for students proceeding to the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours).

**The Australian Recording Industry Association (ARIA) Prize****\$250.00**

- Meritorious performance in ECON2209/ECON5248 Business Forecasting for students proceeding to the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours).

**The Economic Society Prize in Economics****V** \$100.00 and three years membership of the Society

- C** The best performance in the final year at honours level of the Bachelor of Arts degree course in Economics, Bachelor of Commerce degree course in Economics, Economics and Econometrics, Economics and Finance and Economics and Industrial Relations

**Nestle Australia Prize****V** \$200.00

- C** The best performance in an essay on sales forecasting by students enrolled in ECON2209/ECON5248 Business Forecasting

**The Statistical Society of Australia (NSW Branch) Prize****V** \$200.00

- C** The best overall performance by a student in the Bachelor of Economics degree course in Econometrics

**School of Industrial Relations and Organizational Behaviour****The Chamber of Manufactures of NSW Industrial Relations Prize****V** \$400.00

- C** The best performance in IROB2703 Industrial Relations 2A (Comparative Industrial Relations) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

### The FIME Industrial Relations Prize

V \$400.00

- C The best performance in IROB2704 Industrial Relations 2B (Social Organization of Work) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

### The Industrial Relations Society of NSW Prize

V Books to the value of \$100.00

- C The best performance in IROB1701 Industrial Relations 1A (Australian Industrial Relations) in the Bachelor of Commerce, Bachelor of Economics or Bachelor of Arts degree course

### The Julia Moore Prize in Industrial Relations

V \$500.00

- C The best aggregate performance in:
- IROB3705 Industrial Relations 3A (Management and Employment Relations)
  - IROB3706 Industrial Relations Policies and Processes
- by a female final year student majoring in Industrial Relations

### The NSW Labor Council Industrial Relations

V \$400.00

- C The best performance in IROB1702 Industrial Relations 1B (Trade Unionism) by a student proceeding to the award of the degree of Bachelor of Arts or Bachelor of Social Science or Bachelor of Commerce or Bachelor of Economics

---

## School of Information Systems

### The Coopers and Lybrand Information Systems Security Prize

V \$500.00

- C The best performance in INFS5984/INFS4774 Information Systems Security

### The EDP Auditors Association Prize

V \$300.00

- C The best project in INFS4805/INFS5905 Information Systems Auditing in the Bachelor of Commerce or Master of Commerce degree course

### The KPMG Peat Marwick Prize

V \$250.00

- C Best performance in INFS4805/INFS5905 Information Systems Auditing in the Master of Commerce degree course or the Bachelor of Commerce degree course at honours level

---

## School of Marketing

### The Australian Posters Outdoor Advertising Prize

V \$250.00

- C The best performance in MARK2042 Consumer Behaviour B

### The BP Marketing Prize

V \$250.00

- C The best aggregate mark in MARK3073 Brand Management or MARK7073 Brand Management (Honours) and MARK3083 Strategic Marketing Management or MARK7083 Strategic Marketing Management (Honours), in the Bachelor of Commerce/Economics degree course or the Bachelor of Commerce and Bachelor of Laws combined degree course

### The Delaware North (Australia) Pty Ltd Prize

V \$1500.00

- C The best performance in HOSP3009 Accounting and Financial Control in the Hospitality Industry in the Bachelor of Commerce in Marketing and Hospitality Management course who is continuing with course 3491 Marketing and Hospitality Management

### The Hoover Award for Marketing Studies

V \$200.00 and inscription on the Hoover trophy held in the School and an individual trophy

- C The best aggregate performance in the Bachelor of Commerce Course in Marketing in:
- MARK2012 Marketing Fundamentals
  - MARK2032 Consumer Behaviour A
  - MARK2042 Consumer Behaviour B
  - MARK2052 Marketing Research
  - MARK3073 Brand Management
  - MARK3083 Strategic Marketing Management
  - MARK3093 Corporate Policy and Marketing Strategy

**The Ken Bentley Prize awarded by the Market Research Society of Australia (NSW Division)****V** \$100.00

- C** The best performance in MARK2052 Marketing Research or MARK3093 Corporate Policy and Marketing Strategy in the Bachelor of Commerce/ Economics course

**The Lee Steinberg Prize****V** \$100.00

- C** The best performance in MARK3083 Strategic Marketing Management by a student in the Bachelor of Commerce or Bachelor of Economics course

**The Nielsen Australia Prize****V** \$350.00

- C** The best aggregate performance in: MARK3093 Corporate Policy and Marketing Strategy or MARK2052 Market Research or MARK3022 Computer Applications in Marketing, by a student majoring in Marketing in the Bachelor of Commerce/Economics degree course

**The Philips Industries Holdings Limited Prize****V** \$100.00

- C** The best performance in MARK2012 Marketing Fundamentals by a student in the Bachelor of Commerce/Economics or Bachelor of Commerce Bachelor of Laws degree course

---

**Graduate University Prizes**

The following information summarizes graduate prizes awarded by the University.

---

**Faculty of Commerce and Economics****The Universities Credit Union Prize****V** \$200.00

- C** The best performance by a full-time student in Year 1 of the Master of Commerce degree course

**The Universities Credit Union Prize****V** \$200.00

- C** The best performance by a part-time student in Year 1 of the Master of Commerce degree course

---

**School of Accounting****The Arthur Andersen and Company Prize****V** \$200.00

- C** The best performance in ACCT5949 Managerial Dynamics by a student in the Faculty of Commerce and Economics

---

**School of Marketing****The Peter D. Walker Award for Industrial Marketing****V** \$250.00

- C** The best performance in MARK5922 Industrial and Services Marketing by a student in the Master of Commerce degree course

---

## Notes

---

## Notes

---

## Notes



# The University of New South Wales • Kensington Campus

## Theatres

Biomedical Theatres E27  
 Central Lecture Block E19  
 Chemistry Theatres  
     (Dwyer, Mellor, Murphy, Nyholm, Smith) E12  
 Classroom Block (Western Grounds) H3  
 Fig Tree Theatre B14  
 Io Myers Studio D9  
 Keith Burrows Theatre J14  
 MacAuley Theatre E15  
 Mathews Theatres D23  
 Parade Theatre E3  
 Physics Theatre K14  
 Quadrangle Theatre E15  
 Rex Vowels Theatre F17  
 Science Theatre F13  
 Sir John Clancy Auditorium C24  
 Webster Theatre G15

## Buildings

Applied Science F10  
 Arcade D24  
 Architecture H14  
 Barker Street Gatehouse N11  
 Basser College (Kensington) C18  
 Central Store B13  
 Chancellery C22  
 Dalton (Chemistry) F12  
 Goldstein College (Kensington) D16  
 Golf House A27  
 Gymnasium B5  
 Heffron, Robert (Chemistry) E12  
 International House C6  
 John Goodsell (Commerce and Economics) F20  
 Kensington Colleges (Office) C17  
 Library (University) E21  
 Link B6  
 Main, Old K15  
 Maintenance Workshop B13  
 Mathews F23  
 Menzies Library E21  
 Morven Brown (Arts) C20  
 New College L6  
 Newton J12  
 NIDA D2  
 Parking Station H25  
 Parking Station N18

Pavilions E24  
 Philip Baxter College (Kensington) D14  
 Quadrangle E15  
 Sam Cracknell Pavilion H8  
 Samuels Building F26  
 Shalom College N9  
 Webster, Sir Robert G14  
 Unisearch House L5  
 University Regiment J2  
 University Union (Roundhouse) E6  
 University Union (Blockhouse) G6  
 University Union (Squarehouse) E4  
 Wallace Wurth School of Medicine C27  
 Warrane College M7

## General

Aboriginal Resource & Research Centre E20  
 Aboriginal Student Centre A29  
 Accommodation (Housing Office) E15  
 Accounting E15  
 Admissions C22  
 Adviser for Prospective Students C22  
 Alumni Relations: Pindari, 76 Wentworth St, Randwick  
 Anatomy C27  
 Applied Bioscience D26  
 Applied Economic Research Centre F20  
 Applied Geology F10  
 Applied Science (Faculty Office) F10  
 Archives, University E21  
 Arts and Social Sciences (Faculty Office) C20  
 Audio Visual F20  
 Australian Graduate School of Management G27  
 Banking and Finance E15  
 Biochemistry and Molecular Genetics D26  
 Biological and Behavioural Sciences (Faculty Office) D26  
 Biomedical Engineering F25  
 Biomedical Library F23  
 Biotechnology F25  
 Built Environment (Faculty Office) H14  
 Campus Services C22  
 Cashier's Office C22  
 Centre for Membrane Science & Technology F10, K14  
 Chaplains E4  
 Chemical Engineering and Industrial Chemistry F10  
 Chemistry E12  
 Civil Engineering H20  
 Co-op Bookshop E15

Commerce and Economics (Faculty Office) F20  
 Communications Law Centre C15  
 Community Medicine D26  
 Computer Science and Engineering G17  
 Cornea and Contact Lens Research Unit  
     22-32 King St, Randwick  
 Economics F20  
 Education Studies G2  
 Educational Testing Centre E4  
 Electrical Engineering G17  
 Energy Research, Development & Information Centre F10  
 Engineering (Faculty Office) K17  
 English C20  
 Equal Employment Opportunity: 30 Botany Street  
 Randwick  
 Examinations C22  
 Facilities Department C22, B14A  
 Fees Office C22  
 Fibre Science and Technology G14  
 Food Science and Technology B8  
 French C20  
 Geography K17  
 Geomatic Engineering K17  
 German and Russian Studies C20  
 Graduate School of the Built Environment H14  
 Groundwater Management and Hydrogeology F10  
 Health Service, University E15  
 Health Services Management C22  
 History C20  
 Human Resources C22  
 Industrial Design G14  
 Industrial Relations and Organizational Behaviour F20  
 Information, Library & Archives Studies F23  
 Information Systems E15  
 Information Technology Unit F25  
 International Student Centre F9  
 IPACE Institute F23  
 Japanese Economic and Management Studies E15  
 Landscape Architecture K15  
 Law (Faculty Office) F21  
 Law Library F21  
 Legal Studies & Taxation F20  
 Liberal and General Studies C20  
 Library Lawn D21  
 Lost Property C22  
 Marine Science D26  
 Marketing F20

Materials Science and Engineering E8  
 Mathematics F23  
 Mechanical and Manufacturing Engineering J17  
 Media Liaison C22  
 Medical Education C27  
 Medicine (Faculty Office) B27  
 Microbiology and Immunology D26  
 Michael Birt Gardens C24  
 Mines K15  
 Music and Music Education B11  
 News Service C22  
 Optometry J12  
 Pathology C27  
 Performing Arts B10  
 Petroleum Engineering D12  
 Philosophy C20  
 Physics K15  
 Physiology and Pharmacology C27  
 Political Science C20  
 Printing Section C22  
 Professional Development Centre E15  
 Professional Studies (Faculty Office) G2  
 Psychology F23  
 Publications Section C22  
 Remote Sensing K17  
 Research Office: 34-36 Botany Street Randwick  
 Safety Science B11a  
 Science (Faculty Office) E12  
 Science and Technology Studies C20  
 Social Science and Policy C20  
 Social Policy Research Centre F25  
 Social Work G2  
 Sociology C20  
 Spanish and Latin American Studies C20  
 Sport and Recreation Centre B6  
 Squash Courts B7  
 Student Centre (off Library Lawn) C22  
 Student Services:  
     Careers, Loans, Housing etc E15  
     Counselling E15  
 Students' Guild E15  
 Swimming Pool B4  
 Textile Technology G14  
 Theatre and Film Studies B10  
 Town Planning K15  
 WHO Regional Training Centre C27  
 Wool and Animal Sciences G14  
 Works and Maintenance B14A





This Handbook has been specifically designed as a source of detailed reference information for first year and re-enrolling undergraduate and postgraduate students. Separate handbooks are published for Applied Science, Arts and Social Sciences, Built Environment, Commerce and Economics, Engineering, Law, Medicine, Professional Studies, Science, the Australian Graduate School of Management, Australian Taxation Studies Program (ATAX), College of Fine Arts, University College (ADFA) and the Centre for Liberal and General Studies.

For fuller details about the University – its organization, staff members, description of disciplines, scholarships and prizes and so on, consult the University Calendar (Summary Volume). For further information on student matters consult the University Student Guide.