ACKNOWLEDGEMENT OF COUNTRY

We acknowledge the Elders, families and organisations of the Meeruk pali of the Kulin Nation who were the custodians of University land for many centuries. We acknowledge that the land on which we meet was the place of age-old ceremonies of celebration, initiation and renewal, and that the Kulin Nations peoples' living culture had and has a unique role in the life of this region.
DISCLAIMER

The information contained in Victoria University’s 2009 Faculty of Business and Law Handbook was current at 31 August 2008.

In today’s university environment, changes to courses occur far more frequently than in the past. For current information on Victoria University’s courses, readers are advised to access the University’s online courses database at www.vu.edu.au/courses. If you have difficulty in accessing this material electronically, please phone (03) 9919 6100 for assistance.

IMPORTANT INFORMATION

The course details in this handbook (plus details of all other Victoria University courses) can also be searched on the University’s online courses database at www.vu.edu.au/courses.

This handbook can be downloaded as a pdf file from the Victoria University website at www.vu.edu.au/courses/handbooks.
HOW TO USE THIS HANDBOOK

Victoria University’s 2009 Faculty of Business and Law Handbook is designed to provide students with detailed information on course structures and subject details for undergraduate and postgraduate courses offered by the faculty in 2009.

NOTE: Courses available to International students are marked with the (I) symbol. The definition of fields used in course tables throughout this handbook include:

Credit Point — the number of credit points a subject contributes towards the total points needed to complete a course.

EFTSL — Equivalent Full-Time Student Load is a measure of the study load for one year for a student undertaking a course on a full-time basis.

SC Band — all Commonwealth supported courses fall within one of four bands of disciplinary areas. These bands are called student contribution bands and are used to determine the maximum student contribution amount, for both commencing and continuing students.

PLEASE NOTE

This handbook provides a guide to courses available within Victoria University’s Faculty of Business and Law in 2009. Although all attempts have been made to make the information as accurate as possible, students should check with the faculty that the information is accurate when planning their courses.

NOTE: Prospective students are strongly advised to search the University’s online courses database at www.vu.edu.au/courses for the most up-to-date list of courses.

This handbook includes descriptions of courses that may later be altered or include courses that may not be offered due to unforeseen circumstances, such as insufficient enrolments or changes in teaching personnel. The fact that details of a course are included in this handbook can in no way be taken as creating an obligation on the part of the University to teach it in any given year or in the manner described. The University reserves the right to discontinue or vary courses at any time without notice.

OTHER INFORMATION

Information about course fees, articulation and credit transfer, recognition of prior learning, admission and enrolment procedures, examinations, and services available to students can be accessed on the University’s website or by contacting the University directly.
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Below are details of courses offered by the School of Accounting and Finance in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

COURSES BACHELOR OF BUSINESS (ACCOUNTING) (I)

Course Code: BBAA/BWTA

Campus Footscray Park, Werribee, Liaoning-China and Sunway Johor Bahru Campus, Malaysia.

Course Objectives
The course aims to equip students with the necessary skills to perform a wide range of accounting activities in addition to developing a sound business education.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
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<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
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<td>2</td>
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<tr>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<td>BLO1105 BUSINESS LAW</td>
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<td>BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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<table>
<thead>
<tr>
<th>Specialisation Units of Study - Accounting</th>
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<tbody>
<tr>
<td>BAO1107 ACCOUNTING INFORMATION SYSTEMS</td>
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<tr>
<td>BAO2202 FINANCIAL ACCOUNTING</td>
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<td>BAO2203 CORPORATE ACCOUNTING</td>
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<td>BAO2204 MANAGEMENT ACCOUNTING</td>
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<td>BAO3309 ADVANCED FINANCIAL ACCOUNTING</td>
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<tr>
<td>BAO3307 CORPORATE FINANCE</td>
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<td>BAO3312 ADVANCED MANAGEMENT ACCOUNTING</td>
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<table>
<thead>
<tr>
<th>Elective Units of Study</th>
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</thead>
<tbody>
<tr>
<td>Seven approved electives</td>
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</table>

Professional Development Units of Study

<table>
<thead>
<tr>
<th>BFP1001 PROFESSIONAL DEVELOPMENT 1</th>
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<tbody>
<tr>
<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
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<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
<td>12</td>
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<td>3</td>
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</tbody>
</table>

BACHELOR OF BUSINESS (BANKING AND FINANCE) (I)

Course Code: BBAB

Campus City Flinders, Liaoning-China, Sunway-Malaysia.

Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of banking and finance activities in addition to developing a sound business education.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
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<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
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<td>BEO1105 ECONOMIC PRINCIPLES</td>
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<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
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<td>3</td>
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<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO1105 BUSINESS LAW</td>
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<td>0.1250</td>
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</tr>
<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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</tbody>
</table>

Specialisation Units of Study - Banking and Finance

| BAO1107 ACCOUNTING INFORMATION SYSTEMS | 12 | 0.1250 | 3 |
| BAO3402 INTERNATIONAL BANKING AND FINANCE | 12 | 0.1250 | 3 |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT | 12 | 0.1250 | 3 |
| BAO3404 CREDIT AND LENDING DECISIONS | 12 | 0.1250 | 3 |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY | 12 | 0.1250 | 3 |
| BEO3447 COMMERCIAL BANKING AND FINANCE | 12 | 0.1250 | 3 |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES | 12 | 0.1250 | 3 |

Electives
Seven approved electives.

Professional Development Units of Study

| BFP1001 PROFESSIONAL DEVELOPMENT 1 | 12 | 0.1250 | 3 |
| BFP2001 PROFESSIONAL DEVELOPMENT 2 | 12 | 0.1250 | 3 |
| BFP3001 PROFESSIONAL DEVELOPMENT 3 | 12 | 0.1250 | 3 |

BACHELOR OF BUSINESS (ACCOUNTING / HOSPITALITY MANAGEMENT)
Course Code: BBAH

This course is NOT available to commencing students.

Campus Footscray Park.

Course Objectives
The course aims to equip students with the necessary skills to perform a wide range of accounting activities in addition to developing a sound business education.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current Year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
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<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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</table>

Specialisation Units of Study - Accounting

| BAO1107 ACCOUNTING INFORMATION SYSTEMS | 12 | 0.1250 | 3 |
| BAO2202 FINANCIAL ACCOUNTING | 12 | 0.1250 | 3 |
| BAO2203 CORPORATE ACCOUNTING | 12 | 0.1250 | 3 |
| BAO2204 MANAGEMENT ACCOUNTING | 12 | 0.1250 | 3 |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING | 12 | 0.1250 | 3 |
| BAO3307 CORPORATE FINANCE | 12 | 0.1250 | 3 |
BACHELOR OF BUSINESS (ACCOUNTING/BANKING AND FINANCE) (I)

Course Code: BBBA

Campus Footscray Park, Sunway-Malaysia.

Course Objectives
The course aims to provide students with the necessary skills to perform a broad range of accounting and finance activities in addition to developing a sound business education.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
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Professional Development Units of Study

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**FACULTY OF BUSINESS AND LAW**

**BACHELOR OF BUSINESS (BANKING AND FINANCE/INTERNATIONAL TRADE) (I)**

Course Code: BBFI

**Campus** City Flinders.

**Course Objectives**
The course aims to provide students with the necessary skills to perform a broad range of finance and international trade activities in addition to developing a sound business education.

**Course Duration**
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

**BACHELOR OF BUSINESS (ACCOUNTING/INFORMATION SYSTEMS)**

Course Code: BBSA

This course is NOT available to commencing students.

**Campus** Footscray Park.

**Course Objectives**
The course aims to provide students with a basic grounding in the principles and practices of managing accounting information systems.

**Course Duration**
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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<thead>
<tr>
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In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

### Core Units of Study

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### Specialisation Units of Study - Accounting

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### Bachelor of Business (Small Business and Entrepreneurship) (I)

**Course Code:** BBSB

**Campus:** Footscray Park.

**Course Objectives**

This course is designed to equip students to deal with the challenges of operating their own business. These challenges include the intense competition both locally and internationally, dealing with technology and managing the financial aspects of the business.

**Course Duration**

The course is offered over three years on a full time basis or over six years on a part time basis. All units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
### FACULTY OF BUSINESS AND LAW

**Credit Point EFTSL SC Band**

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**Electives**

Seven approved electives.

### Professional Development Units of Study

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<th>Name</th>
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### GRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTING

**Course Code:** BGAP

**Campus City Flinders.**

**Course Objectives**

The objectives of the Graduate Diploma in Professional Accounting include:

- Providing an opportunity for students to gain technical skills and conceptual knowledge in financial accounting, management accounting, finance, auditing and assurance, commercial and corporations law, taxation, information systems, economics and quantitative methods essential for the professional accountant in today’s global environment.
- Developing generic skills commonly applied in practice and valued by employers and professional bodies including analytic, appreciative, personal and interpersonal skills.
- Providing an opportunity for students with a Bachelor degree in other disciplines to gain entry to the accounting profession.
- Providing local students with a shorter (8 unit) route to membership of CPA Australia or the Institute of Chartered Accountants in Australia.

**Course Duration**

The course may be offered on a full-time basis over two semesters or part-time equivalent. Students must complete 96 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have normally completed a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting.

**Course structure**

The course consists of 8 units of study to be undertaken by one of two options.

**Option One**

For membership of CPA Australia, students need to complete the following units of study:

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<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5534</td>
<td>BUSINESS FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5535</td>
<td>ISSUES IN CONTEMPORARY ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5543</td>
<td>ACCOUNTING SYSTEMS AND PROCESSES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO6600</td>
<td>BUSINESS ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO5540</td>
<td>BUSINESS AND COMPANY LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

**Option Two**

For membership of the Institute of Chartered Accountants in Australia, students need to complete the following units of study:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Name</th>
<th>Credit</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5522</td>
<td>MANAGERIAL ACCOUNTING</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BAO5524</td>
<td>PROFESSIONAL AUDITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5525</td>
<td>FINANCIAL AND CORPORATE ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5534</td>
<td>BUSINESS FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5535</td>
<td>ISSUES IN CONTEMPORARY ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5543</td>
<td>ACCOUNTING SYSTEMS AND PROCESSES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO5539</td>
<td>AUSTRALIAN INCOME TAX LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BLO5540</td>
<td>BUSINESS AND COMPANY LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

On successful completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

### MASTER OF BUSINESS (ACCOUNTING) (i)

**Course Code:** BMAA

This course is NOT available to commencing students.

**Campus City Flinders.**

**Course Objectives**

The course aims to provide graduates with a sound post-graduate education embracing a range of accounting disciplines, a detailed knowledge of the core principles underlying the practice of accounting. Graduates will be able to interpret and analyse financial information and qualify for the CPA designation of the CPA Australia.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit carries a value of 12 credit points with the exception of the minor thesis which has a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.
Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with Accounting or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
Students entering with an undergraduate degree in Accounting and wishing to enhance their accounting skills will undertake the following units of study.

<table>
<thead>
<tr>
<th>Eight units of study from:</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA06615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>plus BAO742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>or BAO7700 THESIS (FULL-TIME)</td>
<td>36</td>
<td>0.3750</td>
<td>3</td>
</tr>
<tr>
<td>or BAO7701 THESIS (PART-TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>3</td>
</tr>
<tr>
<td>or three further units of study approved by the School of Accounting and Finance.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Students entering with an undergraduate degree in Accounting and wishing to obtain specialist professional accounting qualifications will undertake the following units of study.

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5561 REPORTING AND PROFESSIONAL PRACTICE</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>plus six units of study from:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BA06615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>plus three units of study from:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO5566 TREASURY</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5567 TAXATION</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5574 STRATEGIC MANAGEMENT ACCOUNTING</td>
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</tr>
<tr>
<td>BAO5575 FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO5576 ASSURANCE SERVICES AND AUDITING</td>
<td>12</td>
<td>0.1250</td>
</tr>
</tbody>
</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Accounting. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF ACCOUNTING
Course Code: BMAC

Campus City Flinders.

Course Objectives
The objectives of the Master of Accounting include:  • The opportunity for students to gain technical skills and conceptual knowledge in financial accounting, management accounting, finance, auditing and assurance, commercial and corporations law, taxation, information systems, economics and quantitative methods essential for the professional accountant in today’s global environment.  • Developing generic skills commonly applied in practice and valued by employers and professional bodies including analytic, appreciative, personal and interpersonal skills.  • The opportunity for students with a Bachelor degree in other disciplines to gain entry to the accounting profession.  • A course of study more closely aligned to professional accounting requirements by reducing duplication of curriculum areas.  • Flexible study arrangements in a vibrant environment.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting.
In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

Course structure
The course consists of 12 units of study to be undertaken through one of three options.

Option One
Students entering with an undergraduate degree in Accounting and wishing to enhance their accounting skills will undertake the following units of study:

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA06714 COMPUTERISED ACCOUNTING IN AN ERP SYSTEM</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BA06615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BAO5571 CORPORATE COLLAPSE AND ETHICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>Plus</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO7742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO07700 THESIS (FULL-TIME)</td>
<td>36</td>
<td>0.3750</td>
<td>3</td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO7701 THESIS (PART-TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>3</td>
</tr>
</tbody>
</table>

or three further units of study approved by the School of Accounting and Finance

Option Two
Students entering with an undergraduate degree in Accounting and wishing to obtain specialist professional accounting qualifications will undertake the following units of study:

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5561 REPORTING AND PROFESSIONAL PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA07742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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</table>

Plus six units of study from

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA06615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

Plus three units of study from

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5566 TREASURY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5567 TAXATION</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5575 FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5576 ASSURANCE SERVICES AND AUDITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

Option Three
Students entering with an undergraduate degree from a discipline other than accounting will undertake the following units of study:

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5522 MANAGERIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5524 PROFESSIONAL AUDITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5525 FINANCIAL AND CORPORATE ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5534 BUSINESS FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5555 ISSUES IN CONTEMPORARY ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5543 ACCOUNTING SYSTEMS AND PROCESSES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO5540 BUSINESS AND COMPANY LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

Plus one unit of study approved by the School of Accounting and Finance from

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLO5600 BUSINESS ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO5599 AUSTRALIAN INCOME TAX LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
</tbody>
</table>

Plus four units of study approved by the School of Accounting and Finance from

<table>
<thead>
<tr>
<th>Eight units of study from</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5561 REPORTING AND PROFESSIONAL PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA07742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA06615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
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<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BAO5566 TREASURY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>
Electives: An additional specialisation of 2 coursework units may include further specialisation in finance or accounting or in another area approved by the Course Director.

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Professional Accounting. On successful completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF ACCOUNTING / MASTER OF BUSINESS ADMINISTRATION

Course Code: BMAX

Campus City Flinders

Course Objectives

Objectives of the program include: • The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to an accredited qualification in accounting. • Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. • Provision of units of study that cover a broad range of topics within the business, management and accounting disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, financial accounting, management accounting and commercial law. • Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession including analytic, appreciative, personal and interpersonal skills.

Course Duration

The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration or accounting. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

Course Structure

The course comprises of 16 units of study, consisting of 13 core units of study and 3 elective units of study.

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Subject</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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Elective Units of Study

Subject to approval of the Course Co-ordinator, select three electives from the following:

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<th>Credit Point</th>
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MASTER OF BUSINESS (PROFESSIONAL ACCOUNTING) (I)
Course Code: BMBG/BMPA
This course is NOT available to commencing students.
Campus City Flinders, SISC-Singapore, CUCF China.

Course Objectives
The course aims to provide graduates from non-accounting backgrounds with comprehensive training in accounting and business research and its application in the broader world of business. Graduates who successfully complete the program qualify for admission to CPA Australia and the professional year of the Institute of Chartered Accountants in Australia.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each subject carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate certificate and be employed in or intend to be employed in a position associated with business accounting or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course consists of twelve units of study.

Students entering with an undergraduate degree will undertake the following units of study:

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Students entering with a Graduate Certificate in Accounting undertake the following units of study:

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MASTER OF BUSINESS (FINANCE) (I)
Course Code: BMFI
Campus City Flinders.

Course Objectives
The course aims to provide an opportunity for finance and non-finance professionals to receive a comprehensive finance education.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with finance or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall band score of 6.5 and no individual band score less than 6.

Course Structure
The course consists of twelve units of study.

Compulsory Units of Study

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plus any four of the following units of study:

**Elective Units of Study**

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plus an additional specialisation of 4 coursework units, which may include further specialisation in finance or in another area approved by the School of Accounting and Finance. On completion of eight approved units of study students who choose to exit this course will be eligible to receive the Graduate Diploma in Finance. On completion of four approved units of study students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF ACCOUNTING / MASTER OF BUSINESS (FINANCE)**

**Course Code:** BMFX

**Campus:** City Flinders.

**Course Objectives**

Objectives of the program include: • The opportunity to complete the Finance degree, recognised as a qualification that develops Responsible Officer skills, in addition to an accredited qualification in accounting. • Development of skills commonly applied by finance managers in executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. • Provision of units of study that cover a broad range of topics within the business, accounting and finance disciplines. Students will develop technical skills and conceptual knowledge in areas including financial accounting, management accounting, law, financial analysis, communication, treasury and strategic planning. • Development of generic skills commonly applied in practice and valued by employers throughout the Financial Services Industry including analytic, appreciative, personal and interpersonal skills.

**Course Duration**

The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting or finance.

In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The course comprises 16 units of study, consisting of 13 core units of study and 3 elective units of study.

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**Elective Units of Study**

With the approval of the Course Co-ordinator, students select three electives from the following:

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<tr>
<td>BA06915</td>
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<td>BAO7742</td>
<td>BUSINESS RESEARCH METHODS</td>
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<td>BEO5685</td>
<td>FINANCIAL INSTITUTIONS MANAGEMENT</td>
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</table>
FACULTY OF BUSINESS AND LAW

Credit Point EFTSL SC Band
BE05686 FINANCIAL DERIVATIVE MARKETS 12 0.1250 3
BE06600 BUSINESS ECONOMICS 12 0.1250 3
BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE 12 0.1250 1

MASTER OF BUSINESS (FINANCE) / MASTER OF BUSINESS ADMINISTRATION
Course Code: BMIX
Campus City Flinders.
Course Objectives
Objectives of the program include: • The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to a recognised qualification in finance. • Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional financial expertise. • Provision of units of study that cover a broad range of topics within the business, management and finance disciplines. Students will develop technical skills and conceptual knowledge in areas including marketing, human resource management, information systems, finance law, financial analysis, communication, treasury and strategic planning. • Development of generic skills commonly applied in practice and valued by employers throughout the Financial Services Industry including analytic, appreciative, personal and interpersonal skills.
Course Duration
The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.
Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration, finance or information systems or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.
Course Structure
The course comprises of 16 units of study, consisting of 14 core units of study plus an additional specialisation of 2 coursework units, which may include further specialisation in finance or in another area approved by the Course Co-ordinator.

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tr>
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<td>BAO5572</td>
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<td>BCO6503</td>
<td>MANAGEMENT INFORMATION SYSTEMS</td>
<td>12</td>
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<td>BEO6501</td>
<td>QUANTITATIVE ANALYSIS</td>
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<td>BGP6513</td>
<td>BUSINESS RESEARCH METHODS</td>
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<tr>
<td>BMH6505</td>
<td>MARKETING MANAGEMENT</td>
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<tr>
<td>BLO5738</td>
<td>FINANCIAL INSTITUTIONS LAW</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BM06506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
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<td>BM06507</td>
<td>EMPLOYEE RELATIONS STRATEGIES</td>
<td>12</td>
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<tr>
<td>BM06511</td>
<td>STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
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</tbody>
</table>

MASTER OF ACCOUNTING / MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)
Course Code: BMUX
Campus City Flinders.
Course Objectives
Objectives of the program include: • The opportunity to complete the Master of Business (Enterprise Resource Planning Systems) degree, internationally recognised as a qualification that develops management skills and expertise, in addition to an accredited qualification in accounting. • Development of skills commonly applied in enterprise resource planning at executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. • Provision of units of study that cover a broad range of topics within the business, accounting and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, strategic planning, financial accounting and management accounting. • Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession and enterprise resource planning systems industry including analytic, appreciative, personal and interpersonal skills.
Course Duration
The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.
Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated accounting or enterprise resource planning.
In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.
Course Structure
The course comprises of 16 units of study, consisting of 14 core units of study and 2 elective units of study.
### Core Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
<th>EFTSL</th>
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<tbody>
<tr>
<td>BAO5543</td>
<td>ACCOUNTING SYSTEMS AND PROCESSES</td>
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<td>BAO5522</td>
<td>MANAGERIAL ACCOUNTING</td>
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<tr>
<td>BLO5540</td>
<td>BUSINESS AND COMPANY LAW</td>
<td>12</td>
<td>0.1250</td>
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<td>BAO5534</td>
<td>BUSINESS FINANCE</td>
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<td>3</td>
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<tr>
<td>BAO5525</td>
<td>FINANCIAL AND CORPORATE ACCOUNTING</td>
<td>12</td>
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<tr>
<td>BAO5535</td>
<td>ISSUES IN CONTEMPORARY ACCOUNTING</td>
<td>12</td>
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<tr>
<td>BAO5524</td>
<td>PROFESSIONAL AUDITING</td>
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<td>BCO5501</td>
<td>BUSINESS PROCESS ENGINEERING</td>
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<tr>
<td>BCO5651</td>
<td>ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION</td>
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<tr>
<td>BCO6603</td>
<td>ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
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<tr>
<td>BCO6615</td>
<td>STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
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<tr>
<td>BMO5574</td>
<td>SUPPLY CHAIN AND LOGISTICS MANAGEMENT</td>
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<tr>
<td>BMO6624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
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<td>BAO6714</td>
<td>COMPUTERISED ACCOUNTING IN AN ERP SYSTEM</td>
<td>12</td>
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</table>

### Elective Units of Study

#### Accounting Electives

Subject to the approval of the Course Co-ordinator, select one elective from the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tr>
<td>BEO6600</td>
<td>BUSINESS ECONOMICS</td>
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<tr>
<td>BLO5539</td>
<td>AUSTRALIAN INCOME TAX LAW AND PRACTICE</td>
<td>12</td>
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<tr>
<td>BAO5561</td>
<td>REPORTING AND PROFESSIONAL PRACTICE</td>
<td>12</td>
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<tr>
<td>BAO5562</td>
<td>CORPORATE GOVERNANCE AND ACCOUNTABILITY</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BAO7742</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
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<tr>
<td>BAO5748</td>
<td>FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
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<tr>
<td>BAO5528</td>
<td>ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
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<tr>
<td>BAO6615</td>
<td>ACCOUNTING PROJECT</td>
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<tr>
<td>BAO5734</td>
<td>FINANCIAL ANALYSIS</td>
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<tr>
<td>BAO5735</td>
<td>ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
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<tr>
<td>BAO5743</td>
<td>COMPARATIVE INTERNATIONAL ACCOUNTING</td>
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<tr>
<td>BAO5566</td>
<td>TREASURY</td>
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<tr>
<td>BAO5567</td>
<td>TAXATION</td>
<td>12</td>
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<td>BAO5574</td>
<td>STRATEGIC MANAGEMENT ACCOUNTING</td>
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<tr>
<td>BAO5575</td>
<td>FINANCIAL ACCOUNTING</td>
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<tr>
<td>BAO5576</td>
<td>ASSURANCE SERVICES AND AUDITING</td>
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#### Enterprise Resource Planning Systems Electives

Subject to the approval of the Course Co-ordinator, select one elective from the following:

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<th>Code</th>
<th>Title</th>
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<td>BCO5647</td>
<td>APPLICATIONS PROGRAMMING TECHNIQUES</td>
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<td>BCO6179</td>
<td>ENTERPRISE PROJECT SYSTEMS</td>
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<tr>
<td>BCO6676</td>
<td>BUSINESS INTELLIGENCE SYSTEMS</td>
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<tr>
<td>BMO5565</td>
<td>HUMAN RESOURCE INFORMATION SYSTEMS</td>
<td>12</td>
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<tr>
<td>BMO5575</td>
<td>PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
<td>12</td>
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</table>

### DOCTOR OF PHILOSOPHY (I)

**Course Code:** BPA

**Campus:** City Flinders.

**Course Objectives:**
The Doctor of Philosophy undertaken purely by research is available within the School of Accounting and Finance. Academic staff with suitable qualifications and proven research skills supervise students undertaking accounting and finance related projects.

**Course Duration:**
The course normally requires four years of full-time study or part-time equivalent.

**Course Structure**

<table>
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<th>Code</th>
<th>Title</th>
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<td>or</td>
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<tr>
<td>BA08003</td>
<td>PHD (RESEARCH) (PART-TIME)</td>
<td>24</td>
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</table>

### DOCTOR OF PHILOSOPHY (II)

**Course Code:** BPPA

This course is not available to commencing students.

**Campus:** City Flinders.

**Course Objectives:**
The Doctor of Philosophy undertaken purely by research is available within the School of Accounting and Finance. Academic staff with suitable qualifications and proven research skills supervise students undertaking accounting and finance related projects.

**Course Duration:**
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.
FACULTY OF BUSINESS AND LAW

Course Structure

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Description</th>
<th>Credit Point</th>
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<td>BAO8002</td>
<td>PhD (RESEARCH) (FULL TIME)</td>
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<td>or</td>
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<tr>
<td>BAO8003</td>
<td>PhD (RESEARCH) (PART-TIME)</td>
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**MASTER OF BUSINESS (BY RESEARCH) (I)**

Course Code: BAA

**Campus** Flinders.

**Course Objectives**
The Master of Business by Research can be offered by the School of Accounting and Finance. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

**Course Structure**

<table>
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<th>Course Code</th>
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<tr>
<td>BAO9801</td>
<td>RESEARCH THESIS (PART TIME)</td>
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**GRADUATE CERTIFICATE IN ACCOUNTING (I)**

Course Code: BAA

**Campus** Flinders, SIC-Singapore.

**Course Objectives**
The aim of the course is to establish a foundation of knowledge in the accounting discipline and to provide a sequence of studies which addresses the competencies, knowledge and processes necessary for successful postgraduate studies in accounting.

**Course Duration**
The course may be offered on a full-time basis over one semester or part-time equivalent. Each unit of study carries a value of 12 credit points. Students must complete 48 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must be able to demonstrate five years of approved work experience.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Description</th>
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<tr>
<td>BAO5527</td>
<td>ACCOUNTING SYSTEMS AND TECHNOLOGY</td>
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<tr>
<td>BAO5543</td>
<td>ACCOUNTING SYSTEMS AND PROCESSES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO5538</td>
<td>ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO5539</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
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</tbody>
</table>
SUBJECTS

Below are subject details for courses offered by the School of Accounting and Finance in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BAO1101 ACCOUNTING FOR DECISION MAKING
Campus Footscray Park, Sunbury, Werribee, CIUH-Hong Kong, CUFE Beijing, Sunway University - Malaysia.
Prerequisite(s) Nil.
Content The objectives of the unit of study are to provide a basis for further accounting studies, yet meet the needs of students from other areas of business studies; to introduce students to basic accounting concepts and selected accounting practices; and to introduce students to the role of, and the processes involved in, planning and decision making within the business environment. Topics include: introduction to the roles of accounting; management planning and decision making; accounting concepts; cash and accrual accounting; preparation of financial statements; forms of business ownership, and effect on financial statements; an introduction to budgeting; using budgets for control and performance reports; analysis and interpretation; evaluation of performance; the operating cycle; short term decision making and cost behaviour.
Learning Outcomes To appreciate the importance of accounting to small business; To appreciate the importance of effective financial management in the successful operation of a small business; To understand the statutory requirements facing small businesses; To design an appropriate accounting system for a typical small business; To produce accounting reports for a typical small business; To develop budgets for small business operation; To analyse the financial performance of small business activities; To assess the taxation considerations facing small business operators.
Recommended Reading Refer to Unit of Study Guide available for purchase from University Bookshop.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment, 40%; Final examination, 60%.

BAO1107 ACCOUNTING INFORMATION SYSTEMS
Campus City Flinders, Footscray Park, Werribee, Sunway University - Malaysia.
Prerequisite(s) BAO1101 Accounting for Decision Making.
Content This unit of study will provide students with an understanding of why and how accounting information is prepared and the broad principles underlying its preparation, with major emphasis on preparation of general purpose income statements and balance sheets. Topics include: introduction to accounting; elements of accounting statements; accrual accounting and the accounting cycle; accounting for merchandising operations; introduction to accounting systems; cash and cash controls; accounting for receivables, inventories, and non-current assets; accounting for partnerships; and introduction to computerised financial accounting systems.
Learning Outcomes Explicit: At the end of the unit students’ should be able to: Make an informed decision about the reporting of financial information by applying accounting theory and concepts, including the regulatory and conceptual frameworks that influence accounting practice, to particular business transactions; Communicate this decision, in writing, in a timely and professional manner; and Demonstrate the technical skills necessary to record and report financial information using accrual accounting principles in a timely and professional manner. Implicit: At the end of the unit students’ should be able to: Read and appreciate technical material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the resources of the library to supplement the teaching/learning resources; and Take responsibility for their learning.
Recommended Reading A. S. and Howitt, G., Financial Systems and Models, Whitcome and Toombs. Barton, A. D., The Anatomy of Accounting, Queensland University Press. (To be confirmed by the unit of study lecturer)
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment, 40%; Final examination, 60%.

BAO1110 ACCOUNTING FOR SMALL BUSINESS
Campus Footscray Park.
Prerequisite(s) BAO1101 Accounting for Decision Making.
Content This unit of study will provide students with an introduction to the financial management of small businesses with an emphasis on the preparation and presentation of financial information. Topics include: Taxation and other statutory requirements facing small business; introduction to accounting systems; preparation of accounting records; preparation of accounting reports; budgets in small business and evaluating small business financial performance.
Learning Outcomes At the end of this unit of study, students will be able to: Explain the basic principles of financial management as these relate to the sustainability of small business and value creation for business owners; Apply their understanding of basic principles to address cash management, profitability and investment issues; Critically evaluate the various funding alternatives for the small business’ ongoing operation and growth; Reflect on and report on the accounting system and finance context of a real small business; and Work out capital budgeting techniques for investment decisions and business valuation.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class Presentation - Group, 20%; Assignment (2000 words - Individual), 20%; Examination (3 hour closed book), 60%.

BAO2100 INTRODUCTION TO SMALL ENTERPRISE
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study aims to inform and challenge students to develop the knowledge and skills required to form a better understanding of the small enterprise sector. Topics include an overview of small business in Australia; the relationship between small business and economic development; the characteristics of an entrepreneur; causes of small business success and failure, and sources of assistance for small enterprise operators.
Learning Outcomes On completion of this unit, students should be able to: Outline the characteristics of small business in Australia; Describe the issues facing small business in the current market circumstances; Discuss issues relating to small business success and failure; Describe the benefits that small business brings to an economy; and Identify and describe the support services available to small business.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment, 50%; Final Exam, 50%.
BAO2202 FINANCIAL ACCOUNTING
Campus: Footscray Park, Werribee, Sunway University -Malaysia
Prerequisite(s): BAO1107 Accounting Information Systems.
Content: This unit of study provides students with an introduction to regulation of the business environment and an understanding of how to apply professional judgement in the recognition and disclosure of business events. Topics include: introduction to the conceptual and regulatory frameworks, tax effect accounting, lease accounting and foreign currency transactions.
Learning Outcomes: The primary objective of this Unit of Study is to provide the student with knowledge of the accounting principles, procedures and regulations associated with the recording and reporting of specific business transactions and other accounting information. This objective will be achieved by: i) developing an understanding of the issues surrounding company formation, the issue of equity and debt; and, ii) developing an understanding of the relevant legal, professional and conceptual requirements associated with aspects of the preparation of external financial reports for publicly listed Australian companies.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Final examination, 70%; Internal assessment, 30%.

BAO2203 CORPORATE ACCOUNTING
Campus: Footscray Park, Werribee, Sunway-Malaysia, Liaoning-China
Prerequisite(s): BAO2202 Financial Accounting.
Content: This unit of study is concerned with how and why corporations report to the many and varied users of accounting information. For this information to be useful it is argued that the information disclosed by corporations should possess certain qualitative characteristics. This unit of study covers the general structure underlying corporate reporting as well as more specific examples of corporate accounting practices designed to give the financial report user useful information on which to make economic decisions. Topics include: accounting for investments in companies, issue and restructuring of share capital and company liquidations.
Learning Outcomes: Explicit: At the end of the Unit students should be able to: Record transactions for companies in order to produce external financial reports required under regulatory and conceptual frameworks; Communicate the implications of the information contained in the financial reports; and Demonstrate the technical skills required to record and report transactions; Implicit: At the end of the unit students should be able to: Read and understand technical accounting material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the resources of the library to supplement the teach/learning resources; Demonstrate an appreciation of the writing skills needed for academic purposes; and Take responsibility for their learning.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Internal assessment, 40%; Final examination, 60%.

BAO2204 MANAGEMENT ACCOUNTING
Campus: Footscray Park, Werribee, Sunway-Malaysia
Prerequisite(s): BAO1101 Accounting for Decision Making.
Content: The unit of study aims to develop students’ ability to deal confidently with the multi-faceted challenges facing the function of management accounting in contemporary organisations. The broad areas to be covered include: strategic planning and control; operational planning and control; cost system design, evaluation of product/service costing methodologies.
Learning Outcomes: Explicit: At the end of the unit students should be able to: Prepare management reports that assist senior management to control routine and non routine business performance; Communicate the information contained in the management reports and make suggestions about possible corrective action; and Demonstrate the technical skills necessary to record and report financial information. Implicit: At the end of the unit students’ should be able to: Read and appreciate technical material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the spreadsheet problems in the web site and understand how technology can be used to enhance efficiency within the workforce; Demonstrate an appreciation of the writing skills needed for academic purposes; and Take responsibility for their learning.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Internal assessment, 30%; Final examination, 70%.

BAO2208 COMPUTERISED ACCOUNTING INFORMATION SYSTEMS
Campus: Footscray Park, Werribee, Liaoning-China
Prerequisite(s): BAO1107 Accounting Information Systems.
Content: This unit of study aims to develop an understanding of the need for advanced technology in the business organisation and its ramifications for the accounting information system. The unit of study aims to extend students’ understanding of accounting procedures, systems and information flows to enable them to record, summarise and communicate financial data in a computerised accounting environment. Additionally, the unit of study aims to develop the students’ understanding of different accounting software packages available on the market and illustrates the use of MYOB. This unit of study includes the following topics: accounting information systems foundations and concepts; analysis of the information needs of a business; system control structures in a computerised accounting environment and accounting information systems applications.
Learning Outcomes: Explicit on completion of this unit students should be able to: Demonstrate an understanding of basic accounting principles; Demonstrate how accounting transactions are recorded and reported, in a computerised accounting information system; Set-up a small business’s accounting records using MYOB v 17; Discuss the issues involved in accounting systems selection and design; Appreciate the importance of the audit trail and data protection and integrity, and be familiar with techniques used to audit computerised information systems; and Be familiar with computer crime cases and the proper controls for thwarting these crimes. Implicit on completion of this unit students should be able to: Design and appreciate reports produced by the computerised package; Identify the key issues involved in accounting control techniques within a computerised package; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the resources of the library, particularly the electronic resources, to write essays and reports, and be conscious of issues concerning plagiarism; and Take responsibility for their learning, and ability to work in groups.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Internal assessment, 100%.

BAO2209 ENTERPRISE ACCOUNTING INFORMATION SYSTEMS
Campus: Footscray Park, Werribee.
Prerequisite(s): BAO1101 Accounting for Decision Making.
Content: The aims of this unit of study are to demonstrate the use of integrated information systems in medium to large size organisations and to demonstrate how
Introduction to financial planning, the economics of the financial process, financial knowledge and skill in the area of personal financial planning. Topics include:

- The basic theory of ethics to the extent of its relevance to practical decision making processes.
- Ethics in business decision making processes, so that students are sensitised to ethical issues that can be openly discussed and resolved to the best interests of all concerned.
- An environment where business situations with potentially unethical dimensions will be discussed: why are ethics necessary? Defining ethics in business, setting a code of ethics for the organisation, the role of the audit committee, the role of the individual in ethical decision making.
- How to ask and answer the ethical question.
- Developing a corporate business and code of ethics.
- The importance of ethical decision making processes in business.
- The role of the financial manager in ethical decision making processes.
- The role of the auditor and the ethical responsibilities they have.
- The role of the law.
- The role of the regulators.
- The role of the media.
- The role of the public.

The unit of study aims to develop knowledge and understanding of financial planning for the transport infrastructure and operations. Topics include:

- Elements of cost for a transport project.
- Types of infrastructure development: direct, BOOT, BOT; pricing transport services; sources of funds: government assistance (bonds etc.), private funding (domestic/international); financial mathematics; DCF: long-term financial assessment of projects; DCF: leasing/buying transport equipment; review and integration of topics in a major case study.

Required Reading

Class Contact
- Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
- Internal assessment, 50%; Final examination, 50%.

BAO2408 ELECTRONIC COMMERCE ACCOUNTING SYSTEMS
Campus Footscray Park, Werribee
Prerequisite(s) Nil.

The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of personal financial planning. Topics include:

- The basic theory of ethics to the extent of its relevance to practical decision making processes.
- Ethics in business decision making processes, so that students are sensitised to ethical issues that can be openly discussed and resolved to the best interests of all concerned.
- An environment where business situations with potentially unethical dimensions will be discussed: why are ethics necessary? Defining ethics in business, setting a code of ethics for the organisation, the role of the audit committee, the role of the individual in ethical decision making.
- How to ask and answer the ethical question.
- Developing a corporate business and code of ethics.
- The importance of ethical decision making processes in business.
- The role of the financial manager in ethical decision making processes.
- The role of the auditor and the ethical responsibilities they have.
- The role of the law.
- The role of the regulators.
- The role of the media.
- The role of the public.

The unit of study aims to develop knowledge and understanding of financial planning for the transport infrastructure and operations. Topics include:

- Elements of cost for a transport project.
- Types of infrastructure development: direct, BOOT, BOT; pricing transport services; sources of funds: government assistance (bonds etc.), private funding (domestic/international); financial mathematics; DCF: long-term financial assessment of projects; DCF: leasing/buying transport equipment; review and integration of topics in a major case study.

Required Reading

Class Contact
- Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
- Internal assessment, 50%; Final examination, 50%.

BAO2408 PERSONAL FINANCIAL PLANNING
Campus City Flinders, Footscray Park and Werribee.

The overall aim of the unit of study is to promote ethical awareness in business decision making processes, so that students are sensitised to ethical issues embedded in the complexity of business activities. The unit of study helps to foster an environment where business situations with potentially unethical dimensions can be openly discussed and resolved to the best interests of all concerned. After studying the unit of study, students should be able to competently and responsibly arrive at well-informed and ethically conscious decisions. The unit of study covers the basic theory of ethics to the extent of its relevance to practical decision making processes. The main parts of the unit of study will have a practical orientation, using the theory and an ethical decision-making model as a guide. The following topics will be discussed: why are ethics necessary? Defining ethics in business, setting a tone at the top of the organisation, leadership and communication in the form of codes of conduct within an organisation; the process of making ethical decisions, ethical issues in business activities; environmental influences, the individual, law and regulations, values and culture; the decision making process, information acquisition, ethical criteria, procedural maxims and caveats and the model of ethical decision-making models.
making process; dealing with yourself and others, stress, organisational constraints and practices, the question of maintaining relationships; ethical dilemmas in an organisation; corporate culture and a normative model of codes of conduct; empirical evidence on corporate culture; the concept and practice of accountability, i.e. to shareholders, employees, customers, employers and society; fraudulent activities types, causes, causes, actions taken, different roles within an organisation; laws and regulations of fraudulent activities; whistle blowing trade secrets, insider trading, corporate disclosure, professional attitudes, a review of different codes of conduct from various professions/groups the accountancy profession, the management, perceptions of the unions, and employees’ perspectives; international business and ethics, multinational corporations and international dimensions of business practices, regulations and culture.

Learning Outcomes On completion of this unit, students should be able to: identify situations which have ethical implications; understand different approaches to managing ethical dilemmas; evaluate a relevant code of professional conduct and apply it in professional life; and adopt an ethical decision-making process in real-life situations and cases.

Required Reading Articles and case studies.

Recommended Reading Articles and case studies distributed during the semester.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, case studies, debates and class participation, 100%.

BAO3302 INTERNATIONAL ACCOUNTING
Campus Footscray Park, Werribee.
Prerequisite(s) BAO2202 Financial Accounting.

Content The aims of the unit of study are to: analyse similarities and differences in accounting thought, principles and procedures in other countries; examine on-going institutional attempts toward world-wide harmonisation; assess the expanded reporting responsibilities caused by emergence of multinational firms and listings on foreign stock exchanges. Topics include: factors affecting international accounting practices; analysis of foreign accounting systems and financial statements; international accounting standards, harmonisation initiatives; and latest trends in financial reporting.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Progressive assessment 100% comprising any combination of tests, essays, projects and participation. Note: Any hand-held calculators may be used in examinations.

BAO3306 AUDITING
Campus Footscray Park, Werribee, Sunway-Malaysia
Prerequisite(s) BAO2203 Corporate Accounting.

Content This unit of study’s broad objective is to provide students with knowledge and appreciation of the objectives and limitations of an audit, including an understanding of key auditing principles, concepts and practices, which comprise the audit process. Specifically, the unit of study aims to familiarise the student to some of the key tools used by auditors for collecting and evaluating evidence so as to enable them to express an opinion on the fair presentation of financial reports. The unit of study also aims to provide students with an insight into the current environment in which auditors operate, including legal liability, ethics and independence; and other professional issues, such as the ‘audit expectation gap’. As such, the unit of study provides both a practical and conceptual approach to external, as well as internal and public sector auditing, enabling students to gain a complete picture of the audit process in light of contemporary audit issues. In addition, the unit of study aims to enhance a number of generic skills through both the formal components of assessment and the student’s class participation. These include: research, problem solving, and analytical skills; written and presentation skills; and group interaction skills.

Learning Outcomes On completion of this unit, students should be able to:

Understand the objectives and limitations of an audit, including the key auditing principles, concepts and the practices which comprise the audit process; be familiar with key tools used by auditors for collecting and evaluating evidence, in both manual and computerised accounting information systems, that will enable them to express an opinion on the fair presentation of financial reports; have an insight into the current environment in which auditors operate, including legal liability, ethical and other professional issues; understand the conceptual and practical approach to external (independent), internal and public sector auditing, enabling students to have comprehensive knowledge of the audit process and contemporary audit issues.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 30%; Final examination, 70%. Note: Only hand-held non-programmable calculators may be used in examinations.

BAO3307 CORPORATE FINANCE
Campus City Flinders, Footscray Park, Werribee, Sunway-Malaysia.
Prerequisite(s) BAO1101 Accounting for Decision Making.

Content The unit of study aims to provide a theoretical and practical basis for financial decision making within an organisation. The unit of study covers: valuation theory, portfolio theory, capital markets, sources of finance, the use of derivatives capital structure and dividend policy.

Learning Outcomes On completion of this unit, students should be able to: read the financial press and interpret the information presented; develop financial literacy; read the existent literature in Corporate Finance and be aware of the theoretical and practical developments in finance; communicate both orally and in writing, matters relating to Corporate Finance; solve problems of Corporate Finance through the application of specific techniques of analysis; and examine and evaluate the impact of alternative financing proposals that a firm may face in both the short and long term.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 30%; Final examination, 70%. Financial calculators may be used in the final examination.

BAO3308 ADVANCED AUDITING
Campus Footscray Park.

Prerequisite(s) BAO3006 Auditing.

Content This unit of study aims to provide greater depth of coverage to topics and issues covered in BAO3306 Auditing. Topics may include: overview of the audit process; auditing computer information systems (CIS); critical analysis of contemporary audit issues and practices facing auditors and the profession, including public sector and internal auditing; and critical analysis of contemporary research as it relates to auditing. Refer to the unit of study outline provided at the commencement of each semester for further details.

Required Reading Articles and case studies.

Recommended Reading As for Required Reading above.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%.

BAO3309 ADVANCED FINANCIAL ACCOUNTING
Campus Footscray Park, Werribee, Sunway-Malaysia
Prerequisite(s) BAO2203 Corporate Accounting.
Content The objective of this unit of study is to enable students to critically analyse the concepts and basis of financial accounting procedures, which they have previously studied, and to introduce selected advanced areas of study in financial accounting concepts. Topics include, accounting theory development; conceptual framework issues include, nature and objectives of financial reporting and elements of financial statements; accounting for intangibles; voluntary disclosures; regulatory reporting framework; accounting theory.

Learning Outcomes On completion of this unit, students will be able to: Demonstrate an understanding of the role of theory in the development of accounting; Demonstrate an advanced awareness of the interaction of the various parties involved in the regulation of financial reporting; Discuss the benefits and limitations of the conceptual framework project; Develop a general understanding of measurement issues and their effect of financial reporting; Evaluate issues relevant to the recognition and reporting contained in financial statements; Discuss fundamental issues related to social and environmental accounting; and Explain the international context in which accounting standard setting takes place.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 40%; final examination, 60%.

BAO3310 SOCIAL AND ENVIRONMENTAL ACCOUNTING
Campus Footscray Park, Werribee.
Prerequisite(s) BAO1101 Accounting for Decision Making.
Content This unit of study will extend the study of financial accounting into social, ethical and environmental issues and examine the capacity of accounting reports in relation to those issues. Topics include an introduction to the conceptual framework of financial reporting; corporate social reporting; ethical investments; accounting for environmental assets and liabilities; ethical investments; ethics and the accountant.

Learning Outcomes On completion of this unit, students should: Be familiar with the issues and problems of social and environmental accounting, having undertaken an analysis of past and current research in these areas; Be able to contribute thoughts toward the formulation of practical solutions to those problems; Have an understanding of current legal developments pertaining to environmental issues; and Appreciate the importance of ethics and their impacts upon the responsibilities of the professional accountant.

Required Reading Articles and case studies. Recommended Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%.

BAO3312 ADVANCED MANAGEMENT ACCOUNTING
Campus Footscray Park, Werribee, Sunway-Malaysia, AABC -China
Prerequisite(s) BAO2204 Management Accounting.
Content The unit of study aims to create an awareness of how the changes in industry and the public sector have affected the environment and function of management accounting. Within the broad theme of performance management, topics include: value chain analysis, cost management, strategic elements in cost management, quality management, performance measurement, divisionalisation and transfer pricing, and reward systems.

Learning Outcomes At the end of the unit, students should be able to: understand the role of management accounting in a changing global, technical, social and business environment; recognise and understand management accounting techniques and processes which can provide managers with the information to assist them in their decision making role in order to achieve the organisation’s goals and objectives; utilise analytical skills to solve technical and behavioural problems in management accounting; and display enhanced personal, interpersonal and organisational skills and communicates effectively, both orally and in writing on matters relating to management accounting.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%.

BAO3316 THE PRACTISING ACCOUNTANT AND TECHNOLOGY
Campus Footscray Park, Werribee.
Prerequisite(s) BAO2202 Financial Accounting, BLO2206 Taxation Law and Practice.
Content This unit of study aims to provide students with an overview and understanding of the role of the public accountant in a small practice. It will also prepare students in various aspects of applied technology in the public practice office by introducing certain computer packages such as Solution 6 and Alen in the preparation of various tax related reports and returns through computers and it would finally lead to the establishment of a small business accounting practice. Topics include: Understanding of the nature of enterprise skills of problem solving, communication and networking and development of research skills through common Internet sites necessary in an accounting practice for any accounting/taxation changes in legislation; managing client profiles through computers; keeping secretariat files for directors, shareholders and minutes through computers and being able to lodge changes with Australian Securities and Investment Commission; casting and billing through computers, the managing of debtors and preparation of employee reports and evaluation of their productivity reports; locating, summarising and recording information in journals, such as cashbooks and other journals through computers after preparing bank reconciliations. Preparing computerised financial reports including cash flow statements; locating, selecting and using information to prepare computerised required forms for individuals, partnerships, companies, trusts and superannuation; preparing information for specialised statements such as BAS, IAS, asset schedules, employee wages, payroll taxes and fringe benefit tax calculation, superannuation levy and work care payments and others through computers; calculation of taxation and lodgement of returns and schedules; working effectively as a member of a team achieving the above tasks and being able to assess productivity of the team in certain tasks; introduction to computerised auditing packages.

Learning Outcomes The primary objective of this Unit of Study is to provide the student with an overview and understanding of the role of the public accountant in a small accounting practice. It will also prepare you in various aspects of technology in the public practice by introducing certain computer packages. This objective will be achieved by: i) developing an understanding of how to keep client profiles, debtors and creditors, time costing and billing, leasing, ASIC information and lodgement of returns, and any other technological procedures necessary to perform the everyday activities of an accountant in a small public practice office; and, ii) developing an understanding of the legal, professional and conceptual requirements associated with the preparation of external financial reports and taxation returns including various schedules, for various types of businesses.


Recommended Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as one hour of lecture and two hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%.

BAO3317 MANAGERIAL ACCOUNTING, DECISIONS AND TECHNOLOGY
Campus Footscray Park, Werribee.
Prerequisite(s) BAO1101 Accounting for Decision Making.
Content This unit of study aims to introduce students to the role of advanced technology in accounting taking a management accounting focus. The unit aims to develop practical management accounting skills complemented by related theoretical issues associated with the use of computers to assist the management accountant in providing information for decision making purposes. Topics included are: the use of computers in management accounting, the difference in objectives of management and financial accounting, accounting and technology in corporate strategy development, the value chain and the computerised accounting information system,
systems development and evaluation from a management perspective, consideration of the objectives and alternatives in package choice for use in computerised management accounting including statistical, graphics, and spreadsheet packages.

Learning Outcomes On completion of this unit, you should be able to: 1. Identify business related accounting problems from a narrative or problem document. 2. Develop approaches to problem solving through analysis and critical evaluation of alternatives. 3. Identify relevant information - identify key issues and distinguish them from minor issues. 4. Use technology to assist in problem solving and to present findings. 5. Communicate effectively - both written (reports to present solutions) and verbal (presentation to describe processes orally). 6. Evaluate and reflect on task performance. 7. Evaluate one’s own and others’ work. 8. Work effectively in teams. 9. Read and critically analyze technical material.

Required Reading To be advised by the lecturer.

Recommended Reading To be advised by lecturer

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%.

BAO3402 INTERNATIONAL BANKING AND FINANCE
Campus City Flinders, Footscray Park, Sunway-Malaysia
Prerequisite(s) BA01011 Accounting for Decision Making.

Content The evolution of international banking, the international banking environment and institutional structure and operations. The foreign exchange market; functions, participants and dealing practice. Foreign exchange risk management; measuring and managing foreign exchange exposure. Foreign exchange transactions and products. The forward market, futures, options, swaps and financial engineering. Euro currency operations. Risks in international lending. Contemporary issues in international finance.

Learning Outcomes On completion of this unit, students should have knowledge and skills that connect to the overall Learning Outcomes specified by the University. Knowledge and Understanding Recognise and understand theories and concepts of international banking and finance and business, which they can refer to; Use a conceptual framework within which the key financial decisions of the firm can be analysed, modelled and evaluated; Develop an understanding of the nature of the links of international banking and finance decision-making within the context of an economic setting; and Learn how to use financial theories related to finance and risk management to solve a variety of practical finance problems. Cognitive and Intellectual Skills Be able to undertake analysis of implications of financial decisions without guidance and critical awareness; Be able to evaluate conceptual outcomes and practical approaches to complex situations; Be able to ask the right questions when the environment changes and respond in a rational manner; Be able to investigate contradictory information and identify reasons for contradictions. Key Transferable Skills Gain the skill to work under supervision and with alacrity, follow instructions and work positively within a team and/or group where members possess different educational backgrounds; Gain the skills to work positively in culturally diverse environments, and within multi-language groups; Gain the skills to evaluate and manage information related to financial issues using discipline resources; Accept responsibility for work in a professional way and be able to critically assess it; Produce detailed and coherent reports (both written and oral) in matters relating to international banking and finance; Be confident and flexible in identifying complex problems and the specification of appropriate tools to their solution. Obtain appropriate skills to operate in a complex and unpredictable context, requiring selection and application from a wide range of standard or innovative techniques; and Act autonomously, within agreed guidelines, in applying procedures, models and techniques related to international banking and finance.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 35%; Final examination, 65%. Note: Any hand-held calculators may be used in examinations.

BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT
Campus City Flinders, Footscray Park, Sunway-Malaysia
Prerequisite(s) BA01011 Accounting for Decision Making.

Content An introduction to investments and securities markets; measuring investment return and risk; the pricing and management of fixed interest securities, equities, and property; fundamental analysis; derivative securities; portfolio theory and measuring portfolio performance; efficient market hypotheses; passive and active trading strategies.

Learning Outcomes On completion of this unit, students should be able to: read the financial press and interpret the information presented; develop financial literacy; identify the theoretical and practical concepts of investments and investing; classify investments assets by type, purpose and key characteristics; demonstrate a sound understanding of the basic principles and concepts of portfolio management; and communicate in writing, matters relating to investment and portfolio management.


Recommended Reading Brailsford, Heaney and Bilson, 2004, Investments, second edition, Thomson.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 30%; Final examination, 70%.

BAO3404 CREDIT AND LENDING DECISIONS
Campus City Flinders, Footscray Park, Sunway-Malaysia
Prerequisite(s) BEO3447 Commercial Banking and Finance, BLO3405 Law of Financial Institutions and Securities.

Content The unit of study aims to provide an analysis of the various lending activities of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the assessment of credit proposals and the management of credit risk. Topics include: credit policy retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, and problem loans and recovery.

Learning Outcomes At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity; identify various lending facilities required by customers; demonstrate an understanding of the issues related to lending to various forms of legal entity, including; individuals, corporations, partnerships, trusts and associations, and analyse and assess lending proposals.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 50%; Internal assessment, 50%.

BAO5405 SPORT FINANCE
Campus City Flinders.
Prerequisite(s) Nil.

Content This unit of study aims to provide students with a sound understanding of the economic and financial parameters which surround the operation of sport organisations and the pivotal role of fundraising and budgeting in guiding a sporting organisation’s programs and activities. Balance sheets, revenue statements and cash flow statements will be studied and used to diagnose the financial health of sporting organisations and to identify workable funding and budgeting strategies. The ethical dimensions of financial management and accounting practice will also form part of the curriculum.

Required Reading Howard, D. R. and Crompton J. L., Financial Sport Fitness.
BAO5505 ACCOUNTING FOR EVENTS
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study examines issues in accounting and financial planning and control of events. Topics include: basic accounting concepts and principles relevant for events management; financial feasibility studies and business planning; cost benefit analysis; cost behaviour; implications for pricing and cost control; sensitivity analysis on costing and pricing alternatives; cash budgets for an event using a spreadsheet; financial report analysis; project organisation; and internal control procedures.

Required Reading Articles and case studies


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case studies, assignments, essays and oral presentations, 40%; Examination, 60%.

BAO5510 FINANCIAL ANALYSIS FOR EMPLOYEE RELATIONS
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study aims to introduce students to the relationship between accounting and industrial relations. Topics include: the nature of the accounting function and the role of an information system in an organisation, the evaluation of the accounting function; external reporting and financial accounting: reporting, disclosure of financial and social performance; reporting to employees; internal reporting and management accounting, performance reporting, costing systems and control, the function of the budget, short-and long-term decision making; accounting and organisations, the role of accounting in traditional and alternative management structures, participation and the interface between accounting and industrial relations within the Content of industrial democracy.

Required Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week for one semester comprising two one-hour lectures and one one-hour tutorial. Unit of study equal to 12 credit points.
Assessment Case studies, assignments, essays and oral presentations, 40%; Examination, 60%.

BAO5522 MANAGERIAL ACCOUNTING
Campus City Flinders, SICSingapore.
Prerequisite(s) Nil.

Content This unit of study aims to develop students’ ability to deal confidently with the multifaceted challenges facing management accounting in contemporary organisations. The areas covered include: the modern role of management accounting: strategic analysis and planning; operational planning and control; product and service costing; operational and financial budgeting; capital budgeting and cost-volume profit analysis. Calculations, reporting, analysis and interpretation are undertaken using manual methods and Excel spreadsheets.

Learning Outcomes On successful completion of this unit, students are expected to have: the skills to perform costing, budgeting and other performance measurement tasks for planning and control using manual and electronic means; and develop enhanced problem solving, communication and interpersonal skills.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Tests, 20%; Assignment, 30%; Final examination, 50%.

BAO5524 PROFESSIONAL AUDITING
Campus City Flinders, SICSingapore.
Prerequisite(s) BAO5525 Financial and Corporate Accounting.

Content This unit of study’s broad objective is to provide students with knowledge and appreciation of the objectives and limitations of an audit, including an understanding of key auditing principles, concepts and practices, which comprise the audit process. Specifically, the unit of study aims to familiarise the student to some of the key tools used by auditors for collecting and evaluating evidence so as to enable them to express an opinion on the fair presentation of financial reports.

Learning Outcomes On successful completion of this unit, students are expected to be proficient with the following Learning Outcomes: The Demand for Auditing and Assurance Services; Audit Responsibilities and Objectives; Audit Evidence; Accepting the Engagement and Planning the Audit; Materiality and Risk and Audit Planning; Internal Control and Internal Risk; Overall Audit Plan, Evaluation of Control Risk and Setting Substantive Procedure; Audit Sampling; Impact of Information Technology on audit activities; Auditing Sales and receivables; Auditing Other Transaction Cycles: Purchases, Payables and also Payroll; Completing the Audit and Post Audit responsibility; Audit Reports; Professional Ethics & Legal liability; Other Assurance Engagements and Environments; and Internal Operational and Government Auditing. As such, the unit of study provides both a practical and conceptual approach to external, as well as internal and public sector auditing, enabling students to gain a complete picture of the audit process in light of contemporary audit issues. In addition, the unit of study aims to enhance a set of generic skills through both the formal components of assessment and the student’s class participation both manually and through the use of appropriate computer software (MYOB), the role of audit in the context of current developments in information technology and business environment.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop (at appropriate times in a computer lab) or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test and computer based assignment, 30%; Final examination, 70%. Note: Only hand-held non-programmable calculators may be used in examinations. Students may use any form of silent, hand-held calculators, except for programmable calculators or calculators with text storage capacity.

BAO5525 FINANCIAL AND CORPORATE ACCOUNTING
Campus City Flinders, SICSingapore.
Prerequisite(s) BAO5543 Accounting Systems and Processes.

Content The aims of this unit of study are to extend the study of financial accounting from sole traders and partnerships learned in previous units of study to the corporate form of ownership; encourage a critical approach to accepted corporate reporting practices and current developments in accounting and financial regulation for corporations; introduce accounting for the issue and reorganisation of share capital; familiarise students with the accounting concepts involved in inter company investments; introduce specific corporate financial accounting practices, including accounting for company income tax; impairment and revaluation of assets; tangible assets and consider current financial reporting issues.

Learning Outcomes On successful completion of this unit, students are expected to be proficient in the following Learning Outcomes: Nature and Regulation of Companies, Financing Company Operations, Share Capital and Reserves, Accounting for Income Tax, Intangible Assets, Impairment of Assets, Controlled Entities: The Consolidation Method, Consolidation: Wholly Owned Subsidiaries, Consolidation:
Intragroup Transactions, • Consolidation: Minority Interest, and • Liquidation of Companies.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop (in computer labs as required) or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Tests and Assignments for Consolidation using Excel spreadsheets, 50%; Internal assessment, 50%.

BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY
Campus City Flinders, SICSingapore.
Prerequisite(s) BAO5543 Accounting Systems and Processes.
Content This unit develops the notion of knowledge management and the linkages to, and importance of the accounting information system in the firm. Accountants today make use of the computer and rely on a diverse range of software to perform their role as knowledge workers. Besides the accounting packages, software such as word processing, data baseing and spread sheeting packages are equally important for the accountant. In some areas expert systems are also adopted. The units offered include the basics of computers in accounting and knowledge management, the fundamentals involved in the design of computerised accounting system, issues relating to crime, ethics and internal control and how the computerisation of the accounting environment has changed these concerns. A number of special interest areas such as the skills that flow from the year 2000 problem, the notion of e-commerce, implications for audit, and a unit entitled ‘The Future’ are included. The latter being vitally important in this dynamic and ever changing field blending the traditional accounting functions with advanced technology. The unit recognises that the accounting function permeates the total organisation, is a basis for many major decisions in our society, and that the appropriate use of technology can enhance the quality of decision-making. A non assessable option is also available to students wishing to undertake basic introductions to MYOB and SAP, although such training is not seen as fundamental to the course of study. Content can be expected to change since accounting and technology is dynamic, and changes particularly in the Internet dimension changes rapidly.

Learning Outcomes Explicit: On completion of this unit students should be able to: Demonstrate an understanding of basic accounting principles; Demonstrate how accounting transactions are recorded and reported, in a computerised accounting information system; Set up a small business’s accounting records using MYOB v 17; Discuss the issues involved in accounting systems selection and design; Appreciate the importance of the audit trial and data protection and integrity, and be familiar with techniques used to audit computerised information systems; Be familiar with computer crime cases and the proper controls for thwarting these crimes. Implicit: Design and appreciate reports produced by the computerised package; Identify the key issues involved in accounting control techniques within a computerised package; Develop the appropriate time management skills for study at the tertiary level and the work place; Use the resources of the library, particularly the electronic resources, to write essays and reports, and be conscious of issues concerning plagiarism; and Take responsibility for their learning, and ability to work in groups.

Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Internal assessment, 100%.

BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this unit of study is for students to gain a broad understanding of the role and use of accounting information in government. Accounting practices in the public sector are studied more from a manager’s perspective than from a technical accounting practitioner’s perspective, and no prior accounting knowledge is assumed.

Topics include: strategic and operational planning and budgeting; governmental accounting and reporting requirements; performance measurement and reporting; cost accounting techniques; cost benefit analysis and evaluation; capital budgeting; current issues in government accounting.

Required Reading Articles and case studies
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Internal assessment, 100%.
5. Evaluate issues relevant to the recognition and reporting contained in financial statements. & Discuss fundamental issues related to social and environmental accounting. 7. Explain the international context in which accounting standards setting takes place.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Mid-semester test, 20%; Assignment, 20%; Final examination, 60%.

BAO5542 ISSUES IN MANAGEMENT ACCOUNTING
Campus City Flinders, SIC-Singapore.
Prerequisite(s) BAO5522 Managerial Accounting .

Content The unit of study aims to create an awareness of how the changes in industry and the public sector have affected the environment and function of management accounting. Within the broad theme of performance management, topics include: value chain analysis, cost management, including strategic elements in cost management, performance measurement, divisionalisation and transfer pricing, and reward systems.

Required Reading Articles and case studies as prescribed by lecturer
Recommended Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Coursework, 50%; Final examination, 50%.

BAO5543 ACCOUNTING SYSTEMS AND PROCESSES
Campus City Flinders, SIC-Singapore.
Prerequisite(s) Nil.

Content This unit of study introduces students to basic accounting concepts and manual and electronic accounting practices within the context of accounting standards and user requirements. It includes: the role of accounting in planning and decision making; the accounting information system; the accounting cycle; accrual accounting concepts; reporting, analysing and interpreting assets, liabilities, equity, profitability and cash flows; internal control; and using computerised accounting systems to process transactions and produce accounting reports.

Learning Outcomes On successful completion of this unit, students are expected to be proficient at recording business transactions for service and trading organisations in manual and electronic systems; be capable of preparing accounting reports for decision-making purposes in manual and electronic systems; be able to conduct analysis of financial reports; and exhibit strong problem solving, communication and interpersonal skills.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Class presentation, 5%; Computer based assignment, 15%; Mid semester test, 25%; Final examination, 55%.

BAO5551 SUPERANNUATION INVESTMENT OBJECTIVES AND STRATEGIES
Campus City Flinders. Prerequisite(s) Nil

Content This unit of study gives an overview of what is involved in the setting of objectives and strategies for investments by superannuation funds. It considers the way in which the benefit design and legislative requirements impact on the process of setting appropriate objectives. The unit of study explains the use of asset-liability modelling in the setting of investment and reserving objectives and strategies and other more common practical approaches.

Learning Outcomes Students will consider the issues involved in setting appropriate objectives and strategies for superannuation funds.

Required Reading To be advised
Class Contact Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment One research assignment (2500 words), 50%; Final examination, 50%.

BAO5561 REPORTING AND PROFESSIONAL PRACTICE
Campus City Flinders. Prerequisite(s) Nil

Content Provides students with an introduction to the business environment and an improved understanding of how to apply professional judgement in ethical and reporting issues. Topics include: Professional practice and the accountant; the business environment and regulatory framework; corporate governance; the conceptual framework for general purpose financial reporting.

Required Reading CPA Australia Segment notes - Reporting and Professional Practice
Recommended Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment CPA Australia Examination, 100%.

BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY
Campus City Flinders. Prerequisite(s) Nil

Content Issues surrounding governance and accountability by directors and management of organisations are dealt with in this unit of study including: Introduction to a corporate governance framework; costs and benefits of corporate governance; role of directors and officers; ethics in and out of the boardroom; competition and compliance in trade practices.

Required Reading CPA Australia Segment notes - Corporate Governance and Accountability
Recommended Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment CPA Australia examination, 100%.

BAO5566 TREASURY
Campus City Flinders. Prerequisite(s) Nil

Content The treasury function: An overview; Procurement of funds; Management of funds; the management of risk: Strategic overview; the management of risk: Instruments and Strategies; Accounting for treasury operations; taxation aspects of treasury operations.

Required Reading CPA Australia Segment notes, Treasury.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as
BAO5567 TAXATION
Campus City Flinders.
Prerequisite(s) Nil.

Content Structure of the income tax Assessment Act and sources of authority; principles of assessable income; principles of general and specific expenditures; capital gains; capital expenditure allowances; individuals; companies and dividends; partnerships; administration of the tax system, goods and services tax.

Required Reading CPA Australia Segment notes - Taxation.

BAO5571 CORPORATE COLLAPSE AND ETHICS
Campus City Flinders.
Prerequisite(s) Nil.

Content Traditional analyses of business behaviour do not usually draw on enquiry into failed companies. Post mortem analysis in other disciplines is quite common whilst in business it is rare. This unit of study addresses the deficiency by investigating corporate collapse from the perspective of ethics, regulation and corporate governance. It is reasonable to expect that from case failure analysis factors that are consistent with sustained success can be identified. Areas covered include the following: corporate collapse; regulatory process; corporate governance; business ethics; cases of collapse; serviceability of accounting; the accounting profession; models of failure and sustained success.


BAO5572 TREASURY RISK MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study aims to provide students with an understanding of treasury management and the role of financial markets in the corporate treasury function. This unit of study includes the following topics: treasurer’s role and policy, fundamentals of treasury management, extent of treasury School responsibility, treasury structure; sources of finance, the corporate debt market in Australia, establishing and maintaining an international credit rating, equity and quasi equity finance, current trends in global financial markets; interest rate exposure management; identification and measurement of crucial risks, risk management strategies, credit risk and establishing credit limits, risk management products, financial futures, options and swaps; cash and liquidity management, principles of asset/liability management, corporate banking relationships; control of treasury operations, impact of accounting and tax regulations on corporate treasury operations.

Learning Outcomes On successful completion of this unit students will be able to: Outline the rationale, structure and functions of a treasury; Differentiate between a corporate and bank treasury; Articulate significance of liquidity and working capital management for company; Understand importance of the capital markets in funding the corporation and the need for credit ratings in accessing the international & domestic bond markets and assessment of counterpart risk; Identify the elements of risk and design appropriate strategies to manage these risks; Communicate intelligently and fluently on the treasury function and related risk management matters; Note the impact of the Regulatory Environment & Corporate Governance on Corporate Treasury; Describe the capital markets and physical and derivative instruments that treasuries deal in, including international markets and international trade; become skilled in understanding the structure of international financial markets; acquire an understanding of the range of financial products available in international financial markets; acquire an appreciation of the implications of international securities and tax law on international financial markets; Outline financial risk assessment and describe the management principles for managing liquidity risk, interest rate risk, foreign exchange risk, and credit risk (including the use of credit ratings); Become skilled in understanding the operation of futures and options derivative markets; and Acquire an understanding of the use of the options and futures markets for both hedging and trading purposes.

Required Reading To be advised by lecturer.

BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study aims to familiarise students with the techniques and issues involved in the preparation and evaluation and control of information from the perspective of a firm operating in a global marketplace. It provides a conceptual framework for financial decision making within an international context. Key financial decisions such as working capital management, capital budgeting, cost of capital and financial structure, and evaluation and control of operations are explored from the viewpoint of a domestic export orientated, multinational or transitional firm operating in an international environment.

Learning Outcomes On completion of this part of the course, students will be able to: Explain the international financial environment; Describe how foreign exchange markets operate; Discuss the management of different types of foreign exchange exposure; Identify various risks faced by multinational and transnational firms; Examine financial decisions facing firms in a global context; Identify the role of international banking in multinational investment decisions; Describe the strategic issues related to foreign investment decisions; and Discuss working capital management issues of multinational businesses.


BAO5574 STRATEGIC MANAGEMENT ACCOUNTING
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study provides an overview of strategic management accounting including the knowledge and tools to identify and implement a strategy, and guidelines for assessing the performance of management in achieving the goals of the strategy. Topics include: introduction to strategic management accounting; strategic management framework; strategy evaluation and choice; strategy implementation; and strategic performance measurement.

Required Reading CPA Australia Segment notes - Strategic Management Accounting.

BAO5575 FINANCIAL ACCOUNTING
Campus City Flinders.
Prerequisite(s) Nil.

Content This unit of study addresses contemporary financial accounting areas and
issues with an emphasis on measurement. Topics include: problems for accounting measurement; public sector reporting; environmental accounting; accounting for intangible assets and goodwill; accounting for financial instruments; and employee entitlements.

Required Reading CPA Australia Segment notes - Financial Accounting.

Recommended Reading CPAs Admissibility to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment CPA Australia examination, 100%.

BAO5576 ASSURANCE SERVICES AND AUDITING

Campus: City Flinders.

Prerequisite(s) Nil.

Content This unit of study includes: an overview of the auditing process within an assurance framework; an examination of the objectives of the audit and the auditor’s environment; the methodologies and procedures of auditing; the role of public and private sector audits; and a discussion of the potential assurance service opportunities.

Required Reading CPA Australia Segment notes - Assurance Services and Auditing.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment CPA Australia examination, 100%.

BAO5571 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM

Campus: City Flinders.

Prerequisite(s) Nil.

Content This unit of study includes: • The concept of a business environment and the role of accounting information in a socially responsible business environment; • The use of financial and non-financial information in making managerial decisions in a business environment; • The role of accounting information in creating and managing value in the hospitality and tourism industry; • The role of accounting information in creating and managing value in the hospitality and tourism industry; • The role of accounting information in creating and managing value in the hospitality and tourism industry.


Recommended Reading Articles and case studies.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 40%; Final examination, 60%.

BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING

Campus: City Flinders.

Prerequisite(s) Nil.

Content The unit of study aims: to build on the knowledge gained in undergraduate courses and from work experience in the field of management accounting; to enhance research skills in examining the current issues in management accounting; to examine the use of resources available for problem solving and research; to apply recent research to modern day management problems. Topics covered include: an historical perspective of management accounting; management accounting and information system design focusing on product costing, cost management, performance measurement, reward systems and incentives. Each topic is considered in the strategic context and where appropriate, an operational context.

Recommended Reading CPA Australia examination, 100%.

BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE

Campus: City Flinders.

Prerequisite(s) Nil.

Content This unit of study involves advanced study of the theory of corporate finance and examines its application to corporate policy issues. This unit of study includes the following topics: introduction to finance including a review of financial analysis; valuation, mergers, restructuring and corporate control; portfolio theory, capital asset pricing model and arbitrage pricing theory and efficient capital markets; capital structure, valuation and cost of capital; capital budgeting; dividend policy; international financial management; option pricing theory; working capital management and treasury management.

Required Reading Pearson and Bird.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 50%; Final examination, 50%.

BAO5734 FINANCIAL ANALYSIS

Campus: City Flinders, SIC-Singapore.

Prerequisite(s) Nil.

Content The unit of study aims to provide students with a framework for effective and efficient use of financial statement information for business analysis. The unit of study identifies and examines the key components of effective financial statement analysis; business strategy analysis, accounting analysis, financial analysis, and prospective analysis. This framework is applied to a variety of decision contexts including security analysis, credit analysis, corporate financing policies analysis, merger and acquisition analysis, and management communications analysis.

Learning Outcomes By the end of the course students should have the capacity to understand, interpret, and critically assess financial statements put out by organizations in light of additional contextual information available. The unit will illuminate how financial statements can be used to inform or mislead and how they can be used to analyse the financial health of a company. Students should gain skills, knowledge and experience in: • Understanding the application of Price Waterhouse Coopers Value Reporting Framework by internal and external stakeholders to improve performance management and evaluate sustainable value creation for organisations, business units or projects; • Identifying, measuring, analysing and assessing on Market Overview and Strategy elements: the competitive, regulatory and macro-economic environments; goals and objectives; organizational design; and governance.
Identifying, measuring, analysing and acting-on Value Creating Activity elements: customers; people; innovation; brands; supply chain; culture; processes; and environmental, social and ethical performance. • Identifying, measuring, analysing and acting-on Performance elements: operational performance; financial position; risk profile; economic performance; segmental analysis; and accounting policies.

Recommended Reading To be advised.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 50%; Final examination, 50%.

**BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop studies’ ability to analyse and present solutions to financial planning and management problems using a range of methods including spreadsheet and modelling, data analysis and forecasting techniques, information and decision support systems and executive information systems. Hands on use of appropriate software will be an essential feature of the unit of study and assessment tasks.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment, 100%.

**BAO5736 MANAGERIAL CONTROL SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** On completion of this unit of study students should be able to apply analytical reasoning in solving management accounting problems via case analysis; treat management accounting topics to a systematic and in-school analysis; understand and appraise management accounting research work. The unit of study includes the following topics: corporate strategy and management performance measurement and management; reward systems and control; cost system design.

**Learning Outcomes** At the end of this unit of study students will be able to: demonstrate an understanding of the role of managerial control systems in organizations and the factors that influence their operation; identify the key elements that contribute to an effective management control system; outline the developments in recent years in performance measurement systems; demonstrate an understanding of the behavioural aspects of managerial control systems; and analyse case facts and apply appropriate managerial control system solutions.

**Required Reading** Articles and case studies.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment, 100%. Refer to the unit of study outline provided at the commencement of each semester for details.

**BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop students’ appreciation of the problems, issues and dimensions of international financial accounting and reporting. Differences in culture, business practices, political and regulatory structures, currency values, business risks, tax codes and level of economic development may influence the accounting practices of a particular country. Financial statements and other disclosures are difficult to understand without an understanding of the underlying accounting principles and culture. This unit of study includes the following topics: International accounting frameworks, a framework for analysing international accounting issues; cultural implications for accounting, and classification of national financial reporting systems; country studies, North America, United Kingdom, Hong Kong, China, Japan, European Community; current issues in international accounting, consolidation of group accounts, developing countries, and international accounting regulation.


**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment, 50%; Final examination, 50%.

**BAO5746 CREDIT AND LENDING MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** BE05685 Financial Institutions Management.

**Content** The unit of study aims to provide an analysis of the various lending activities’ of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the assessment of credit proposals and the management of credit risk. Topics include: Credit policy, retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, traditional techniques for credit analysis, distressed firm prediction and an overview of the newer models of assessing credit risk e.g. farm structure models, mortality models and option model.

**Learning Outcomes** At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity, identify various lending facilities required by customers, demonstrate an understanding of the issues related to lending to various forms of legal form, including, individuals, corporations, partnerships, trusts and associations, and analyse and assessing lending proposals.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment, 40%; Final examination, 60%.

**BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to acquaint students with advanced concepts in modern portfolio theory and to equip them with the tools and techniques required to apply these theories to the management of institutional investment portfolios. This unit of study includes the following topics: the development of modern investment theory, major securities markets in Australia and offshore, ethical issues in securities markets, portfolio asset allocation; including the optimal domestic/international mix, asset allocation objectives, choosing a stock/bond/property/cash mix, passive versus dynamic strategies, using computer models for portfolio management. Combining individual securities into portfolios; interest rates and bond management, bond portfolio management, interest immunisation; derivative share options, using options models of assessing credit risk e.g. term structure models, mortality models and option model.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assignment, 40%; Final examination, 60%.

**BAO5748 FINANCIAL SERVICES COMMUNICATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides accountants and other financial services industry professionals with the knowledge and skills required for effective communication and good practice in managing information. The unit includes: effective written
and spoken communication skills; organising and leading meetings, seminars and discussion groups; financial services industry responsibilities, guidelines, procedures, and legislation; the roles and requirements of professional organizations; identification, maintenance, monitoring and review of key relationships; and managing the flow of information to and from stakeholders for compliance with organizational and legislative requirements and industry codes of practice.

Learning Outcomes By the end of the unit, students should be able to: confidently perform in public speaking; chair meetings and conduct seminars; clearly and effectively prepare business reports and documentation; understand relevant legislative and regulatory issues affecting the financial services industry; identify and maintain key business relationships; and effectively manage staff and client information flows.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 100%. To address the knowledge and skills relating to communication, information management, and financial services industry good practice in systems and processes, assessment will be conducted in the form of oral presentations and assignments. Assessment tasks are based on case studies, industry simulation and role-play.

BAO6504 ACCOUNTING FOR MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The role of planning and decision making within a business environment and the basic accounting concepts and practices, which enable such activities to occur. Topics include: concept of profit and the income statement as a performance report, Balance Sheet as a position statement, Cash and Accrual Accounting, preparation of financial statements, budgeting, internal control and performance reports, analysis and interpretation, short term decision making and cost behaviour and capital budgeting.

Learning Outcomes On completion of this unit, students should have the skills, knowledge and experience to: Identify, prepare or commission, and interpret financial and non-financial information about the internal and external context that is required for sound performance management; interpret and critically assess financial statements put out by organizations in light of additional contextual information available; Understand and demonstrate how financial statements can be used to inform, mislead, and how they can be used to analyse the financial health of a company; and Analyse Price Waterhouse Cooper’s Value Reporting Framework to improve performance management and evaluate sustainable value creation for organisations, business units or projects.

Required Reading Bazley, Contemporary Accounting: A Conceptual Approach, 5th edn.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, 50%; Final examination, 50%.

BAO6615 ACCOUNTING PROJECT
Campus City Flinders.
Prerequisite(s) BAO7742 Business Research Methods.
Content In an increasingly complex and competitive business environment, accountants with business research skills are in a position to address the information needs of organisations. The aim of the unit of study is to equip students with the knowledge and skills in research methods necessary for the undertaking and evaluation of business research projects. The project proposal must be well defined and achievable, and must be approved before the project proceeds, project report consisting of 10,000 words.

Required Reading Articles and case studies.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Project report, 100%.

BAO6621 STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of the unit of study is to explain the context of financial statement analysis, social security issues, estate planning, taxation planning, superannuation and retirement income streams, expatriate and accounting for foreign exchange risk.

Required Reading To be advised by the lecturer.
Recommended Reading Butler, K., 2000, Multinational Finance, 2nd edn, South Western, Ohio.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 60%; Assignments, 40%.

BAO6714 COMPUTERISED ACCOUNTING IN AN ERP SYSTEM
Campus City Flinders.
Prerequisite(s) Nil.
Content The aims of this unit of study are to demonstrate the use of integrated information systems in medium to large size organizations and to demonstrate how these systems facilitate the production of accounting information. Students with sound theoretical knowledge of the use of ERP systems, in conjunction with competency in the practical use an ERP system to facilitate financial and management accounting. Topics include: overview of Enterprise Resource Planning (ERP) systems, general ledger, financial reporting and management reporting in an ERP system; hardware/software acquisition alternatives; control in an ERP information system, and accounting evaluation of an ERP implementation.

Learning Outcomes On completion of this unit, students should be: familiar with the various ERP vendors and ERP products on the market; be able to evaluate the different hardware/software acquisition alternatives; be familiar with the different approaches to organising an information system, such as best-of-breed, ERP; and enterprise application integration; be able to evaluate, from an accounting perspective, an ERP implementation; understand how master data is organised in an ERP system; be able to appreciate how multi-national companies handle a variety of currencies, languages and different reporting requirements; and be able to discuss the various control mechanisms in the ERP system.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal assessment, comprising of a combination of practical SAP projects, written reports and skill tests, 100%.

BAO7700 THESIS (FULL-TIME)
Campus City Flinders.
Prerequisite(s) BAO7742 Business Research Methods.
Content The thesis will be a paper of publishable quality, of no more than 20,000 words. This will be examined by two examiners, one who is normally a member of the Faculty of Business and Law and the other external to the Faculty of Business and Law. The student will also participate in an oral examination of the thesis.

Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Unit of study equal to 36 credit points.

Assessment Thesis, 100%.

BAO7701 THESIS (PART-TIME)
Campus City Flinders.
Prerequisite(s) BAO7742 Business Research Methods.
Content The thesis will be a paper of publishable quality, of no more than 20,000 words. This will be examined by two examiners, one who is normally a member of the Faculty of Business and Law and the other external to the Faculty of Business and Law.
BAO7742 BUSINESS RESEARCH METHODS
Campus City Flinders, SICSingapore.
Prerequisite(s) Please Enquire.
Content The aims of this unit of study are to equip students with the knowledge and skills in research methods necessary for the evaluation and undertaking of business research projects. This unit of study includes the following topics: the research process, research design, measurement of variables, data collection methods, sampling, data analysis and interpretation, case study, field and experimental research, discipline area review, proposal and thesis development. The use of electronic databases and the internet are an integral part of the unit of study.
Learning Outcomes At the end of this unit students will be able to: understand basic research construction and evaluation, and use appropriate research terminology; comprehend research methodologies relevant to social and business research; understand the research process and the role of each of its main components; identify problems and develop a conceptual framework for research; conduct critical reviews of research output; understand the applicability and limitations of experimental, survey and case study research; prepare research proposals and plan the research process; and critically evaluate research proposals and research reports.
Required Reading Articles and case studies.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment, 50%; Examination, 50%.

BAO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised.
Recommended Reading To be advised.
Class Contact Unit of study is 48 credit points per semester.
Assessment Dissertation thesis, 100%.

BAO9800 RESEARCH THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) BAO7742 Business Research Methods.
Content Submission of Thesis.
Recommended Reading To be advised.
Class Contact Unit of study is 48 credit points per semester.
Assessment Research thesis, 100%.

BAO9801 RESEARCH THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) BAO7742 Business Research Methods.
Content Submission of Thesis.
Recommended Reading To be advised.
Class Contact Unit of study is 24 credit points per semester.
Assessment Research thesis, 100%.

BAO9913 ACCOUNTING INFORMATION SYSTEMS
Campus Footscray Park.
Prerequisite(s) Nil.
Content The unit of study aims to introduce students to the language and concepts of accounting and to the provision of financial information to meet user requirements. Topics include: introduction to the uses and users of accounting information; the presentation and interpretation of accounting reports; provision of information for business management; basic decision making and financial planning.
Required Reading To be advised by lecturer.
Class Contact Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules: or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test and assignment, 30%; Final examination, 70%.

BAO8002 PHD (RESEARCH) (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised.
Class Contact Unit of study is 48 credit points per semester.
Assessment Research thesis, 100%.
SCHOOL OF APPLIED ECONOMICS

Below are details of courses offered by the School of Applied Economics in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/course.

NOTE: Courses available to International students are marked with the (I) symbol.

BACHELOR OF BUSINESS (INTERNATIONAL TRADE) (I)
Course Code: BBAN

Campus City Flinders, Kasetsart-Bangkok, Liaoning-China, Sunway-Malaysia.

Course Objectives
The course provides a general business education in addition to specialist studies in international trade. Students develop the necessary skills to successfully operate in a variety of areas in the international economic and business environment.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band

<table>
<thead>
<tr>
<th>Core Units of Study</th>
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<th>SC Band</th>
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<td>BEO1106 BUSINESS STATISTICS</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<td>BLO1105 BUSINESS LAW</td>
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Specialisation Units of Study – International Trade

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<td>BEO3378 INTERNATIONAL ECONOMICS AND FINANCE</td>
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<td>BEO3517 INTERNATIONAL TRADE PRACTICES</td>
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<td>BH03373 INTERNATIONAL MARKETING</td>
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Electives
Seven approved electives:

Professional Development Units of Study

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<th>Professional Development Units of Study</th>
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BACHELOR OF BUSINESS (RETAIL MANAGEMENT)
Course Code: BBAR

This course is NOT available to commencing students.

Campus Footscray Park, Sunway-Malaysia.

Course Objectives
The course aims to provide a sound business management education together with a specialisation in the principles and practices of retail management.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
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<td>BEO1103 MICROECONOMIC PRINCIPLES</td>
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<td>BEO1104 MACROECONOMIC PRINCIPLES</td>
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<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
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<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study - Retail Management

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<td>BEO2186</td>
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<td>BEO3257 ECONOMICS OF RETAILING</td>
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<td>BEO3295</td>
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<td>BHO3405 ELECTRONIC RETAILING</td>
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Support Units of Study

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<td>BEO2254 STATISTICS FOR BUSINESS AND MARKETING</td>
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<td>BEO3500 APPLIED ECONOMICS RESEARCH PROJECT</td>
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</table>

Electives

Eight approved electives, two of which may be Co-operative Education or BBB3100 Business Integrated Learning.

BACHELOR OF BUSINESS (APPLIED ECONOMICS)

Course Code: BBBE

This course is NOT available to commencing students.

Campus Footscray Park.

Course Objectives

The course aims to develop a sound knowledge of economic principles, practices and analytical skills.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

*Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
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<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
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<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
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<tr>
<td>BEO1103 MICROECONOMIC PRINCIPLES</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
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<td>BLO1105 BUSINESS LAW</td>
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<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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<td>BEO3366 ECONOMIC POLICY AND RESEARCH</td>
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<td>BEO2254 STATISTICS FOR BUSINESS AND MARKETING</td>
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<td>BEO2284 BUSINESS FORECASTING METHODS</td>
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Electives

Seven approved electives.

Professional Development Units of Study

<table>
<thead>
<tr>
<th>Professional Development Units of Study</th>
<th>Credit Point</th>
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<tbody>
<tr>
<td>BFP1001 PROFESSIONAL DEVELOPMENT 1</td>
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<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
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<tr>
<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
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</tbody>
</table>
BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL COMMERCE)

Course Code: BCI

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives
The course aims to provide students with a sound education in the principles and practices of retail commerce and international trade.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

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Specialisation Units of Study — International Trade

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Specialisation Units of Study — Retail Commerce

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Professional Development Units of Study

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BACHELOR OF BUSINESS (APPLIED ECONOMICS/INTERNATIONAL TRADE)

Course Code: BBEI

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives
The course aims to provide students with a sound education in the principles and practices of applied economics and international trade.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band

Core Units of Study

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Specialisation Units of Study – Applied Economics

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Professional Development Units of Study

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BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/BANKING AND FINANCE) (OFFSHORE)

Course Code: BBFB

Campus: Offshore Sunway.

Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of financial and risk management activities in addition to developing a sound education. The course also aims to teach students the necessary skills to perform a wide range of banking and finance activities.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course at year 12 or equivalent. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band

Core Units of Study

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Specialisation Units of Study – Financial Risk Management

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BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/GLOBAL LOGISTICS AND TRANSPORT)

Course Code: BBFG

Campus: Offshore.

Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of financial and risk management activities in addition to developing a sound business education. The course also aims to train students in the economics and operations of global logistics and transport.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

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Specialisation Units of Study — Financial Risk Management

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Specialisation Units of Study — Global Logistics and Transport

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Professional Development Units of Study

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FACULTY OF BUSINESS AND LAW

BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT) (i)
Course Code: BBFR
Campus City Flinders, Sunway-Malaysia.

Course Objectives
The course aims to provide graduates with the necessary knowledge and skills in financial planning, financial risk management and insurance and prepare students for professional careers in financial planning, fund management, security trading, insurance and risk management.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study
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Specialisation Units of Study — Financial Risk Management
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Electives
Seven approved electives.

Professional Development Units of Study
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BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ INTERNATIONAL TRADE) (i)
Course Code: BBFT
Campus City Flinders.

Course Objectives
The course aims to provide students with a sound education in the principles and practice of risk management, international finance, marketing and the business context of international trade.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT/ ACCOUNTING) (I)

Course Code: BBGA

Campus Offshore.

Course Objectives
The course aims to educate students in the economics and operations of global transport and logistics and accounting.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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Professional Development Units of Study

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BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT/INTERNATIONAL TRADE) (I)

Course Code: BBGI

Campus: Offshore.

Course Objectives

The course aims to educate students in the economics and operations of global transport and logistics and international trade.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

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Specialisation Units of Study - Global Logistics and Transport

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Professional Development Units of Study

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BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT)

Course Code: BBGL

Campus: City Flinders, Alberton Singapore.

Course Objectives

The course aims to offer broad based business education to undergraduate students, with a particular focus on transport, distribution, logistics and other transport related industries and issues.
Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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<td>BEO3202 SUPPLY PRINCIPLES</td>
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<td>BEO3203 SUPPLY AND VALUE NETWORKS</td>
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<td>BEO3418 GLOBAL TRANSPORT ECONOMICS</td>
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<td>BEO4123 GLOBAL LOGISTICS</td>
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<td>BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS</td>
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<td>RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS</td>
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Eleven approved electives.

Professional Development Units of Study

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<tr>
<td>BFP1001 PROFESSIONAL DEVELOPMENT 1</td>
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<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
</tr>
<tr>
<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
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</tbody>
</table>

Professional Recognition
Students who successfully complete the Bachelor of Business (Global Logistics and Transport) will be eligible to join the Institute of Export (Vic) Ltd at Member category.

BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS) (I)

Course Code: BBIB

Campus Werribee.

Course Objectives
The course aims to provide an in-depth study of international business operations and management covering international trade, law, marketing, electronic commerce, finance and international management.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL MANAGEMENT)

Course Code: BBIR

This course is NOT available to commencing students.

Campus Footscray Park.

Course Objectives

The course aims to provide students with a sound education in the principles and practices of retail management and international trade.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

Core Units of Study

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<td>BEO1103</td>
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<td>BEO1106</td>
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<td>INTRODUCTION TO MARKETING</td>
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Specialisation Units of Study - International Trade

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Specialisation Units of Study - Retail Management

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Semester Abroad

Students undertaking this course will normally undertake a semester abroad. The study abroad semester is intended to provide students with a ‘real’ international experience as part of their degree, which is particularly crucial if they are going to work for international corporations. In this semester abroad, students will normally study the equivalent of four units of study to be credited to their degree. These units of study may count towards the business core and/or specialization units of study, a major in language/culture studies, or other minors/majors approved by the Course Co-ordinator.
Support Units of Study
BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12 0.1250 2
BEO3500 APPLIED ECONOMICS RESEARCH PROJECT 12 0.1250 3
Electives
Two approved electives, which may be Co-operative Education.

BACHELOR OF BUSINESS (RETAIL COMMERCE/MARKETING) (I)
Course Code: BBMC
Campus Footscray Park.
Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of retail and marketing activities in addition to developing a sound business education.
Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study
<table>
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<tr>
<th>Course Code</th>
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<td>BUSINESS LAW</td>
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<td>BMO1102</td>
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Specialisation Units of Study — Retail Commerce
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Professional Development Units of Study
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BACHELOR OF BUSINESS (MUSIC INDUSTRY/EVENT MANAGEMENT)
Course Code: BBME
Campus Footscray Park.
Course Objectives
The course aims to provide students with a sound education in the principles and practice of music industry and event management.
Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 6 Specialisation Two + 1 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

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<thead>
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<th>Core Units of Study</th>
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<tbody>
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BACHELOR OF BUSINESS (RETAIL MANAGEMENT/MARKETING)

Course Code: BBMR

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of retail and marketing activities in addition to developing a sound business education.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
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<th>SC Band</th>
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<tbody>
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<td>BCO1102</td>
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<td>BEO1103</td>
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<td>BLO1105</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BMD1102</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>
BACHELOR OF BUSINESS (MUSIC INDUSTRY) (I)

Course Code: BBMS

Campus Footscray Park.

Course Objectives
The course aims to provide graduates with the ability to demonstrate competency in planning, promotion and production of music in a variety of forms, locations, styles and scale. Graduates will be able to communicate with participants within the industry and beyond, and successfully plan and develop music promotion and music businesses with entrepreneurial flair.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ACCOUNTING)

Course Code: BBRA

Campus: Offshore.

Course Objectives
The course aims to provide graduates with the necessary skills to manage a wide range of financial and risk management activities in addition to developing a sound business education. The course also aims to teach students the necessary skills to perform a wide range of accounting activities.

Course Duration
The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
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<td>12</td>
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<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
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<td>2</td>
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<tr>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
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<td>3</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
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<td>3</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
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<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
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<table>
<thead>
<tr>
<th>Specialisation Units of Study – Financial Risk Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO2441 PERSONAL FINANCIAL PLANNING</td>
</tr>
<tr>
<td>BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT</td>
</tr>
<tr>
<td>BEO2254 STATISTICS FOR BUSINESS AND MARKETING</td>
</tr>
<tr>
<td>BEO2401 RISK MANAGEMENT AND INSURANCE</td>
</tr>
<tr>
<td>BEO2431 RISK MANAGEMENT MODELS</td>
</tr>
<tr>
<td>BEO3347 PLANNING FOR LONG TERM WEALTH CREATION</td>
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<td>BLO2206 TAXATION LAW AND PRACTICE</td>
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<table>
<thead>
<tr>
<th>Specialisation Units of Study – Accounting</th>
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<tr>
<td>BAO1107 ACCOUNTING INFORMATION SYSTEMS</td>
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<td>BAO2202 FINANCIAL ACCOUNTING</td>
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<tr>
<td>BAO2203 CORPORATE ACCOUNTING</td>
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<tr>
<td>BAO2204 MANAGEMENT ACCOUNTING</td>
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<tr>
<td>BAO3309 ADVANCED FINANCIAL ACCOUNTING</td>
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<td>BAO3307 CORPORATE FINANCE</td>
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<td>BAO3312 ADVANCED MANAGEMENT ACCOUNTING</td>
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<tr>
<th>Professional Development Units of Study</th>
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<tr>
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</tr>
<tr>
<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
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<tr>
<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
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BACHELOR OF BUSINESS (RETAIL COMMERCE) (I)

Course Code: BBTC

Campus: Footscray Park, Sunway-Malaysia.

Course Objectives
The course aims to provide a sound business management education together with a specialisation in the principles and practices of retail commerce.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.*

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

### Credit Point EFTSL SC Band

#### Core Units of Study

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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BAO1101</td>
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<td>0.125</td>
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<td>BCO1102</td>
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#### Specialisation Units of Study

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<tr>
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<td>BUSINESS STATISTICS</td>
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<tr>
<td>BEO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
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<td>BLO1105</td>
<td>BUSINESS LAW</td>
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<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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#### Professional Development Units of Study

<table>
<thead>
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<tbody>
<tr>
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<td>BFP3001</td>
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</table>

### BACHELOR OF BUSINESS (TRANSPORT AND LOGISTICS)

**Course Code:** BBTL

This course is NOT available to commencing students.

**Campus:** Werribee.

**Course Objectives**
The course aims to offer broad based business education to undergraduate students and to focus particular attention on transport, distribution, logistics and other transport related industries and issues.

**Course Duration**
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
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<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
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<tr>
<td>BEO1103</td>
<td>MICROECONOMIC PRINCIPLES</td>
<td>12</td>
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<tr>
<td>BEO1104</td>
<td>MACROECONOMIC PRINCIPLES</td>
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<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
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<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
<td>0.125</td>
<td>1</td>
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<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
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</table>

#### Specialisation Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>BAO2500</td>
<td>TRANSPORT FINANCIAL PLANNING</td>
<td>12</td>
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<tr>
<td>BEO3201</td>
<td>DISTRIBUTION MANAGEMENT AND OPERATIONS</td>
<td>12</td>
<td>0.125</td>
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<tr>
<td>BEO3418</td>
<td>GLOBAL TRANSPORT ECONOMICS</td>
<td>12</td>
<td>0.125</td>
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<tr>
<td>BEO3432</td>
<td>STRATEGIC INTERNATIONAL TRADE OPERATIONS</td>
<td>12</td>
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<td>BEO3500</td>
<td>TRANSPORT LAW</td>
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#### Support Units of Study

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<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEO2254</td>
<td>STATISTICS FOR BUSINESS AND MARKETING</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
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<tr>
<td>BEO3500</td>
<td>APPLIED ECONOMICS RESEARCH PROJECT</td>
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</table>

#### Recommended Electives

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO2503</td>
<td>TRANSPORTATION INFORMATION SYSTEMS</td>
<td>12</td>
<td>0.125</td>
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<tr>
<td>BHO2253</td>
<td>BUSINESS TO BUSINESS MARKETING</td>
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<tr>
<td>BMO3320</td>
<td>INTERPERSONAL AND ORGANISATIONAL NEGOTIATION</td>
<td>12</td>
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</table>

### Electives

Five Approved Units of Study, two of which may be Co-operative Education.
BACHELOR OF BUSINESS (HONOURS) (APPLIED ECONOMICS) (I)

Course Code: BHBA

Campus City: Flinders.

Course Objectives
The course aims to provide students with an understanding and awareness of the technical, professional and ethical requirements of advanced study in applied economics.

Course Duration
The course is offered on a full-time basis over one year or part-time equivalent. Students must complete 96 credit points through academic study in order to graduate. All units of study carry a value of 12 credit points with the exception of the Research Thesis which has a total value of 48 credit points.

Admission Requirements
To qualify for admission to the course students must have completed an appropriate undergraduate degree with credit average in results or equivalent.

Course Structure

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
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<td>ADVANCED MICROECONOMICS</td>
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<tr>
<td>BEO4430</td>
<td>BUSINESS RESEARCH METHODS</td>
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<td>0.1250</td>
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<tr>
<td>BEO4661</td>
<td>ADVANCED MACROECONOMICS</td>
<td>12</td>
<td>0.1250</td>
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<td>BEO4683</td>
<td>APPLIED ECONOMETRICS</td>
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</tr>
<tr>
<td>BEO4400</td>
<td>HONOURS RESEARCH THESIS (FULL-TIME)</td>
<td>48</td>
<td>0.5000</td>
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<tr>
<td>or</td>
<td>BEO4401 HONOURS THESIS (PART-TIME)</td>
<td>24</td>
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</table>

BACHELOR OF BUSINESS (HONOURS) (INTERNATIONAL TRADE) (I)

Course Code: BHBI

Campus City: Flinders.

Course Objectives
The course aims to provide students with an understanding and awareness of the technical, professional and ethical requirements of advanced study in international trade.

Course Duration
The course is offered on a full-time basis over one year or part-time equivalent. Students must complete 96 credit points through academic study in order to graduate. All units of study carry a value of 12 credit points except the Research Thesis which has a total value of 48 credit points.

Admission Requirements
To qualify for admission to the course students must have completed an appropriate undergraduate degree with a credit average in results or equivalent. Students must have satisfactorily completed the units of study Microeconomic Analysis and Macroeconomic Analysis in order to be considered for admission.

Course Structure

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
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<tr>
<td>BEO4403</td>
<td>ADVANCED MICROECONOMICS</td>
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<td>BUSINESS RESEARCH METHODS</td>
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<tr>
<td>BEO4400</td>
<td>HONOURS RESEARCH THESIS (FULL-TIME)</td>
<td>48</td>
<td>0.5000</td>
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<td>or</td>
<td>BEO4401 HONOURS THESIS (PART-TIME)</td>
<td>24</td>
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</table>

BACHELOR OF BUSINESS (HONOURS) (RETAIL MANAGEMENT) (I)

Course Code: BHBR

Campus City: Flinders.

Course Objectives
The course aims to provide students with an understanding and awareness of the technical, professional and ethical requirements of advanced study in retail management.

Course Duration
The course is offered on a full-time basis over one year or part-time equivalent. Students must complete 96 credit points through academic study in order to graduate. All units of study carry a value of 12 credit points with the exception of the Research Thesis which has a total value of 48 credit points.

Admission Requirements
To qualify for admission to the course students must have completed an appropriate undergraduate degree with a credit average in results or equivalent.

Course Structure

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<td>HONOURS RESEARCH THESIS (FULL-TIME)</td>
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<tr>
<td>or</td>
<td>BEO4401 HONOURS THESIS (PART-TIME)</td>
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<td>plus one approved elective</td>
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</table>
MASTER OF BUSINESS (INTERNATIONAL TRADE) (I)
Course Code: BMAN

Campus: City Flinders, Liaoning-China.

Course Objectives: The course aims to provide a comprehensive overview of international trade issues, methodologies and techniques, within the context of Australian business environments.

Course Duration: The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points.

Admission Requirements: To qualify for admission to the course an applicant must have normally successfully completed a relevant three year undergraduate degree together with relevant professional experience equivalent to an additional year of study, or a relevant four year undergraduate degree with a credit average, or an equivalent combination of substantial relevant experience and/or education/training.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure:

<table>
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<td>BE05305 INTERNATIONAL SUPPLY CHAIN STRUCTURE</td>
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<td>BE05601 ECONOMICS OF INTERNATIONAL TRADE</td>
<td>12</td>
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<td>BE05301 INTERNATIONAL ECONOMIC REGULATION</td>
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<td>BE05304 INTERNATIONAL BUSINESS OPERATIONS</td>
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<td>BE05303 STRATEGIC INTERNATIONAL TRADE FINANCE</td>
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<tr>
<td>Thesis Option:</td>
<td></td>
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<tr>
<td>Eight units of study taken from the above list plus:</td>
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<tr>
<td>BE07742 BUSINESS RESEARCH METHODS</td>
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<tr>
<td>BE07700 THESIS (FULL-TIME)</td>
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<tr>
<td>BE07701 THESIS (PART-TIME)</td>
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</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in International Trade. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF BUSINESS (BUSINESS ECONOMICS)
Course Code: BMBB

Campus: Offshore.

Course Objectives: The course aims to: apply economic and quantitative skills to the formulation and evaluation of economic policies and their implication to businesses in areas of marketing, and economic policies; and develop and apply the quantitative and research skills necessary for the collection, analysis and effective evaluation of economic and business data.

Course Duration: The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements: To qualify for admission to the course an applicant must have normally successfully completed a relevant three year undergraduate degree together with relevant professional experience equivalent to an additional year of study, or a relevant four year undergraduate degree with a credit average, or an equivalent combination of substantial relevant experience and/or education/training.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure:

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<tr>
<td>BE05566 INTRODUCTORY ECONOMETRICS</td>
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<td>BE06600 BUSINESS ECONOMICS</td>
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<tr>
<td>BE05567 INTERNATIONAL ECONOMICS</td>
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<td>BE06601 ECONOMIC ANALYSIS</td>
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<td>BE06501 QUANTITATIVE ANALYSIS</td>
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<td>BE05305 INTERNATIONAL SUPPLY CHAIN STRUCTURE</td>
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<td>BE07742 BUSINESS RESEARCH METHODS</td>
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<tr>
<td>BE05603 ECONOMETRICS AND FORECASTING</td>
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<td>BE05604 INTERNATIONAL BUSINESS ENVIRONMENT</td>
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<tr>
<td>BE05602 ADVANCED MANAGERIAL ECONOMICS</td>
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</table>
On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Business Economics. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF BUSINESS (FINANCIAL RISK MANAGEMENT) (I)**

**Course Code:** BMFR

**Campus** City Flinders, CUFFE China.

**Course Objectives**
The course provides a unique opportunity for practicing financial advisors and others working in the financial risk management sector to gain a specialist degree that is both practical, being tailored to the needs of the industry, and career oriented, combining formal units of study related learning and strategy development. The course aims to train students for professional careers in financial planning, fund management, securities trading and risk management.

**Course Duration**
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have normally successfully completed a relevant three year undergraduate degree together with relevant professional experience equivalent to an additional year of study, or a relevant four year undergraduate degree with a credit average, or an equivalent combination of substantial relevant experience and/or education/training.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<td>ACCOUNTING SYSTEMS AND PROCESSES</td>
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<td>BA05534</td>
<td>BUSINESS FINANCE</td>
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<td>BUSINESS RESEARCH METHODS</td>
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<td>BA0618</td>
<td>STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT</td>
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<tr>
<td>BEO6618</td>
<td>RISK MODELS AND MANAGEMENT</td>
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<td>BEO6617</td>
<td>BUSINESS RISK AND PLANNING</td>
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<td>ETHICS IN FINANCIAL MARKETS</td>
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</table>

On completion of four approved units of study students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT) (I)**

**Course Code:** BMGL

**Campus** City Flinders.

**Course Objectives**
The course aims to train students in the economics and operations of global logistics and transport in the main areas of study specifically relevant to this industry sector. In particular the focus is upon the skills and techniques required for employment in the logistics and transport sectors in senior management roles.

**Course Duration**
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have normally completed successfully a degree or equivalent qualification. In the absence of formal qualifications an applicant must have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
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<td>BEO5304</td>
<td>INTERNATIONAL BUSINESS OPERATIONS</td>
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<td>BEO5305</td>
<td>INTERNATIONAL SUPPLY CHAIN STRUCTURE</td>
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<td>BEO5306</td>
<td>SUPPLY NETWORKS AND LOGISTICS STRATEGY</td>
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<td>BEO5307</td>
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<td>BEO5321</td>
<td>PORT AND TERMINAL ECONOMICS</td>
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<td>BEO5322</td>
<td>COMMERCIAL SHIPPING ECONOMICS</td>
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<td>BEO5323</td>
<td>GLOBAL AVIATION ECONOMICS</td>
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<td>BEO5567</td>
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<td>RCM6021</td>
<td>LOGISTICS SOLUTIONS AND SYSTEMS</td>
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</tr>
</tbody>
</table>

On completion of four approved units of study students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.
DOCTOR OF PHILOSOPHY

Course Code: BPEE

Campus City Flinders.

Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Applied Economics. Academic staff with suitable qualifications and proven research skills supervise students undertaking economic related projects.

Course Duration
The course normally requires four years of full-time study or part-time equivalent.

<table>
<thead>
<tr>
<th>Course Structure</th>
<th>Credit Point</th>
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<td>BEO8003 PHD (RESEARCH) (PART TIME)</td>
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DOCTOR OF PHILOSOPHY

Course Code: BPPE

This course is not available to commencing students.

Campus City Flinders.

Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Applied Economics. Academic staff with suitable qualifications and proven research skills supervise students undertaking economic related projects.

Course Duration
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.

<table>
<thead>
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<th>Course Structure</th>
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<tr>
<td>BEO8002 PHD (RESEARCH) (FULL TIME)</td>
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</table>

MASTER OF BUSINESS [BY RESEARCH] (I)

Course Code: BRAE

Campus City Flinders.

Course Objectives
The Master of Business by Research can be offered by the School of Applied Economics. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

Course Duration
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

<table>
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<td>BEO9801 RESEARCH THESIS (PART TIME)</td>
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</table>

GRADUATE CERTIFICATE IN STATISTICS

Course Code: BTST

Campus Course may be available through Australian Bureau of Statistics, only.

Course Objectives
The course is a professional program targeted at upgrading the skills of Australian Bureau of Statistics (ABS) practitioners. The course aims to prepare graduates with the ability to use, analyse and interpret a range of statistical methods and produce accessible multi-level reports. The course will provide broad training in statistics, survey research, sampling design, data analysis including graphics and data visualisation, statistical software, databases and issues of statistics.

Course Duration
The course may be offered on a part-time basis over two semesters. All units of study carry a value of 12 credit points. Students must complete 48 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree and be employed in or intend to be employed in a position associated with business economics or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Course Structure</th>
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<tr>
<td>BEO5500 PROBABILITY AND DATA ANALYSIS</td>
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<td>BEO5501 SAMPLING AND INFERENTIAL STATISTICS</td>
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<td>BEO5502 REGRESSION AND TIME SERIES MODELLING</td>
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<td>BEO7742 BUSINESS RESEARCH METHODS</td>
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</table>
SUBJECTS

Below are subject details for courses offered by the School of Applied Economics in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BFB3512 ENVIRONMENTAL LEGISLATION AND ECONOMICS
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study is a service unit of study for the Faculty of Health, Engineering and Science. Topics include introduction to law, types of legislative enactments and the Australian court system. Applications of acts, regulations and other laws and policies to development proposals, managerial responsibilities and environmental protection. Overview of relevant provisions of a range of environment-related legislations. Cost/benefit, cost effectiveness and input-output analysis. Valuation techniques for externalities, assessment of social values, utility and elasticity considerations, economic instruments of environmental policy including taxes, charges and levies, environmental damage rights and credits, performance bonds, tradeable rights.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 30%; Examination, 70%.

BEO1101 QUANTITATIVE TECHNIQUES FOR BUSINESS
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil.
Content This is an elective unit designed to provide the opportunity for students who have entered a Bachelor of Business (BBus) program at VU without successfully completing an upper secondary school mathematics unit to acquire the basic quantitative knowledge and skills deemed necessary/desirable for BBus study. Topics include: numbers; mathematical notation; calculator use; working with formulae; solution of equations; tables and graphs; linear functions; and financial mathematics.
Required Reading Nil.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of practical session and one hour lecture.
Assessment The assessment in this unit will consist of two, 1-hour, written tests (20% each) and one, 2-hour, written examination (60%). The first test will be conducted in week 4 of the semester and will satisfy the purpose, in part, of assisting to identify “at risk” students.

BEO1103 MICROECONOMIC PRINCIPLES
Campus City Flinders, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.
Prerequisite(s) Nil.
Content This is the first of two Economic Principles units of studies. The unit of study aims to provide a study of basic economic principles, to develop an introduction to economic methods, and to apply these principles and methods to aspects of the Australian economy. Topics include: introduction to economics, nature, method and objectives of economics; the economising problem, relative scarcity, production possibilities, opportunity costs, nature of economic resources; the market economy, demand and supply, theory and applications, including pricing ceilings, price floors, tariffs and taxes. Theory of the firm, production and costs.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Continuous assessment, 50%; Final examination, 50%.

BEO1104 MACROECONOMIC PRINCIPLES
Campus City Flinders, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.
Prerequisite(s) Nil.
Content This unit of study aims to develop the basic macroeconomic principles applicable to the Australian economy and familiarise students with the macroeconomic environment within which Australian business operates. Topics include: the measurement of macroeconomic performance with reference to national income accounting and trade cycle analysis; the classical economic model and the Keynesian revolution; Keynesian economics and the theory of income determination; monetary influences on aggregate economic activity; inflation, unemployment; traditional demand management; the Phillips Curve revisited; income policies; the foreign trade sector and policies for external balance.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Examination, 60%; Continuous Assessment, 40%.

BEO1105 ECONOMIC PRINCIPLES
Prerequisite(s) Nil.
Content This unit of study introduces students to the fundamental principles of economics applicable to world economies and familiarises students with both the micro and macroeconomic environments within which these economies operate. This unit also aims to introduce students to the elementary economic analytical tools most often used by economists and business analysts in business decision making and economic policy development. In this unit of study students will be provided with an introduction to the nature, method and objectives of economics and to the discipline’s evolution in the historical context. It will then examine the demand for economic resources, the market economy, demand and supply theory, and production and costs with special emphasis on the applications of economic theories in business problem solving and decision making. The unit will also examine broader economic issues to gain an appreciation of the macroeconomic environment affecting all businesses in the economy. Students will be introduced to the measurement of macroeconomic performance with reference to national accounts and economic growth. Students will further consider the domestic banking system, international monetary system, free trade and protection and economic variables such as inflation and exchange rates. Students will also gain an appreciation of the workings and limitations of macroeconomic policies in ensuring sustainable domestic economic growth in the challenging climate of globalisation. This unit will enable students to develop and refine their skills to undertake other units of study with advanced standing.
Learning Outcomes On completion of this unit, students should be able to: • Appreciate the micro and macroeconomic environments affecting all businesses in the economy • Understand the evolution of economics as an academic discipline and its pivotal role in business education • Exploit the market forces in determining output and price • Apply economic theories in business problem solving • Evaluate the macroeconomic performance using the national accounting method • Identify the objectives of macroeconomic policy and the limitations of macroeconomic policy instruments • Distinguish between the different types of macroeconomic policy instruments and their relative effectiveness • Analyse the domestic banking system • Discuss external economic relations and their impact on the domestic economy • Examine exchange-rate determination • Explore global economic issues affecting the domestic economy.
Class Contact 3 hours per week usually in lecture and tutorial format.
Assessment Final Examination: 60% (duration 3 hours); In Course Assessment: Class Test 20% (Duration 1 hour), Assignment 20% (conducted in an examination environment).
BE01106 BUSINESS STATISTICS
Campus City Flinders, Footscray Park, Werribee, Sunbury, AABC-Lioning-China, CUHK-Hong Kong, HKIT-Hong Kong, Kasetsart-Bangkok, Sunway-Malaysia.
Prerequisite(s) Nil.
Content This unit of study enables students to acquire the skills and techniques required to analyse data in a business environment. Topics include: introduction to statistics; descriptive statistics; introduction to probability and probability distributions; normal probability distribution; sampling distributions and parameter estimation; hypothesis testing; simple linear regression and correlation; time-series analysis and forecasting; index numbers. Use will be made of a statistical computer package.
Learning Outcomes. On completion of this unit, students should be able to: Understand the importance of statistical methodology to the business professional; Use a variety of graphical and numerical descriptive summary measures relating to data sets; Calculate and interpret elementary probabilities and use them in statistical applications; Apply the concept of Binomial, Poisson and Normal probability distributions in statistical problems; Understand the distribution of sample means and proportions, and their role in statistical inference; Construct and interpret confidence interval estimates of population means and proportions; Understand the relationship between the level of confidence, precision and sample size; Conduct one and two sample hypothesis tests concerning population means and proportions; Use linear regression and correlation to model relationships between economic variables; Understand time-series decomposition and construct seasonal indices for seasonal adjustment; Use simple forecasting methods and evaluate alternative forecasting models; Calculate and use simple and weighted aggregate indices, and real values; and Conduct statistical analysis using Microsoft Excel.
Class Contact Equivalent to three hours per week. Normally to be delivered as a three-hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class tests/assignments, 40%; Final Examination, 60%.

BE01195 GLOBAL RETAILING
Campus Footscray Park.
Prerequisite(s) Nil.
Content With the economic growth of developing countries and the trend toward economic unification, interest in global retailing, buying and merchandising has never been greater. This unit of study focuses on the reasons and implications for retail internationalisation; growth of global retailing, forms of global retailing, and method of entry into various international markets. Topics include: the challenges faced by retailers around the world; the differences in retailing between the developed world and developing countries; the benefits and drawbacks of retailing in multinational markets. This unit of study provides a conceptual foundation for understanding how different legal, social and economic environments affect the sourcing and distribution of consumer goods and services around the world. Current retail market structures are analysed in selected countries, mixing anecdotes with important concepts from economic theory. The unit integrates fundamental economic principles with practical, decision-making principles that are required to exchange goods and services. Cultural and sub-cultural diversity, both domestic and international, are emphasised and ethical values are examined in the larger context of the place of global retailing in society.
Learning Outcomes On completion of this unit of study, students will become aware that if retail firms are to progressively grow and stay profitable, they would have to participate in the global environment and would be impacted by global competition, global sourcing, differing technologies and varying legislation in different countries. Students will appreciate how global retail firms structure their organisation, take advantage of business opportunities, increase revenue streams, promote and conduct statistical analysis using Microsoft Excel.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 3000 words, 30%; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

BE01252 INTERNATIONAL BUSINESS CONTEXT
Campus City Flinders, Footscray Park, Werribee, Sunbury, AABC-Lioning-China, CUHK-Hong Kong.
Prerequisite(s) Nil.
Content This unit of study examines the context in which business decisions are made. Topics include: cultural, political, legal, social environment; trade and investment theories and patterns; trade and investment barriers; international business dispute settlement mechanisms; the globalisation of markets; international economic alliances; research institutions; international business strategy; multinational corporations and other business organisations.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Two Tests (2x 40), 80%; Assignment, 20%.

BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS
Campus Footscray Park.
Prerequisite(s) Nil.
Content The unit of study aims to develop a command of the basic mathematical tools used in the analysis of many economics and business problems. Topics include: economic models (linear, quadratic, cubic, rational and exponential); equilibrium analysis: the concept of derivatives; rules of differentiation; marginal functions, optimisation and elasticity; partial differentiation; partial elasticities and unconstrained optimisation (two variables).
Learning Outcomes On completion of this unit, the student should be able to: Demonstrate a sound knowledge and understanding of the application of a variety of basic mathematical functions in the description of economic and business models; Understand and utilise appropriate mathematical notation and techniques for the solution of problems related to the modelling of economic and business situations; Understand the application of the gradient of a curve in providing information about the rate at which the dependent variable changes with respect to the independent variable in an economic or business situation; Apply the rules of differentiation to the basic mathematical functions used in the modelling of economic and business situations; and Understand and utilise the mathematical notation, terminology and basic techniques of the differential calculus to economic and business applications.
Class Contact Equivalent to three hours per week. Normally to be delivered as a three-hour seminar or in a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Tests, 40%; Examination, 60%.

BE02254 STATISTICS FOR BUSINESS AND MARKETING
Campus City Flinders, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, Liaoning-China.
Prerequisite(s) BE01104 Business Statistics.
Content This unit of study provides an understanding of the use of statistical techniques in analysing marketing and business problems. Topics include: sampling methods and estimation of point and interval estimates; application of classical and non-parametric tests; goodness of fit test: and introduction to regression and time-series analysis. Use will be made of an appropriate statistical package.
BE02263 MACROECONOMIC ANALYSIS
Campus Footscray Park, Sunbury.
Prerequisite(s) BEO1105 Econometric Principles.
Content This unit of study provides a comprehensive introduction to the mathematical, professional and business problems of contemporary economic/business problems. The emphasis is on the development of practical skills. Topics include: simple and multiple linear regression, model specifications, diagnostics in regression analysis; relative measures of fit and explanatory power; and special topics in regression.
Required Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments , 50%; Final examination, 50%.

BE02284 BUSINESS FORECASTING METHODS
Campus Footscray Park.
Prerequisite(s) BEO1105 Economic Principles, BEO1106 Business Statistics.
Content This unit of study aims to acquaint appropriate forecasting tools used at strategic or tactical levels of management and to provide skills in applying these tools to economic and business data for policy formulation. Topics include: introduction to forecasting and economic indicators used in economics and business; selecting the right forecasting technique; qualitative forecasting models; quantitative forecasting methods; forecasting errors; evaluation of forecasting methods; combining forecasts.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 50%; Final examination, 50%.

BE02302 EUROPEAN BUSINESS ENVIRONMENT
Campus Footscray Park.
Prerequisite(s) BEO1252 International Business Context.
Content This unit of study aims to build upon the macroeconomic theory previously covered, in order to further rigorous analytical treatment. Topics include: mathematical tools; indeterminacy analysis and utility maximization; demand analysis; production and costs; profit maximization and supply; perfect competition; the perfectly competitive model and microeconomic policies; monopoly and imperfect competition; markets for factors of production; market failure, externalities and public goods.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test, 20%; Assignment 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.
Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Case studies, 40%; Final examination, 60%.

BEO2401 RISK MANAGEMENT AND INSURANCE
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil
Content
The aim of the unit of study is to provide students with knowledge of insurance and how it can be used to manage risk plans for individuals and small firms.
Learning Outcomes
The learning outcomes are (i) Knowledge of insurance and insurance industry; (ii) Able to understand how insurance is used to manage risk; (iii) Able to prepare an insurance-based risk management plan for same risk exposure.

Required Reading
To be advised by lecturer.

Recommended Reading

Class Contact
Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Final examination, 60%; Assignment, 40%.

BEO2403 INTRODUCTION TO MUSIC BUSINESS
Campus Footscray Park.
Prerequisite(s) Nil
Content
This unit of study provides an overview of the contemporary music industry and the economic relationship between its various elements. Topics include: principles and issues of copyright; managerial skills; the importance of marketing; business acumen; and comparisons with international territories; the relevant financial implications, legislative and regulatory requirements which impact on the music industry; and a summary of the different music industry business practices in Asia, Europe and America.

Required Reading

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Continuous assessment, 50%; Final examination, 50%.

BEO2404 ELECTRONIC TRADING
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BEO1105 Economic Principles.
Content
To familiarise students with the concepts of electronic trading and associated business processes. Students will be given an insight into the application of the various technologies in business so as to operate more efficiently and effectively in today's competitive environment. The unit of study consists of discussion and analysis of trading applications at both domestic and international levels. In the context of making the firm more competitive, the contents include: features of electronic purchase and electronic supply through electronic commerce enablement; aspects of on-line ordering, invoicing and stock control towards managing business with greater accuracy and certainty; stackless inventory, paperless transactions, integrated logistic operations; implications for inventory warehousing and transport; flexible deliveries; efficient consumer response/quick response; Internet trading/research; cash flow implications of inventory controls; risks associated with international electronic commerce trading.

Required Reading
To be advised by lecturer

Recommended Reading


Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Research assignment (approx. 2500 words), 25%; Presentation (approx. 2500 words), 25%; Examination, 50%.

BEO2410 RISK ANALYSIS AND MANAGEMENT
Campus Footscray Park.
Prerequisite(s) BEO1106 Business Statistics.
Content
This unit of study provides an overview of the concepts and challenges associated with analysing and managing risk.

Required Reading
To be advised by lecturer.

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Case Study, 15%; Project 1, 15%; Project 2, 20%; Final examination, 50%.

BEO2431 RISK MANAGEMENT MODELS
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil
Content
Introduction to different types of risks, risk models and risk management, overview of investment and risk, introduction to the fundamental of financial mathematics, distribution of asset returns, risk in portfolio construction and management, the efficient market concept, option pricing models, the random walk hypothesis, volatility estimation, volatility and correlation analysis and volatility forecasting.

Required Reading

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Assignments, 40%; Final Examination, 60%.

BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS
Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC/laoning China, Sunway-Malaysia.
Prerequisite(s) Nil
Content
The unit of study aims to provide students with an understanding of a full range of storage and handling decisions that firms are required to take as various goods and services make their way from the points of origin or manufacture to the points of consumption, both globally and in local markets. Depending on the nature of the product being distributed and the channels of distribution being utilised, students will learn that the different types of warehouse design including, facility sizing, financial type, configuration, space layout, dock design, material handling system and stock layout. To provide participants with an understanding of the operational factors and concepts that enable organisations to deliver reliable and cost effective service to their customers. Topics include: major components of the distribution functions, the inter-relationship between these components, and the importance to the organisation of an integrated logistics management system that drives the distribution function, in terms of being able to optimise all elements of trade.

Learning Outcomes
On completion of this unit of study will enable students to understand: the principles of customer service and customer order processing; the role and function of warehousing and distribution within the logistics model and process; the principles of location and design of distribution facilities, associated storage and equipment; the principles of planning and scheduling warehouses, distribution centres and distribution channels; the use of standards, tracking devices
and performance measurements in distribution, awareness of HR issues in warehouses operations.

**Required Reading** K. Ackerman, 2000, Warehousing Profitably, Ackerman Publications, Columbus, OH.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

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**BEO3202 SUPPLY PRINCIPLES**

_Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning China, Sunway-Malaysia._

**Prerequisite(s)** Nil

**Content** The unit of study aims to provide students with an understanding of the financial and operational importance of supply chain to the output of goods and services plus then administration of the organisation. Topics include: the elements of Procurement; steps in the buying process, planning the buy and selecting suppliers; planning negotiations with suppliers; administering the contract; measuring performance of the buy and the contract.

**Learning Outcomes** Through an analysis of supply chain systems, students will develop an awareness of the importance of good relationships with suppliers of goods and services; understand the various approaches in managing the relationship with suppliers; understand the structure and uses of total cost, value for money and value/ cost analysis. Students will develop an integrated understanding of the purchasing function, drawing on the many disciplines - from ethics and human resources to supply, sourcing and strategy - that all contribute to a full knowledge of purchasing practice and techniques. Students will also gain an international perspective on global sourcing and supply chain management.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; 3000 words; Case study, 20%; Final examination, 40%.

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**BEO3203 SUPPLY AND VALUE NETWORKS**

_Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning China, Sunway-Malaysia._

**Prerequisite(s)** Nil

**Content** The unit of study aims to provide an understanding of the business supply networks that surround an organisation on a global basis and the considerations required in the design and structure of the network. Topics include: global business and the structure of supply networks; industrial and support capacity and its relationship to demand and supply; behaviour through power and relationships through ownership, control and influence in supply networks; uncertainty and risk in supply networks; improving business outcomes in the supply network through revenue management and strategic alliances; design and costs of supply networks.

**Learning Outcomes** On completion of this unit of study, students will gain an understanding of the structure of supply networks and the roles that various logistics service providers have in the success of a principal organisation; also the effects of capacity constraints, behaviour and uncertainty on the operation of the network.

**Required Reading** Christopher, M., 2005, Logistics and Supply Chain Management- Creating Value-Adding Networks, 3/e, Prentice-Hall.

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**BEO3257 ECONOMICS OF RETAILING**

_Campus Footscray Park._

**Prerequisite(s)** BEO3296 Buying and Merchandising.

**Content** The unit of study provides students with an understanding of the structure, conduct and economic performance of the Australian retailing industry. Topics include: concentration and competition in Australian retailing markets; the nature of market conduct in relation to various market structures in the retailing industry, including pricing, product, advertising and promotional strategies; government policies; evaluation of the economic performance of the industry on the basis of efficiency, progressiveness, full employment, price stability and competition.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 10%; Assignment (A group of 3 students) and oral presentation of the assignment, 20%; Tutorial exercises, 10%; Final examination, 60%.

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**BEO3296 BUYING AND MERCHANDISING**

_Campus Footscray Park._

**Prerequisite(s)** BEO1195 Global Retailing

**Content** This unit of study is designed to provide students with an understanding of the activities and strategies involved in merchandise management and their significance for a successful performance of a retail venture. The unit familiarizes students with the principles and terminology important in understanding profitable merchandising. Topics include: planning merchandise assortments; buying systems; buying merchandise; negotiating with vendors; fundamental principles and techniques of merchandising mathematics; pricing strategies; performance measures; store layout, design, and visual merchandising.

**Learning Outcomes** On completion of this unit of study, students should be able to understand the importance of merchandise management in developing an effective retail strategy; develop merchandise assortment and budget plans; evaluate merchandise performance; determine merchandise sources; understand buying systems and related issues; identify alternative pricing strategies; recognise the elements and importance of store layout, design and visual merchandising strategies.


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**BEO3204 ECONOMICS OF RETAILING**

_Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning China, Sunway-Malaysia._

**Prerequisite(s)** Nil

**Content** The unit of study provides students with an understanding of the significance of retail business activities in the economy of Australia; the structure of retailing and its relationship to demand and supply; behaviour through power and relationships through ownership, control and influence in retailing networks; uncertainty and risk in retailing networks; improving business outcomes in the retail network through revenue management and strategic alliances; design and costs of retail networks.

**Learning Outcomes** On completion of this unit of study, students will gain an understanding of the structure of retail networks and the roles that various factors implicated in the success of a principal organisation; also the effects of capacity constraints, behaviour and uncertainty on the operation of the network.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

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**BEO3205 ECONOMICS OF RETAILING**

_Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning China, Sunway-Malaysia._

**Prerequisite(s)** Nil

**Content** The unit of study provides students with an understanding of the structure, conduct and economic performance of the Australian retailing industry. Topics include: concentration and competition in Australian retailing markets; the nature of market conduct in relation to various market structures in the retailing industry, including pricing, product, advertising and promotional strategies; government policies; evaluation of the economic performance of the industry on the basis of efficiency, progressiveness, full employment, price stability and competition.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 10%; Assignment (A group of 3 students) and oral presentation of the assignment, 20%; Tutorial exercises, 10%; Final examination, 60%.
BE03301 THE ENTERTAINMENT ECONOMY
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study introduces students to the economics, finance and production of entertainment-related goods and services. Each major industry sector is reviewed and analysed including film, television, music, broadcasting, cable television, sports and performing arts, and how assets such as copyrights, image and brand names are being exploited to add value in other industries. The unit of study will also investigate the international dimensions of these industries and the emergence of transnational mega-entertainment corporations and their impact on international business and trade.
Recommended Reading Passman, D., 1998, All You Need to Know About the Music Business, Simon and Schuster, New York, USA.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case studies, 50%; Examination, 50%.

BE03302 OPTIONS AND FUTURES MARKETS
Campus Footscray Park, Werribee.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an understanding of the valuation and hedging of options, forward contracts, futures contracts, swaps, and other derivatives that exist in rapidly growing financial sectors around the globe. Topics included are: Introduction to financial instruments; Futures and Forward Markets; Forward and Futures Prices and Hedging Strategies; Interest Rate Futures; Swaps; Stock Options; Trading Strategies; Introduction to Binomial Trees; The Black-Scholes Model; Options on Stock Indices, Currencies, and Futures; Hedging Strategies; and Valuation Using Binomial Trees.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 60%; Final Examination, 40%.

BE03304 ETHICAL INVESTMENT
Campus Footscray Park, Werribee.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an understanding of the rapidly-growing ethical investment market in Australia and overseas, and examines definitional parameters, ethical portfolio choice, risk and return of ethical portfolios, emerging trends in investor awareness, and ethical fund management. Topics included are: Introduction to Ethical Investment; Portfolio choice and Screening; Screening and Risk; the Return to Ethical Investment; Ethical Issues and Investor Awareness; Ethical Investment and Superannuation Fund Management; Ethical Investment Consulting.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 50%; Tests, 10%; Final Examination, 40%.

BE03319 ASIAN BUSINESS ENVIRONMENT
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study provides an introduction to the business practices and methods employed in the Asian business environment. It also examines some of the main characteristics of, and dynamics underlying, this environment in countries of Southeast and Northeast Asia. Topics include: country profile and risk assessment; trading relationships; regulatory regimes and relations between business and government; government trade and business policies; strategic implications of business groups and alliances; culture and business practices; cross-cultural awareness; industrial relations and management styles; market potential and marketing in Asia; business expansion strategies and entry modes; and corporate governance.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 30%; Final Examination, 50%; Test, 20%.

BE03347 PLANNING FOR LONG TERM WEALTH CREATION
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil.
Content The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of wealth creation and retirement planning. Students will gain a broad understanding of retirement and wealth creation, wealth creation and taxation planning, superannuation, termination payment, retirement income streams and the role of the financial planner in pre-retirement counselling.
Required Reading BT Technical Team, 2001, BT Super Book, BT Funds Management, Australia.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Mid-Term Examination, 20%; Final Examination, 50%; Assignments, 30%.

BE03366 ECONOMIC POLICY AND RESEARCH
Campus Footscray Park.
Prerequisite(s) BE01105 Economic Principles.
Content This unit of study aims to apply principles of macroeconomic and microeconomic theory and policy in the analysis of selected economic problems and discuss the range of economic policy responses put forward in the context of a critical understanding of economic theory. Topics will vary according to the nature of contemporary economic issues and problems but may include: taxation reform; infrastructure privatisation, employment policy; and the political economy of macroeconomic policy.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test, 20%; Assignment 30%; Final examination, 50%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.
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BE03378 INTERNATIONAL ECONOMICS AND FINANCE
Campus City Flinders, Footscray Park, Sunway-Malaysia, AABC-Liasoning-China, CUFE-China, CIT-Hong Kong, Kasertat-Bangkok.
Prerequisite(s) BE01105 Economic Principles.
Content The unit of study aims to provide an introduction to international economic concepts and theories in order to explain and to emphasise on their current applications. Topics include: the basis for international trade; the gains from international trade; international trade patterns; the structure and composition of international trade flows; the economic implications of barriers to free trade; regional economic integration; balance of payments; exchange rate determination and foreign exchange markets; international banking system.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case study/assignment, 20%; Test, 20%; Examination, 60%.

BE03404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY
Campus Footscray Park.
Prerequisite(s) BE02403 Introduction to Music Business.
Content This unit of study provides students with an overview of the international music industry, the players, international music business structure and major issues. Topics include: the basic principles of exporting and importing music products; the critical issues in implementing and overseeing tours; and a description of the major international music territories.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.

BE03406 STRATEGIC RETAILING
Campus Footscray Park.
Prerequisite(s) BE01195 Global Retailing, BH01171 Introduction to Marketing.
Content This unit of study is designed to provide a range of approaches aimed at assisting students to understand the opportunities and challenges faced in the retailing industry. Students will be exposed various decision making scenarios from a strategic management perspective in the context of globalisation with a view to grow and improve the retail firm's profitability.
Learning Outcomes On completion of this unit, students should be able to understand the organization of several types of retailing structures and the entrepreneurial quality required by retailers; appreciate the challenges and opportunities that the global environment provides to Australian retailers; appreciate the new approaches available to retailers for accelerated growth and profitability and recognise the important areas for strategic management decision making in the retail industry.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Tutorial exercises and coursework, 10%; Case study presentation, 10%; Final examination, 40%.

BE03408 MUSIC PUBLISHING AND RECORDING
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study introduces the students to the economics of copyright and the exploitation of copyright product in the music industry. It investigates the principles of music publishing and key sources of publishing income, including mechanical income, synchronisation with film or television, public performance and broadcast. The unit of study outlines the methods of collection, calculation and distribution of publishing income and investigates the economic structure of a music publishing business. It also investigates the role of collection societies and performing rights organisations (PRO's), both domestic and international, and the key characteristics and features of a publishing agreement.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case Studies, 50%; Examination, 50%.

BE03418 GLOBAL TRANSPORT ECONOMICS
Campus Werribee.
Prerequisite(s) BE01105 Economic Principles.
Content This unit of study introduces the application of theory to the analysis of operations, policies and challenges in the transport sector. This analysis is carried out against a background of the importance to an economy of a highly developed transport sector. Issues explored will centre on the transport of goods and people at both national and international levels. Topics include: regulation of the transport sector, with an emphasis on international movement of goods; structure of transport sector, pricing of transport services; transport reform, interaction between transport sector and the rest of the economy; economics of different transport modes.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments x 2 worth 30% each, 60%; Final examination, 40%.

BE03419 AIRFREIGHT ECONOMICS
Campus Werribee.
Prerequisite(s) BE01105 Economic Principles.
Content The unit of study introduces the principles of airfreight economics both in the domestic and international sector. Students will be exposed to the different challenges faced by services providers, such as freight forwarders and ground services, as well as passenger carriers. Topics include: industry and government regulations; an analysis of Australian and international airfreight systems; analysis of the role of freight passenger carriers. Topics include: industry and government regulations; an analysis of Australian and international airfreight systems; analysis of the role of freight passenger carriers.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Test, 20%; Final examination, 40%.
**BEO3430 INTERNATIONAL ECONOMIC ANALYSIS**

Campus City Flinders, Footscray Park, Sunway-Malaysia, AABC-Lioning-China, Kosetsart-Bangkok.

**Prerequisite(s)** BEO3378 International Economics and Finance.

**Content**

The unit of study builds upon the theories and concepts introduced in BEO3378 International Economics and Finance. Topics include: measurement and determinants of intra-industry trade; analysis of barriers to trade; political economy of trade; trade policy; exchange rate policy; international movement of labour and capital; multinational corporations and FDI; international finance and financial crises; trade and environmental issues; and international trade regulation.

**Learning Outcomes**

On completion of this unit, students should be able to:

- Apply international economic theories and concepts to rigorously analyse issues in relation to: intro-industry trade; arguments for and against protection; trade and the environment and labour standards; government policies toward the foreign exchange market; international lending and financial crises; trade policies for developing economies; international movement of labour; direct foreign investment; regulation of trade in international financial services; and WTO, trade and investment.

**Required Reading**


**Recommended Reading**


**Class Contact**

Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

- Test, 20%;
- Assignment, 20%;
- Final examination, 60%.

**Note**:

- Only hand-held non-programmable calculators may be used in examinations.

**BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS**

Campus Footscray Park, Werribee, Sunway-Malaysia, AABC-Lioning-China, Kosetsart-Bangkok.

**Prerequisite(s)** BEO1106 Business Statistics.

**Content**

Operations strategy; operations consulting; project management; facility layout; total quality management; electronic commerce; supply chain strategy; linear programming; strategic capacity management; facility location; Just-in-Time and Lean systems; market and foreign exchange forecasting; economic and political risk management; enterprise resource planning; aggregate planning; operations scheduling; simulation and the application of strategic decision making tools such as Waiting Line Management; statistical quality control; inventory control; material requirements planning.

**Required Reading**


**Recommended Reading**


**Class Contact**

Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

- Case studies, 30%;
- Class assessment, 10%;
- Final examination, 60%.

**BEO3433 FIELD RESEARCH PROJECT**

Campus Footscray Park.

**Prerequisite(s)** BEO1252 International Business Context.

**Content**

This unit of study will expose students to the cultural, political and regulatory environments in particular economic regions, with an initial emphasis on Europe and Asia. The basis of the unit of study is a study tour to select countries of a particular region. Students will visit important regulatory institutions, private enterprises and academic organisations, which will allow the observation of international business in action in the field. The tour will be preceded by a briefing session. Lectures on topics relevant to the unit of study may be provided by selected overseas universities. Students complete a diary during the course of the trip and write this up as an assignment on their return.

**Required Reading**


Transforming Thailand: choices for the new millennium, Department of Foreign Affairs and Trade.

**Recommended Reading**


**Class Contact**

Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

- Written report (5000 words maximum), 75%;
- Class presentation of report, 25%.

**BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY**

Campus City Flinders, Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BEO1105 Economic Principles.

**Content**

This unit of study focuses on the operation of the financial system and management of money in a real economy with special reference to Australia. Topics include:

- the financial sector and the real economy; the evolution of the financial system;
- financial institutions and markets; efficiency of the financial sector;
- monetary theory; and
government policy.

**Required Reading**


**Recommended Reading**


**Class Contact**

Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

- Assignment, 50%;
- Final examination, 50%.

**Note**: Any hand-held calculators may be used in examinations.

**BEO3447 COMMERCIAL BANKING AND FINANCE**

Campus City Flinders, Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BEO3446 Financial Institutions and Monetary Theory.

**Content**

This unit of study introduces students to a broader view of the changing commercial banking environment and to develop conceptual, analytical and decision making skills for the policy formulation and implementation areas in commercial banking and finance functions. Topics include: money flows in the economy; the nature of operation of intermediations; financial product and pricing policies; risk assessment and management; principles of lending and credit management; asset and liability management; prudential standards; regulation of the financial systems.

**Required Reading**


**Recommended Reading**


**Class Contact**

Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

- Assignment 60% (comprising Project Plan, 5%; Final Report, 30%;
- Computer Presentation, 10%; Oral Presentation, 15%;
- Final examination, 40%.

**BEO3500 APPLIED ECONOMICS RESEARCH PROJECT**

Campus City Flinders, Footscray Park, Werribee.

**Prerequisite(s)** BEO1106 Business Statistics; and the completion of 16 units of study in the student’s course.

**Content**

This unit of study will provide students with the opportunity, either individually or in teams of not more than three, to apply acquired skills and competencies to an approved applied research project. Project proposals will be developed in consultation with the unit of study lecturer and Course Co-ordinator and will relate to the relevant specialisation. Key Competencies to be covered include: the applied research process; working in teams; use of internet tools; appropriate use of software tools - spreadsheets, word, powerpoint and appropriate use of databases; principles of effective research report writing; developing oral presentation skills; peer evaluation and peer review.
Required Reading  

Recommended Reading  

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. 
Assessment: Best practice research assignment, 15%; Software tools task, 15%; Major research project - progress report, 10%; Final report, 40%; Report presentation to peers, 20%.

BEO3517 INTERNATIONAL TRADE PRACTICES  
Campus  
Footscray Park, Sunbury, Werribee, Sunway-Malaysia, AABC-Liaoning-China, CIT-Hong Kong, Kasetsart-Bangkok.

Prerequisite(s)  
BEO1105 Economic Principles

Content  
The unit of study introduces business students to the various export documents required to facilitate an international trade transaction, the instruments of trade finance, and the various methods of financing/settling exports and imports transactions. These processes will be introduced using industry-based computer software. Topics include: terms of delivery (Incoterms 2000 and others); rules or origin and customs valuation; determination of Voil and application of GSP to imports; customs declarations; quarantine requirements under the SPS and TBT agreements; foreign market access considerations and barriers to trade; quarantine permits; Import Risk Assessment; carriage of goods contracts; documentation and consolidated cargo; carrier liability and cargo insurance; exchange rates and associated risk management strategies; terms of payment; bank and non bank finance; country risk and customer risk assessment; credit risk assessment; credit risk insurance; countertrade; bartertrade; factoring; forfaiting; traditional methods of payment; prepayment, open account, bill of exchange, letter of credit (UCP 500, eUCp and ISBP). 
Learning Outcomes: On completion of this unit, students should be able to: 
Understand shipping terms and the process of negotiating terms of delivery; Generate necessary documents required to process a specific export transaction; Understand the various forms of international payments and trade settlements; and Evaluate foreign exchange risk and design appropriate risk management strategies.

Required Reading  

Recommended Reading  

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. 
Assessment: Four computer tests (1 hour at 5% each = 20%). Two practical assignments (5% each) = 10%. Two practical assignments (10% each) = 20%. Final Assessment: One computer test (1 hour) = 10% and one written practical test (2 hours) = 40%. Note: A student conference is run every year over two full days during Semester One teaching break and students are expected to attend this event.

BEO4123 GLOBAL LOGISTICS  
Campus  
City Flinders, Werribee.

Prerequisite(s)  
Nil

Content  
The unit of study aims to provide students with the skills to control strategically the logistics function in the context of the globalisation of business. In addition, the unit of study aims to enable students to master a range of domestic and international logistics challenges. Students will be exposed to a strategic perspective of supply chain management appropriate to firms in different stages of development and operating in various types of industries. Topics include: analysis of Australian and international supply chain systems; development of competitive logistics strategies; analysis of the role of intermediaries and vendor development methods; channel structure and control including conflict resolution; influence of product and promotional mix on the costs and efficiencies of logistics; elements of transportation, warehousing, inventory control and material handling; role of logistics for successful entry in local and international markets.

Required Reading  
Christopher, M., Logistics and Supply Chain Management, 3rd edn, Prentice-Hall.

Recommended Reading  

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. 
Assessment: Assignments, 60%; Final examination, 40%.

BEO4400 HONOURS RESEARCH THESIS (FULL-TIME)  
Campus  
City Flinders.

Prerequisite(s)  
BEO4430 Business Research Methods.

Content  
Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BEO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

Required Reading  
To be advised by lecturer

Recommended Reading  
To be advised by lecturer

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points. 
Assessment: Seminar presentation, 15%; Written thesis, 85%.

BEO4401 HONOURS THESIS (PART-TIME)  
Campus  
City Flinders.

Prerequisite(s)  
BEO4430 Business Research Methods.

Content  
Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BEO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

Required Reading  
To be advised by lecturer

Recommended Reading  
To be advised by lecturer

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester. 
Assessment: Seminar presentation, 15%; Written thesis, 85%.

BEO4403 ADVANCED MICROECONOMICS  
Campus  
City Flinders.

Prerequisite(s)  
BEO2264 Microeconomic Analysis.

Content  
This unit of study will aim to provide a detailed and rigorous approach to a number of central issues in microeconomics. Topics include: optimising behaviour; developments in demand theory and estimation; producer behaviour and business decision making; pricing decisions; efficient markets; new theories of the firm; the role of asymmetric information in advanced microeconomic analysis; the structure of the Australian economy; industry and competition policy; welfare economics; social choice theory; risk and uncertainty. 
Required Reading  
To be advised by lecturer

Recommended Reading  

Class Contact  
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. 
Assessment: Test, 20%; Case study, 15%; Project, 15%; Final examination, 50%.

BEO4430 BUSINESS RESEARCH METHODS  
Campus  
City Flinders.

Prerequisite(s)  
Nil

Content  
The unit of study introduces students to some of the issues involved in the production of research in applied fields; to enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Seminars will include: conceptualization of research problems; theoretical formulation and contextualisation.
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Students will be required to prepare a thesis proposal for presentation to the group, 100%. Satisfactory completion of this task is necessary prior to embarking on the thesis.

**BE04572 LOGISTICS**

*Campus*: City Flinders, Warribee.

**Prerequisite(s)**: BE03201 Distribution Management and Operations.

**Content**: The unit of study aims to provide students with the skills to control strategically the logistics function in the context of the globalisation of business. In addition, the unit of study aims to enable students to master a range of domestic and international logistics challenges. Students will be exposed to a specific perspective of supply chain management appropriate to firms in different stages of development and operating in various types of industries. Topics include: analysis of Australian and international supply chain systems; development of competitive logistics strategies; analysis of the role of intermediaries and vendor development methods; channel structure and control including conflict resolution; influence of product and promotional mix on the costs and efficiencies of logistics; elements of transportation, warehousing, inventory control and material handling; role of logistics for successful entry in local and international markets.


**Class Contact**: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**: Test on software tools, 10%; Test on best practice logistics, 15%; Major case study, 35%; Final examination, 40%.

**BE04661 ADVANCED MACROECONOMICS**

*Campus*: City Flinders.

**Prerequisite(s)**: BE01105 Economic Principles, BE02263 Macroeconomic Analysis.

**Content**: This unit of study provides a rigorous approach to macroeconomic analysis dealing in contemporary issues in the Australian economy. Topics include: alternative views of the business cycle; Keynesian theories of output fluctuations; comparisons of neo-classical and Keynesian models; aggregate supply function and the Keynesian model; theory of real business cycles and Lucas imperfect information model; staggered price adjustment; Fischer-Phelps and Taylor models; the slow growth model and theories of unemployment.

**Required Reading**: To be advised by lecturer.


**Class Contact**: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**: Test, 20%; Project, 15%; Case study, 15%; Final examination, 50%.

**BE04683 APPLIED ECONOMETRICS**

*Campus*: City Flinders.

**Prerequisite(s)**: Nil.

**Content**: This unit of study introduces students to the methodology and the role of data analysis including the place of econometrics in an overall research strategy. Topics include: econometric softwares; the classical linear regression model; properties of OLS and ML estimation and hypothesis testing and interval estimation; simultaneous equation models; diagnostic test statistics; ARCH and GARCH models; co-integration.

**Required Reading**: To be advised by lecturer.


**Class Contact**: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**: Class assignments, 30%; Project and term paper presentation, 30%; Final examination, 40%.

**BE05301 INTERNATIONAL ECONOMIC REGULATION**

*Campus*: City Flinders.

**Prerequisite(s)**: Nil.

**Content**: This unit of study identifies the major principles relating to the development of the world multilateral trading system and the method by which the international trading system is regulated by the World Trade Organisation. It also examines the means by which international trade is regulated by national governments, particularly in the areas of anti-dumping, trade in services, trade in intellectual property and investment. It adopts a multi-disciplinary approach, particularly in the areas of economics and law. Topics include: trade theory and public policy; the GATT, structure and principles; multilateralism and regionalism; anti-dumping in GATT and domestic legislation; the regulation of investment/government procurement policies; general agreement on trade and services; the GATT on trade and intellectual property; the World Trade Organisation - structure and function; international dispute resolution; and the future agenda/negotiations under WTO.

**Required Reading**: To be advised by lecturer.


**Class Contact**: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**: Assignments/Case Study, 30%; Class Test, 20%; Final examination, 50%.

**BE05303 STRATEGIC INTERNATIONAL TRADE FINANCE**

*Campus*: City Flinders.

**Prerequisite(s)**: Nil.

**Content**: This unit of study introduces students to practices and procedures required to facilitate international trade transactions, the instruments of trade finance and methods of financing exports, export strategies for entering foreign markets, country and customer risk assessment, government strategies to encourage exports (e.g. EMDG) and the export plan. Some of these procedures will be introduced with the inclusion of the latest computer software and electronic data interchange technology mimicking the use of on-line services. Students will also be introduced to the concepts of market access obligations of countries under the WTO, e.g. SPS and TBT agreements for import risk assessment, which have a direct relationship to the flow of international trade in goods. Topics include: customs and quarantine controls, export and import documentation, classification of goods and payment of duties and taxes, international payments instruments and trade settlement, foreign exchange exposure, market entry options, introduction to customer risk and country risk assessment and aspects of electronic trading.


**Class Contact**: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**: Continuous Assessment, 50%; Final examination, 50%.

**BE05304 INTERNATIONAL BUSINESS OPERATIONS**

*Campus*: City Flinders.

**Prerequisite(s)**: Nil.

**Content**: This unit of study examines the different methods of conducting international trade in goods and services. It involves a mixture of economic, management, marketing and legal principles. In identifying and understanding the limitations...
of a traditional export-based expansion program, alternative strategies involving one or more expansion methods are developed. Topics include: an overview of the imperatives and problems associated with trade expansion starting with the basic import/export transaction; the strategic aspects of distribution and agency arrangements; more complex international arrangements; strategic alliances focusing on contract manufacturing and agency service provision arrangements; and the challenges of intellectual property based and technology transfer agreements.

Required Reading To be advised by lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Term papers and presentation, 40%; Final examination, 60%.

BEOS305 INTERNATIONAL SUPPLY CHAIN STRUCTURE
Campus City Flinders, AABC-Liaoning China, Sunway-Malaysia.
Prerequisite(s) Nil.

Content This unit of study provides students with an appreciation of the role of logistics in achieving a competitive edge for firms in international business and an understanding of logistic variables in different countries and industries. Topics include: thoughts on global logistics, influence of trade pacts in defining global logistics; customer service; global logistics and physical distribution; role of third party logistics in international business; international distribution practices across companies; logistic support for international market entry; export processes; influence of global logistics on corporate profit; and planning, control and audit of global logistics in international decision environments.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Final examination (3 hours), 50%; Tutorial questions, 10%; Written issue paper, 40%.

BEOS306 SUPPLY NETWORKS AND LOGISTICS STRATEGY
Campus City Flinders, AABC-Liaoning China, Sunway-Malaysia.
Prerequisite(s) Nil.

Content The unit of study aims to provide an understanding of the supply network that surround an organisation on a global basis; the considerations required in the design and structure of the network and the influence that has in the design of an organisation's logistics strategy. Topics include: global business and the structure of supply networks; industrial and support capacity and its relationship to demand and supply; behaviour through power and relationships through ownership, control and influence in supply networks; uncertainty and risk in supply networks; improving business outcomes in the supply network through revenue management and strategic alliances; design and costs of supply networks; development of a logistics strategy for an organisation; Asia Pacific supply networks and particular challenges within this geographical area.

Learning Outcomes On completion of this unit of study, students will gain an understanding of the structure of supply networks and the roles that various logistics service providers have in the business cycle of their client organisation. Particular focus will be given to the corporate Asia Pacific supply networks and their systems and behaviours.

Required Reading Christopher, M., 2005, Logistics & Supply Chain Management: creating value-adding networks, 3e, Prentice Hall.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final assessment = 40%.

BEOS307 GLOBAL PROCUREMENT
Campus City Flinders, Liaoning-China, Sunway-Malaysia.
Prerequisite(s) Nil.

Content The unit of study aims to provide students to consider the processes and the role of Procurement and management to develop a strategic approach and business knowledge for effectively spending more than half the gross income of the organization. Topics include: the elements of Procurement; step in the sourcing, buying and contracting process; Procurement strategy and Strategic Procurement; decisions in strategic sourcing; planning the buy and selecting suppliers; planning negotiations with selected suppliers; structuring and administering the contract; measuring performance in Procurement.

Learning Outcomes On completion of this unit of study, students will gain an understanding of the approach to and development of a Procurement Strategy; develop the management process for sourcing, buying and contracting an organisation’s goods and services; understand the management and organizational options of various Procurement strategies.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final assessment = 40%.

BEOS321 PORT AND TERMINAL ECONOMICS
Campus City Flinders.
Prerequisite(s) Nil.

Content This unit of study introduces the students to the economics of ports and terminals and their efficient usage, taking into consideration government regulations and policies. Topics include: an overview of the Australian waterfront sector, the shipping and airline sectors, security and regulatory compliance, elements of warehousing, storage systems, stevedoring, principles of effective international multimodal, technological and commercial challenges in the global environment for integrated operators.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignments, 60%; Final examination, 40%.

BEOS322 COMMERCIAL SHIPPING ECONOMICS
Campus Footscray Park, Werribee.
Prerequisite(s) Nil.

Content This unit of study introduces the students to concepts of the commercial shipping industry in relation to transport and trade, the logistics chain and multimodal transport. Topics include: an overview of the Australian shipping regulations and compliance challenges, storage and stowage of cargo, pricing shipping services, yield management, international supply and demand for shipping services.

Required Reading Brodie, P.R., 1999, Commercial Shipping Handbook, LLP.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignments, 60%; Final examination, 40%.
**BEOS323 GLOBAL AVIATION ECONOMICS**
Campus Footscray Park, Werribee.
Prerequisite(s) Nil.
Content This unit of study introduces the students to concepts of the aviation industry in relation to trade and the transport of passengers and cargo, the logistics chain and multimodal transport. Topics include: an overview of the international and Australian aviation regulations and compliance challenges, storage and stowage of cargo, pricing of airline services for both passenger and cargo, yield management, international supply and demand for airline services.
Recommended Reading Pender, L., 2001, Travel Trade and Transport: an introduction, Continuum.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 60%; Final examination, 40%.

**BEOS407 ECONOMIC IMPACTS OF EVENTS**
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study provides students with an understanding of the fundamental economic concepts, methodologies and analytical tools useful in initiating, developing, managing and evaluating special events. Topics include: economic perspectives on special events; initiating, identifying and exploiting markets for special events; environmental assessment - economic and industry environment; and approaches to special event evaluation.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Minor assignment, 30%; Major assignment, 50%; Class presentation, 20%.

**BEOS408 EVENT EVALUATION AND LEGACY**
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit will examine the triple bottom line evaluation of events. In so doing it will: • Examine the event evaluation process from the pre-event stage (feasibility studies) through to post-event evaluation • Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events • Examine the concept of event legacy • Use the economic evaluation kit Encore as the basis for understanding the research principals of the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.
Learning Outcomes At the completion of this unit, students will be able to: • Obtain an understanding of feasibility studies and their role in the event evaluation process • Understand the basis for evaluating the economic impacts of events • Understand the basis for evaluating the social impacts of events • Understand the basis for evaluating the environmental impacts of events • Understand the concepts behind the holistic evaluation of events and triple bottom line reporting • Obtain an understanding of the legacy of events • Use the economic evaluation tool • Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination.
Class Contact 3 hour seminar or equivalent.
Assessment Research Assignment essay 20%; Research through academic sources the legacies of major events such as the Olympic games and Commonwealth games. Include the following:• Research on the concept of major event legacies • Whether legacies have part of the planning process of events • Discuss the different types of legacies economic, social, community, infrastructure - Focusing on a specific event critically discuss what legacies resulted from this event • Recommendations for future events Group assignment: The economic impact of events (this assessment would involve data collection, data entry, report writing (3000 words: 40%). Presentation of results for an event client (10%). Individual assignment: A review of the methods to assess the social impacts of events focussing on the benefits and disadvantages of each method (30%) OR Methods for improving the environmental impacts of an event (30%).

**BEOS550 PROBABILITY AND DATA ANALYSIS**
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this unit of study is to develop skills in using and interpreting statistical data. Students will learn to manage and present data in a meaningful way in order to enable them to turn numbers into information. Topics include: introduction to unit of study and introduction to data sources; presentation of data; descriptive statistics for ungrouped data; descriptive statistics for grouped data; index numbers; and probability theory and applications.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment One two-hour examination, 50%; Class assignments, 50%.

**BEOS5501 SAMPLING AND INFERENTIAL STATISTICS**
Campus City Flinders.
Prerequisite(s) BEOS550 Probability and Data Analysis.
Content The aim of this unit of study is to introduce students to sampling and estimation issues and procedures. Topics to be covered include: sampling and sampling distributions; interval estimation; hypothesis testing; tests for normality; goodness of fit tests; tests of statistical independence; non-parametric statistics; statistical quality control and other sampling methods.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment One two-hour examination, 50%; Class assignments, 50%.

**BEOS5502 REGRESSION AND TIME SERIES MODELLING**
Campus City Flinders.
Prerequisite(s) BEOS5501 Sampling and Inferential Statistics.
Content The aim of this unit of study is to develop students’ skill in the use of regression and time-series modelling. Topics to be covered include: introduction to analysis of variance; two-way analysis of variance; introduction to regression analysis; bivariate regression analysis; multiple regression models; other topics in multiple regression modelling; diagnostic testing of the regression model; time-series; and forecasting.
Managers Using Microsoft Excel, 2nd edn, Prentice-Hall, New Jersey, USA.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One two-hour examination, 50%; Class assignments, 50%.

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**BEOS522 PUBLIC SECTOR ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit familiarises students with the changing place of the public sector as Australia moves into the next century. It also assesses the role of the public sector in facilitating Australia's global competitiveness and integration into the Asia-Pacific region. Topics include: the economic rationale of government intervention in the Australian economy and society; principles of taxation and tax reform; the distributive effects of government expenditure; government borrowing; the economics of public enterprises; including issues in cost-benefit analysis; and an evaluation of deregulation and privatisation.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Bailey, S.J., 1995, Public Sector Economics, Macmillon.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Subject equal to 12 credit points.

**Assessment** Assignments, 50%; case studies, 50%.

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**BEOS538 ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the economic environment within which businesses operate and highlights those important economic factors which influence that environment. Topics include: markets and prices; optimisation by the firm; firms and competition; economics of business; macroeconomics for business; and macroeconomic policy.

**Required Reading** To be advised by lecturer.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Final examination, 60%.

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**BEOS539 BUSINESS STATISTICS**

**Campus** City Flinders. SIC: Singapore.

**Prerequisite(s)** Nil.

**Content** This unit of study provides students with statistical skills and techniques for the quantitative evaluation of data in business and economics applications. Topics include: turning numbers into management information; multiple regression and correlation; non-parametric statistical analyses; business forecasting; index numbers.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments/assessable exercises, 40%; Final examination, 60%.

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**BEOS544 HUMAN RESOURCE ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces students to the economic principles of the allocation of human resources within organisations and the wider economy. It will equip them with skills necessary to analyse the likely outcomes of specific human resource decisions. Topics include: supply and demand for labour and labour markets; disadvantaged labour market groups; the impact of unions on wages; payment systems and productivity; and the impact of wage fixing systems on the broader economy.

**Required Reading** To be advised by lecturer.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 40%; Class paper, 30%; Research paper, 30%.

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**BEOS551 ETHICS IN FINANCIAL MARKETS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an understanding of the ethical issues relevant to financial markets, the growing need for the application of these principles, and the means to quantify and evaluate the benefits flowing from their application. Topics covered will include: The Ethics of Investment; Implementing Ethical Investment Principles; Growth in Ethical Investment; Ethics and Initial Public Offerings (IPOs); Significant Ethical Issues and Good Governance; Corruption and the Breakdown of Ethics; The Cost of Corruption in Financial Markets; Ethics and Financial Markets Policy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Ernst and Young, 1999, Corruption and Ethics, Melbourne.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 20%; Case study presentation, 20%; Term paper, 20%; Final examination, 40%.

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**BEOS554 STATISTICAL DATA ANALYSIS FOR BUSINESS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Topics covered will include: Introduction to data types and sources. Processing of the data. Preliminary descriptive analysis. Probability theory and distributions. Testing for normality, Lognormal probability plot and relationships among the probability distributions. Sampling and sampling distributions. Sampling methods and the estimation of population parameters, Interval estimation and the hypothesis testing, Qualitative data and the non-parametric tests. Multiple regression, residual analysis, testing for significance. Quadratic regression model. Dummy-variable models. Time series analysis including the Holt-Winters method for trend fitting and forecasting. ARIMA type forecasting model.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project 1 - Questionnaire and describe the analysis of the questionnaire in successive steps, 25%; Project 2 - Time series, ARIMA-type forecasting models for business, 25%; Final examination (Open book), 50%.

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**BEOS566 INTRODUCTORY ECONOMETRICS**

**Campus** City Flinders.

**Prerequisite(s)** BEOS554 Statistical Data Analysis for Business.

**Content** This unit of study explores the Single equation simple regression modelling, statistical concepts with illustration of business and economic models. Extension to multiple regression modelling with illustration of business and economic


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 50%; Assignments, 50%.

BE0567 INTERNATIONAL ECONOMICS

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study provides an introduction to international economic concepts, theories and policies in order to explain: (i) bases, patterns and the structure of international trade, (ii) causes and consequences of international factor movements, (iii) international payment positions between nations, and (iv) the structure and changes in foreign exchange markets and exchange rates.

Learning Outcomes On completion of this unit, students should be able to:

1. Understand the fundamental international economic concepts and theories; Explain the bases for trade, commodity composition of trade and gains from trade; Analyse the causes and consequences of international factor movements; Explain the structure and changes in the balance of payments, foreign exchange markets, and exchange rates; and Evaluate the implications of various government policies for international trade, finance and factor flows.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Class tests and assignments, 40%; Final examination, 60%.

BE05601 ECONOMICS OF INTERNATIONAL TRADE

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study provides an advanced understanding of theoretical and empirical methods of analysing international trade flows and the analysis of the political economy of world trade issues.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Class tests and assignments, 40%; Final examination, 60%.

BE05602 ADVANCED MANAGERIAL ECONOMICS

Campus City Flinders.

Prerequisite(s) BE06601 Economic Analysis.

Content This unit of study introduces students to the hands-on practice and applications for production, cost and consumer demand relationships in the product pricing, sales, revenue, cost and profit decisions of a firm. It explores and evaluates the price and non-price strategic behaviour of modern firms in different market environments in a global economy. It introduces students to the applications of capital budgeting decision methods of NPV, IRR, certainty equivalent and risk-adjusted discount rate (RADR). Cost-Benefit Analysis, Shadow Pricing, Risk and Uncertainty, Distributional effects of Project Benefits and Costs; Reference Group Analysis, and Social Benefit and Cost Evaluation and Shadow Pricing; the Open Economy case.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 50%; Final examination, 50%.

BE05603 ECONOMETRICS AND FORECASTING

Campus City Flinders.

Prerequisite(s) BE05554 Statistical Data Analysis for Business, BE0566 Introductory Econometrics.

Content The aim of the unit of study is to familiarise students with the advancements in econometric modelling techniques and forecasting methods that are useful in analysing complex business and economic issues. Emphasis is on model specification, estimation, diagnostic testing and interpretation of estimates to address special issues in econometric modelling and forecasting. Topics include dynamic econometric models and panel data models, simultaneous equation models, and univariate forecasting models. Dynamic econometric modelling includes rationalisation of adaptive expectation and partial adjustments, distributed lag models and causality. Panel data modelling includes use of fixed effect estimation and random effect estimation. Simultaneous equation models consist of the identification problem and two-stage least squares approach. Univariate forecasting models consists of spurious regression and unroot concepts, and approaches to forecasting: smoothing techniques and ARIMA models.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 50%; Final examination, 50%.

BE05685 FINANCIAL INSTITUTIONS MANAGEMENT

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study provides an overview of asset/liability management in financial intermediaries. Topics covered include: Why are financial intermediaries special? The regulatory environment. Asset management, liquidity, the bond portfolio, the loan portfolio. Capital planning. Techniques of measuring and managing interest rate risk, dollar gap, duration gap, futures, options, and swaps. Assessing bank performance and efficiency issues.

Required Reading To be advised by lecturer


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments and internal assessment, 40%; Presentation, 10%; Final examination, 50%.

BE05686 FINANCIAL DERIVATIVE MARKETS

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study introduces students to the concepts of international financial markets and develops an understanding from conceptual, analytical, and decision making perspectives. Topics include: money markets; foreign exchange; futures; and options.
FACULTY OF BUSINESS AND LAW

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Project and term paper presentation, 30%; Final examination, 40%; Class assignments, 30%.

BE06500 ECONOMICS FOR MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study provides a clear and comprehensive account of how economics explains and analyses the functions of the firm in a modern industrial society. Topics include: the nature and scope of economics; demand, supply and the market mechanism; production, costs and profit analysis; market structure and regulation; macroeconomic policy and the economic role of government; national income and economic welfare; consumption, savings, investment and taxation; money, interest and credit; the balance of payments, international trade and exchange rate determination; and inflation and unemployment.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Examination, 50%; Continuous assessment, 50%.

BE06501 QUANTITATIVE ANALYSIS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study develops practical skills in statistical and mathematical techniques commonly used in business decision making. The emphasis is on computer generation of solutions to business problems. Topics include: probability distributions and tests of hypothesis; regression analysis; forecasting; index numbers; linear programming; network modelling; and waiting lines and queueing theory.
Learning Outcomes On completion of this unit, students should be able to: Use probability concepts to make business decisions using uncertain information; Model economic relationships using regression analysis and perform appropriate tests of hypotheses; Use time-series models to forecast future outcomes; Use a range of optimising techniques including linear programming, network analysis; PERT and inventory analysis; Use appropriate state of the art computer software in these tasks; and Report the results of statistical and mathematical analysis in suitably formatted documents.
Required Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case studies and continuous assessment, 50%; Final examination, 50%.

BE06562 ECONOMICS OF PUBLIC ENTERPRISE
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study familiarises students with the history, scope and economic functions of the public enterprise sector in Australia. It examines the role of economic principles for effective public sector decision making. Topics include: the economic rationale of government intervention and public enterprise; financing of public enterprise; public enterprise pricing and investment; cost-benefit analysis; and evaluation of public enterprise performance, privatisation and contracting out policies.
Required Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Individual essay/project, 50%; Final examination, 50%.

BE06567 INTERNATIONAL BUSINESS ENVIRONMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study introduces students to the concept of the environment of international business and the relationship between the environment and business operations. It shows how to conduct international business environment scanning to assist the formulation of international business strategy. Topics include: interaction between multinational corporations and the international business environment; changing patterns of international trade; direct foreign investment; economic integration; intervention in trade; newly emerging market economies; industry versus intra-industry or intra-firm trade; home and host multinational corporations and world trade flows; inter-government policies and multinational responses; international finance; and multinational marketing strategies.
Required Reading To be advised by lecturer
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case studies, 50%; Final examination, 50%.

BE06600 BUSINESS ECONOMICS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study is a combination of Business Macroeconomics and Business Microeconomics.
Required Reading To be advised.
Recommended Reading To be advised.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.

BE06601 ECONOMIC ANALYSIS
Campus City Flinders.
Prerequisite(s) BE06600 Business Economics.
Content This unit of study emphasizes the application of fundamental economic tools and concepts to decision problems faced by various economic agents. Topics include Economic theory of consumer behaviour, producer behaviour, role of markets in co-ordinating economic decisions; conditions for efficient resource allocation, market imperfections and the role of government, economics of information and strategy, game theory, strategic behaviour and competitive strategy, extremism and public goods provisions.
Learning Outcomes On completion of this unit, students should be able to apply and appreciate economic principles to understand and solve economic/business problems. In addition, students will increase their understanding of economics and learn a variety of techniques to solve decision problems.
Required Reading Pindyck, R.S. and Rubinfeld, D.L., 2001, Microeconomics, 5th edn, Prentice Hall.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as
a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Term projects, 50%; Final examination, 50%.

**BEO6617 BUSINESS RISK AND PLANNING**

Campus City Flinders.

Prerequisite(s) Nil.

Content The unit of study aims to provide a framework for analysing key aspects of running a business, be it managing a section of a large firm, a small business or a one-person dealership. Topics include: introduction to insurance and risk management, business risk, managing business risk, market analysis, business planning, forecasting, demand and growth, economics of business finance feasibility analysis, economics of market entry and economics of short-term and long-term resource allocation.

Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 60%; Assignments, 40%.

**BEO6618 RISK MODELS AND MANAGEMENT**

Campus City Flinders.

Prerequisite(s) Nil.

Content The aim of this unit of study is to provide an outline of asset allocation at the macro and individual level in line with individual risk profile requirements, in relation to various individual financial objectives. Topics include: the distribution of asset returns, construction of share price indices, share price performance evaluations, random walk hypothesis, value at risk, binomial tree of stock prices, correlation, risk, risk models, risk management and planning, volatility estimates and forecasting.

Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 60%; Assignments, 40%.

**BEO6704 TOURISM ECONOMICS**

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study will develop and provide concepts, knowledge and methodologies useful in the application of economic principles to the study of tourism. Topics include: tourism resource allocation; tourism demand and supply; strategic planning and analysis; and the forecasting of tourism.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 20%; Final examination, 60%; Presentation, 20%.

**BEO7700 THESIS (FULL-TIME)**

Campus City Flinders.

Prerequisite(s) BEO7742 Business Research Methods.

Content Students are required to complete a research thesis of approximately 12,500 words based on the proposal developed in the unit of study Business Research Methods. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All Students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The thesis is to be completed in six months for full-time students and twelve months for part-time students.

Assessment Thesis, 100%.

**BEO7701 THESIS (PART-TIME)**

Campus City Flinders.

Prerequisite(s) BEO7742 Business Research Methods.

Content Students are required to complete a research thesis of approximately 12,500 words based on the proposal developed in the unit of study Business Research Methods. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All Students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The thesis is to be completed in six months for full-time students and twelve months for part-time students.

Assessment Thesis, 100%.

**BEO7742 BUSINESS RESEARCH METHODS**

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study introduces students to some of the issues involved in the production of research in applied fields. It will enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Topics include: conceptionalisation of research problems; theoretical formulation and contextualisation; literature review; problems and pitfalls in research development; meta-analysis of past research; operationalisation of research problems to test hypotheses; measurement and levels of measurement; procedures in data collection; data analysis and presentation; and report writing and dissemination of research findings.

Required Reading To be advised by lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Thesis, 100%.

**BEO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

Campus City Flinders.

Prerequisite(s) Nil.

Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

Assessment Dissertation thesis, 100%.
**BEO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

Campus City Flinders.

*Prerequisite(s)* Nil.

*Content* The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

*Class Contact* Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 8 X 24 credit points.

*Assessment* Dissertation thesis, 100%.

**BEO8002 PHD (RESEARCH)(FULL TIME)**

Campus City Flinders.

*Prerequisite(s)* Please Enquire.

*Content* The candidate is expected to develop, under supervision, a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

*Class Contact* Unit of study is 48 credit points per semester.

*Assessment* Research thesis, 100%.

**BEO8003 PHD (RESEARCH)(PART TIME)**

Campus City Flinders.

*Prerequisite(s)* Please Enquire.

*Content* The candidate is expected to develop, under supervision, a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

*Class Contact* Unit of study is 24 credit points per semester.

*Assessment* Research thesis, 100%.

**BEO9800 RESEARCH THESIS (FULL TIME)**

Campus City Flinders.

*Prerequisite(s)* Please Enquire.

*Content* The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-school understanding by the candidate of the field of study.

*Class Contact* Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

*Assessment* Research thesis, 100%.

**BEO9801 RESEARCH THESIS (PART TIME)**

Campus City Flinders.

*Prerequisite(s)* Please Enquire.

*Content* The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-school understanding by the candidate of the field of study.

*Class Contact* Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

*Assessment* Research thesis, 100%.
SCHOOL OF HOSPITALITY, TOURISM AND MARKETING

Below are details of courses offered by the School of Hospitality, Tourism and Marketing in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

BACHELOR OF BUSINESS (MARKETING) (I)

Course Code: BBBK

Campus: Footscray Park, Sunbury, Sunway Johor Bahru Malaysia.

Course Objectives
The aims of the course are to provide students with a sound education in the principles and practices of marketing.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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</table>

<table>
<thead>
<tr>
<th>Specialisation Units of Study - Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS</td>
</tr>
<tr>
<td>BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS</td>
</tr>
<tr>
<td>BHO2258 PRODUCT AND BRAND MANAGEMENT</td>
</tr>
<tr>
<td>BHO2285 MARKETING RESEARCH</td>
</tr>
<tr>
<td>BHO2434 CONSUMER BEHAVIOUR</td>
</tr>
<tr>
<td>BHO3254 ADVANCED MARKETING RESEARCH</td>
</tr>
<tr>
<td>BHO3435 MARKETING PLANNING AND STRATEGY</td>
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</table>

<table>
<thead>
<tr>
<th>Elective Units of Study</th>
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<tbody>
<tr>
<td>Seven approved electives.</td>
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<table>
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<tr>
<th>Professional Development Units of Study</th>
</tr>
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<tbody>
<tr>
<td>BFP1001 PROFESSIONAL DEVELOPMENT 1</td>
</tr>
<tr>
<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
</tr>
<tr>
<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
</tr>
</tbody>
</table>

BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)

Course Code: BBEV

Campus: Footscray Park.

Course Objectives
The main educational aim of the course is to provide students with a sound understanding of the principles and practices relevant to business and event management. This will enable graduates to be successful and effective managers in the events sector or any other chosen field they enter.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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<td>Core Units of Study</td>
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<td>12</td>
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<td></td>
<td>BCD1102 INFORMATION SYSTEMS FOR BUSINESS</td>
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<tr>
<td></td>
<td>BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>Specialisation Units of Study – Hospitality</td>
<td>BHO1110 INTRODUCTION TO HOSPITALITY</td>
<td>12</td>
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<tr>
<td></td>
<td>BHO1121 FOOD AND BEVERAGE MANAGEMENT I</td>
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<tr>
<td></td>
<td>BHO1122 FOOD AND BEVERAGE MANAGEMENT II</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td></td>
<td>BHO2282 ACCOMMODATION MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
</tr>
</tbody>
</table>

BACHELOR OF BUSINESS (HOTEL, RESTAURANT AND CATERING MANAGEMENT)

Course Code: BBHC

Campus: Footscray Park.

Course Objectives
The aim of the course is to develop highly skilled graduates who can take their place as progressive and dynamic managers across the range of operations in the hospitality industry. The key characteristics of these graduates will be their strong numeric skills, computer literacy, emotional intelligence, cultural and social sensitivity, critical thinking, strategic planning and communication skills.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic and Co-operative Education in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2009, the course total of 24 Units of Study is comprised of 7 Core + 7 Hospitality Specialisation + 6 Hotel and Catering Specialisation + 2 Professional Development + 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Course Structure</th>
<th>Credit Point</th>
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### Specialisation Units of Study — Human Resource Management

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### Professional Development Units of Study

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BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT)

Course Code: BBHM

Campus Footscray Park, HKT-Hong Kong, Sunway-Malaysia.

Course Objectives
The course is designed to teach the principles of hospitality management and at the same time allows students to study a range of areas within the hospitality industry. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

Course Duration
The course is offered over four years on a full-time basis and includes a compulsory year of Co-operative Education. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2009, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 5 Elective + 3 Professional Development + 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

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Specialisation Units of Study – Hospitality

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Electives
Five approved electives.

Professional Development Units of Study

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Work Integrated Learning Units of Study

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BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT/EVENT MANAGEMENT) (I)

Course Code: BBHV

Campus Footscray Park.

Course Objectives
The course aims to provide students with a sound understanding of the principles and practices relevant to business, hospitality management, and event management. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER)
and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 6 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

Core Units of Study

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Specialisation Units of Study — Hospitality

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Professional Development Units of Study

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Work Integrated Learning Units of Study

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BACHELOR OF BUSINESS (MARKETING/ELECTRONIC COMMERCE)

Course Code: BBKE

This course is NOT available to commencing students.

Campus Footscray Park.

Course Objectives

The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in marketing and electronic commerce.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.
Core Units of Study

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Specialisation Units of Study - Marketing

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Specialisation Units of Study - Electronic Commerce

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Professional Development Units of Study

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Bachelor of Business (Marketing/Hospitality Management)

Course Code: BBKH

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives

The course is designed to teach the principles of marketing and hospitality management allowing students to become dynamic managers in the hospitality and marketing industries. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

Course Duration

The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic Co-operative Education in order to graduate.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
Specialisation Units of Study — Hospitality

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Professional Development Units of Study

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Work Integrated Learning Units of Study

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**BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF PSYCHOLOGY (I)**

Course Code: BBKP

Campus Footscray Park.

Course Objectives

The primary educational aim of the course is to provide students with a sound platform of learning in the principles and practice of marketing and psychology. It will improve learning by providing a fundamental framework for the application of marketing and psychology concepts and ideas and their co-integration, which will ensure that students are capable of engaging successfully in combined areas of marketing and psychology in a commercial environment.

Course Duration

The course is offered over four years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Marketing + 2 Professional Development) and 16 Psychology / Arts Units of Study. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Business Units of Study

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Specialisation Units of Study — Marketing

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Professional Development Business Units of Study

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Arts Electives

Five Arts electives and two Psychology electives
BACHELOR OF BUSINESS (MARKETING/TOURISM MANAGEMENT)
Course Code: BBKT
Campus Footscray Park.
Course Objectives
The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in marketing and tourism management.
Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic and Co-operative Education in order to graduate.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
Course Structure
As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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Specialisation Units of Study — Marketing
BH02257 ADVERTISING AND MARKETING COMMUNICATIONS 12 0.1250 3
BH02258 PRODUCT AND BRAND MANAGEMENT 12 0.1250 3
BH02285 MARKETING RESEARCH 12 0.1250 3
BH02434 CONSUMER BEHAVIOUR 12 0.1250 3
BH03254 ADVANCED MARKETING RESEARCH 12 0.1250 3
BH03455 MARKETING PLANNING AND STRATEGY 12 0.1250 3

Specialisation Units of Study — Tourism Management
BH01190 INTRODUCTION TO TOURISM 12 0.1250 3
BH01193 TOURISM PRODUCT DESIGN AND DELIVERY 12 0.1250 3
BH02255 TOURISM ENTERPRISE MANAGEMENT 12 0.1250 3
BH02256 TOURISM HOSPITALITY AND EVENTS MARKETING 12 0.1250 3
BH03498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM 12 0.1250 3
BH03499 MANAGING SUSTAINABLE DESTINATIONS 12 0.1250 3
BH03500 HOSPITALITY AND TOURISM INDUSTRY PROJECT 12 0.1250 3

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 3
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 3

Work Integrated Learning Units of Study
BBB3001 CO-OPERATIVE EDUCATION 1 12 0.1250 3
BBB3002 CO-OPERATIVE EDUCATION 2 12 0.1250 3

BACHELOR OF BUSINESS (MARKETING/MUSIC INDUSTRY)
Course Code: BBKU
Campus Footscray Park.
Course Objectives
The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in the marketing and music industries.
Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
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In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
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<th>Core Units of Study</th>
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**Specialisation Units of Study — Marketing**

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**Specialisation Units of Study — Music Industry**

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**Professional Development Units of Study**

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**BACHELOR OF BUSINESS (MARKETING/APPLIED ECONOMICS)**

Course Code: BBMA

This course is NOT available to commencing students.

**Campus** Footscray Park.

**Course Objectives**

The aims of the course are to provide students with a sound education in the principles and practices of marketing and applied economics.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
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<th>Core Units of Study</th>
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FACULTY OF BUSINESS AND LAW

Credit Point EFTSL SC Band

BLO1105 BUSINESS LAW 12 0.1250 1
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 3

Specialisation Units of Study — Marketing

BE0201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12 0.1250 3
BH02257 ADVERTISING AND MARKETING COMMUNICATIONS 12 0.1250 3
BH02258 PRODUCT AND BRAND MANAGEMENT 12 0.1250 3
BH02285 MARKETING RESEARCH 12 0.1250 3
BH02434 CONSUMER BEHAVIOUR 12 0.1250 3
BH03254 ADVANCED MARKETING RESEARCH 12 0.1250 3
BH03435 MARKETING PLANNING AND STRATEGY 12 0.1250 3

Specialisation Units of Study — Applied Economics

BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS 12 0.1250 3
BE02254 STATISTICS FOR BUSINESS AND MARKETING 12 0.1250 2
BE02263 MACROECONOMIC ANALYSIS 12 0.1250 3
BE02264 MICROECONOMIC ANALYSIS 12 0.1250 3
BE02283 APPLIED REGRESSION ANALYSIS 12 0.1250 2
BE02284 BUSINESS FORECASTING METHODS 12 0.1250 3
BE03566 ECONOMIC POLICY AND RESEARCH 12 0.1250 3

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 3
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 3
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 3

Bachelor of Business (Marketing/International Trade)

Course Code: BBMI

Campus Footscray Park, Sunway-Malaysia.

Course Objectives
The aim of the course is to provide students with a sound education in the principles and practices of marketing and international trade.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
### Bachelor of Business (Marketing/International Tourism) (Offshore)

**Course Code:** BBMT

**Campus:** Sunway-Malaysia.

**Course Objectives:**
The course combines components of the existing undergraduate programs to enable students to develop a broad range of professional skills specific to marketing and tourism, and be capable of engaging effectively in these professional areas.

**Course Duration:**
The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements:**
To qualify for admission to the course, an applicant must have successfully completed a course of study at Year 12 or equivalent.

**Course Structure:**
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

**Core Units of Study**

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<thead>
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<tr>
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<td>Information Systems for Business</td>
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<td>BHO1171</td>
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<td>Management and Organisation Behaviour</td>
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**Specialisation Units of Study — Marketing**

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<td>Marketing Research</td>
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<td>Consumer Behaviour</td>
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**Specialisation Units of Study — International Tourism**

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**Professional Development Units of Study**

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### Bachelor of Business (Marketing/Event Management) (I)

**Course Code:** BBMV

**Campus:** Footscray Park, Sunbury.

**Course Objectives:**
The aim of the course is to provide students with a sound understanding of the principles and practices relevant to business, marketing and event management.

**Course Duration:**
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements:**
To qualify for admission to the course, an applicant must have successfully completed a course of study at Year 12 or equivalent*.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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Professional Development Units of Study

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BACHELOR OF BUSINESS (TOURISM MANAGEMENT)/BACHELOR OF RECREATION MANAGEMENT

Course Code: BBRT

Course is not available to commencing students.

Campus Footscray Park.

Course Objectives
The aims of the course are to provide graduates with a sound business management education with particular emphasis on management of tourism projects and enterprises, a strong grounding in the relevant business management techniques, research skills and a sound understanding of the successful design, implementation and management of recreation programs and facilities in Australia.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent. Each student must obtain 384 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

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<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
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BACHELOR OF BUSINESS (HOSPITALITY/TOURISM MANAGEMENT) (I)

Course Code: BBTH

Campus Footscray Park, HKIT-Hong Kong, Angell Business School Freiburg Germany.

Course Objectives
The course aims to provide graduates with a sound business management education, with particular emphasis on management of tourism projects and hospitality facilities and a strong grounding in the relevant business management techniques and research skills.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 6 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
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<tr>
<td>BCO1102</td>
<td>12</td>
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<td>BEO1105</td>
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<tr>
<td>BHT1171</td>
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<tr>
<td>BHO1105</td>
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<tr>
<td>BHO1102</td>
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Specialisation Units of Study — Tourism Management

<table>
<thead>
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<th>Course Code</th>
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<tr>
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<tr>
<td>BHO2255</td>
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<tr>
<td>BHO2256</td>
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<tr>
<td>BHO3498</td>
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<td>BHO3499</td>
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Specialisation Units of Study — Hospitality

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<td>BHO1121</td>
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</table>
### Bachelor of Business (Tourism Management) (I)

**Course Code:** BBTM

**Campus:** Footscray Park, HKIT-Hong Kong.

**Course Objectives**
The course aims to provide a sound business management education with a specialisation in the principles and practice of the travel and tourism industries.

**Course Duration**
The course is offered over four years on a full-time basis and includes a compulsory year of Co-operative Education. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

**Admission Requirements**
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

**Course Structure**
As from 2009, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 5 Elective + 3 Professional Development + 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator.

### Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
<td>Accounting for Decision Making</td>
<td>12</td>
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<tr>
<td>BCO1102</td>
<td>Information Systems for Business</td>
<td>12</td>
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<td>2</td>
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<tr>
<td>BEO1105</td>
<td>Economic Principles</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1106</td>
<td>Business Statistics</td>
<td>12</td>
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</tr>
<tr>
<td>BHO1171</td>
<td>Introduction to Marketing</td>
<td>12</td>
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<td>3</td>
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<tr>
<td>BLO1105</td>
<td>Business Law</td>
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<td>BMO1102</td>
<td>Management and Organisation Behaviour</td>
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### Specialisation Units of Study — Tourism Management

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<tbody>
<tr>
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<td>Introduction to Tourism</td>
<td>12</td>
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<tr>
<td>BHO1193</td>
<td>Tourism Product Design and Delivery</td>
<td>12</td>
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</tr>
<tr>
<td>BHO2255</td>
<td>Tourism Enterprise Management</td>
<td>12</td>
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<tr>
<td>BHO2256</td>
<td>Tourism Hospitality and Events Marketing</td>
<td>12</td>
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<tr>
<td>BHO3498</td>
<td>Current Trends and Issues in International Tourism</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BHO3499</td>
<td>Managing Sustainable Destinations</td>
<td>12</td>
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<tr>
<td>BHO3500</td>
<td>Hospitality and Tourism Industry Project</td>
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### Electives

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<tr>
<td>BFP1001</td>
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<td>BFP3001</td>
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</table>

### Bachelor of Business (Tourism Management)/Bachelor of International Studies (I)

**Course Code:** BBTT

**Campus:** Footscray Park, St Albans.

**Course Objectives**
The course aims to provide students with a sound business management education with particular in-depth knowledge and skills about the world outside Australia, including...
knowledge of other societies and cultures, intercultural communication skills, knowledge of the economic, political and historical context of regions and countries outside Australia.

Course Duration
The course is offered on a full-time basis over four years or over eight years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

Course Structure
The course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Tourism Management + 2 Professional Development) and 16 International Studies Units of Study (4 Core + 8 Specialisation International Studies + 4 Elective). All units selected are subject to approval by the course coordinator.

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Business Units of Study</td>
<td></td>
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</tr>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
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<tr>
<td>BC01102 INFORMATION SYSTEMS FOR BUSINESS</td>
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<tr>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
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<td>0.1250</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>Specialisation Units of Study — Tourism Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BHO1190 INTRODUCTION TO TOURISM</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY</td>
<td>12</td>
<td>0.1250</td>
</tr>
<tr>
<td>BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING</td>
<td>12</td>
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<tr>
<td>BHO2255 TOURISM ENTERPRISE MANAGEMENT</td>
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<tr>
<td>BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM</td>
<td>12</td>
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<td>BHO3499 MANAGING SUSTAINABLE DESTINATIONS</td>
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<tr>
<td>BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT</td>
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<tr>
<td>Business Professional Development Units of Study</td>
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<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
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<td>Core International Studies Units of Study</td>
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<td>ACX1000 COMMUNICATING TRANSCULTURALLY</td>
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<td>AAP3014 DIMENSIONS OF GLOBAL POLITICS</td>
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<tr>
<td>ASX3000 INTERNATIONAL STUDIES PROJECT</td>
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<td>Specialisation Units of Study — International Studies</td>
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<tr>
<td>8 units selected from one of the following specialisation sequences offered by the Faculty of Arts, Education and Human Development (FAEHD):</td>
<td></td>
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<tr>
<td>Advanced English for Speakers of other Languages</td>
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<tr>
<td>Asian Studies</td>
<td></td>
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<tr>
<td>Chinese</td>
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<td>International Cultural Studies</td>
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<tr>
<td>Japanese</td>
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<td></td>
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<tr>
<td>Political Science</td>
<td></td>
<td></td>
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<tr>
<td>Sociology of the Global South</td>
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<tr>
<td>Spanish</td>
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<tr>
<td>Vietnamese</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any other Language offered at another tertiary institution (as approved by coordinator). For details on these specialisations, please refer to the FAEHD section of this HandBook.</td>
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<tr>
<td>Elective Units of Study - International Studies</td>
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<tr>
<td>4 units approved by the course coordinator. Electives can be additional units from one or more of the above specialisations or other units from across the university that have an international focus.</td>
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BACHELOR OF BUSINESS (TOURISM/EVENT MANAGEMENT) (I)

Course Code: BBTW
Campus: Footscray Park, Angell-Germany.
Course Objectives
The aim of the course is to provide students with a sound understanding of the principles and practices relevant to business, tourism, and event management. This will enable them to be successful and effective managers in the tourism and events sectors or any other chosen field.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
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<tbody>
<tr>
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<td>BOD1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
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<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
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<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
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<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study – Tourism Management

<table>
<thead>
<tr>
<th>Specialisation Units of Study – Tourism Management</th>
<th>Credit Point</th>
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<th>SC Band</th>
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<tbody>
<tr>
<td>BHO1190 INTRODUCTION TO TOURISM</td>
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<td>BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING</td>
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<tr>
<td>BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM</td>
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<td>BHO3499 MANAGING SUSTAINABLE DESTINATIONS</td>
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Specialisation Units of Study – Event Management

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<th>Credit Point</th>
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<tbody>
<tr>
<td>BHO2432 INTRODUCTION TO EVENTS</td>
<td>12</td>
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<tr>
<td>BHO3423 EVENT EVALUATION AND LEGACY</td>
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<td>BHO3420 EVENT OPERATIONS</td>
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<td>BHO3421 BUSINESS EVENTS</td>
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<td>BHO3422 EVENT CREATION AND DESIGN</td>
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<td>BMO3405 LIVE PERFORMANCE MANAGEMENT</td>
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Professional Development Units of Study

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<thead>
<tr>
<th>Professional Development Units of Study</th>
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<tbody>
<tr>
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<td>BB3001 CO-OPERATIVE EDUCATION 1</td>
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<td>BB3002 CO-OPERATIVE EDUCATION 2</td>
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MASTER OF BUSINESS (HOSPITALITY MANAGEMENT)
Course Code: BMAM
Campus City Flinders.
Course Objectives
The course aims to develop the analytical and research skills of actual and potential managers to enable them to better manage within a corporate environment.
Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.
Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality management, or in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.
Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
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<tr>
<td>BHO5623 ADVANCED YIELD MANAGEMENT</td>
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</tr>
<tr>
<td>BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM</td>
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<tr>
<td>BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT</td>
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<td>BHO5568 HOSPITALITY OPERATIONS MANAGEMENT</td>
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<tr>
<td>BHO5567 HOSPITALITY PROPERTY DEVELOPMENT</td>
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plus either

Coursework Stream

Select four units of study from the following:

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<th>Course Title</th>
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<tbody>
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<td>BHO5607</td>
<td>CASINO AND GAMING OPERATIONS MANAGEMENT</td>
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<td>BHO5718</td>
<td>CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
<td>12</td>
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<td>BHO5615</td>
<td>PRODUCT INNOVATION IN HOSPITALITY AND TOURISM</td>
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<td>0.1250</td>
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<tr>
<td>BHO6720</td>
<td>THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSION</td>
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or

Thesis Stream

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<td>or</td>
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<td>BHO7701</td>
<td>THESIS (PART TIME)</td>
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</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality Management. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF BUSINESS (MARKETING)

Course Code: BMBK

Campus: City Flinders.

Course Objectives

The course aims to develop an awareness of the processes of problem solving and decision making in marketing, equip students with the skills necessary to commission, design, conduct and interpret market research, and to make students aware of the nature of major global economic issues and their implications for marketing strategies.

Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

Core Units of Study

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<th>SC Band</th>
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Electives - select four units of study from:

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<td>BRAND AND PRODUCT MANAGEMENT</td>
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<td>BHO6666</td>
<td>GLOBAL MARKETING MANAGEMENT</td>
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plus either:

Four other approved units of study

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<td>THESIS (FULL TIME)</td>
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On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.
Master of Business (Event Management)
Course Code: BMEM
Campus City Flinders, IIAS-Germany.

Course Objectives
The course aims to provide students with an understanding of generic management knowledge, competencies and skills required to administer artistic, sporting, cultural, promotional, special interest, industry, educative and entertainment events. The course will emphasise a multidisciplinary approach to the development of high order event management skills and competencies, focused particularly on major events, conferences and meetings, incentives and exhibitions, trade shows, festivals, and major sporting events.

Course Duration
The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis, which carries a total value of 36 credit points. Students must complete 144 credit points to graduate.

Admission Requirements
To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Coursework Option</th>
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<tr>
<td>plus three Electives offered by the Faculty of Business and Law and approved by the Course Co-ordinator</td>
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<tr>
<td>BHO7701</td>
<td>18</td>
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</tbody>
</table>

On completion of 4 approved units of study, students can choose to exit the program with the Graduate Certificate in Event Management. On completion of 8 approved units of study, students can exit the program and be eligible for Graduate Diploma in Event Management.

Master of Business (Hospitality and Tourism Marketing) (I)
Course Code: BMHK

This course is NOT available to commencing students.
Campus City Flinders.

Course Objectives
The course aims to provide students with advanced skills and knowledge in hospitality, tourism and marketing and create opportunities for professionals in these areas to achieve a formal qualification whilst enhancing and broadening their industry education.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must normally have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality and tourism marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.
Course Structure
The course may comprise (a) twelve coursework units of study or (b) nine units of study and a thesis:

### Coursework Option

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plus four approved elective units of study

### Option B - Thesis Stream

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<td>or</td>
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<td>THESIS (PART TIME)</td>
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</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality and Tourism Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive a Graduate Certificate in Hospitality and Tourism Marketing.

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### MASTER OF BUSINESS (HOSPITALITY MANAGEMENT) (PROFESSIONAL PRACTICE) (I)

**Course Code:** BMHP

**Campus City Flinders.**

**Course Objectives**
The course aims to provide graduates of other disciplines with a fast track into the hospitality industry. The course offers compulsory business units of study with a hospitality specialisation and advanced hospitality studies for students who wish to commence a career in the hospitality industry.

**Course Duration**
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have normally completed successfully a degree or equivalent qualification. In the absence of formal qualifications an applicant must have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
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plus three of the following:

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<td>BLO5550</td>
<td>LAW FOR THE HOSPITALITY INDUSTRY</td>
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<td>BHO5624</td>
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<td>BHO5613</td>
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<td>BHO6720</td>
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<td>BHO6615</td>
<td>PRODUCT INNOVATION IN HOSPITALITY AND TOURISM</td>
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<td>BHO5607</td>
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<td>BHO5506</td>
<td>ADVANCED WINE AND BEVERAGE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BHO5718</td>
<td>CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality Management (Professional Practice). On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.
**MASTER OF BUSINESS (HOSPITALITY AND EVENT MANAGEMENT)**

**Course Code:** BMHV

This course is NOT available to commencing students.

**Campus** City Flinders.

**Course Objectives**
The course aims to provide students with the specialist professional skills and knowledge to work in the hospitality and events sectors, underpinned by a strong business focus.

**Course Duration**
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality and/or event management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Requirement</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td><strong>Hospitality Specialisation</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM</td>
<td>12</td>
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</tr>
<tr>
<td>BHO5568 HOSPITALITY OPERATIONS MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT</td>
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<tr>
<td>BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM</td>
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<td>Plus two of the following units</td>
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<tr>
<td>BHO5657 HOSPITALITY PROPERTY DEVELOPMENT</td>
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</tr>
<tr>
<td>BHO5623 ADVANCED YIELD MANAGEMENT</td>
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<tr>
<td>BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT</td>
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<tr>
<td><strong>Event Management Specialisation</strong></td>
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<tr>
<td>BMO5401 SPECIAL EVENT MANAGEMENT</td>
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<tr>
<td>BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT</td>
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<td>BLO5406 LAW FOR EVENTS</td>
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<tr>
<td>BEO5407 ECONOMIC IMPACTS OF EVENTS</td>
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<tr>
<td>BMO5602 BUSINESS PROJECT MANAGEMENT</td>
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<td>Plus one of the following units</td>
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<td></td>
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<tr>
<td>BMO5611 STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
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</tr>
<tr>
<td>BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
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</tbody>
</table>

**MASTER OF BUSINESS (HOSPITALITY AND TOURISM MANAGEMENT)**

**Course Code:** BMTH

This course is NOT available to commencing students.

**Campus** City Flinders.

**Course Objectives**
The course aims to develop highly skilled and employable graduates who have a well-balanced combination of core business and hospitality management knowledge, and generic skills and knowledge.

**Course Duration**
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit carries a value of 12 credit points with the exception of the Thesis which has a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**
The flexible course structure enables students to specialise in hospitality and tourism or to undertake one of these specialisations in addition to a thesis or coursework elective component. The course total of 12 Units of Study may comprise the following combinations: Option 1: Core (4 Units of Study) and Group 1 (4 Hospitality Units of Study) and Group 2 (4 Tourism Units of Study); OR Option 2: Core (4 Units of Study) and Group 1 (4 Hospitality Units of Study) or Group 2 (4 Tourism Units of Study) and either Group 3 (4 Courserwork Elective Units of Study) or Group 4 (Thesis Option). Please note: students who do not have a bachelor's degree in hospitality/tourism/business will be required to undertake BAO5701 Accounting for Decision Making in Hospitality and Tourism and BHO5608 Hospitality and Tourism Human Resource Management as part of the Elective Units of Study. All units selected are subject to approval by the course coordinator.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM</td>
<td>12</td>
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<tr>
<td>BHO5575 NATIONAL CULTURES AND IDENTITIES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM</td>
<td>12</td>
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<tr>
<td>BH06720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL</td>
<td>12</td>
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**Group 1 Specialisation Units of Study - Hospitality**

<table>
<thead>
<tr>
<th>Course Requirement</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
<td>BHO5668 HOSPITALITY OPERATIONS MANAGEMENT</td>
<td>12</td>
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</tbody>
</table>
Course Code: BMTM

Campus: City Flinders.

Course Objectives:
The course aims to develop the skills of tourism developers and administrators at the postgraduate level.

Course Duration:
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements:
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Core units of study</th>
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<tr>
<td>BA05701</td>
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<tr>
<td>BHO5608</td>
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<tr>
<td>BHO5616</td>
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<tr>
<td>BHO5613</td>
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Tourism Specialisation

<table>
<thead>
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<tr>
<td>BHO5717</td>
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<tr>
<td>BHO5605</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BHO5621</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BHO5718</td>
<td>12</td>
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plus either:

<table>
<thead>
<tr>
<th>Coursework Option</th>
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<tr>
<td>BEO6704</td>
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<tr>
<td>BHO6720</td>
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<tr>
<td>BHO5615</td>
<td>12</td>
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<tr>
<td>BHO5618</td>
<td>12</td>
<td>0.1250</td>
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</tbody>
</table>

On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.
## MASTER OF BUSINESS (TOURISM AND EVENT MANAGEMENT)

**Course Code:** BMTV  
**Campus** City Flinders.  

### Course Objectives
The course aims to provide students with the specialist professional skills and knowledge to work in the tourism and events sectors, underpinned by a strong business focus.

### Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism and/or event management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

### Course Structure

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
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<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA05701</td>
<td>ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM</td>
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<tr>
<td>BHO5605</td>
<td>INTERNATIONAL TOURISM MANAGEMENT</td>
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<td>HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
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</tr>
<tr>
<td>BHO5613</td>
<td>APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BHO5621</td>
<td>HOSPITALITY, TOURISM AND EVENTS PROJECT</td>
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<td>BHO5717</td>
<td>SUSTAINABLE DESTINATION MANAGEMENT</td>
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<tr>
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<td>CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
<td>12</td>
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<tr>
<td>BMO5401</td>
<td>SPECIAL EVENT MANAGEMENT</td>
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<td>BHO5619</td>
<td>BUSINESS EVENTS IN THE GLOBAL CONTEXT</td>
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<tr>
<td>BLO5406</td>
<td>LAW FOR EVENTS</td>
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<td>BEO5407</td>
<td>ECONOMIC IMPACTS OF EVENTS</td>
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<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
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<td>3</td>
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<tr>
<td>BMO6511</td>
<td>STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
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</tr>
</tbody>
</table>

### DOCTOR OF PHILOSOPHY

**Course Code:** BPHH  
**Campus** City Flinders  

### Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Hospitality, Tourism and Marketing. Academic staff with suitable qualifications and proven research skills supervise students undertaking hospitality, tourism or marketing related projects.

### Course Duration
The course normally requires four years of full-time study or part-time equivalence.

### Course Structure

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<tr>
<th>Code</th>
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<td>PHD (RESEARCH) (FULL TIME)</td>
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<tr>
<td>BHO8003</td>
<td>PHD (RESEARCH) (PART TIME)</td>
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</tbody>
</table>
DOCTOR OF PHILOSOPHY

Course Code: BPPH

This course is not available to commencing students.

Campus City Flinders

Course Objectives

The Doctor of Philosophy undertaken purely by research is available within the School of Hospitality, Tourism and Marketing. Academic staff with suitable qualifications and proven research skills supervise students undertaking hospitality, tourism or marketing related projects.

Course Duration

The course normally requires three years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 288 credit points.

Course Structure

<table>
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<tr>
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<td>BH08003</td>
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MASTER OF BUSINESS [BY RESEARCH] (I)

Course Code: BRAH

Campus City Flinders

Course Objectives

The Master of Business by Research can be offered by the School of Hospitality, Tourism and Marketing. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

Course Duration

The course normally requires two years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 192 credit points.

Course Structure

<table>
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<th>Credit</th>
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<tr>
<td>BH09801</td>
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</table>
SUBJECTS

Below are subject details for courses offered by the School of Hospitality, Tourism and Marketing in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

**BHO1110 INTRODUCTION TO HOTEL MANAGEMENT**
Campus: Footscray Park.
Prerequisite(s): Nil.
Content: To introduce students to the study of hospitality as an emerging discipline worthy of rigorous study. To orient the students to the hospitality industry and the issues which confront it. Topics include: hospitality as a field of study; introduction to the Hospitality Industry; the philosophy of hospitality; the origins of modern hospitality; the structure and dynamic forces of the Hospitality Industry; consuming hospitality; the commodification of the Hospitality Industry.
Learning Outcomes: On successful completion of this unit, students should: Have a critical and holistic understanding of the hospitality industry as both a social and economic phenomenon involving relationships and transactions between people, which require the effective application of certain management concepts and techniques; and have developed their abilities to critically evaluate and analyse what they read, as well as improve their writing skills.
Recommended Reading: To be advised by lecturer.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Progressive assessment, 60%; Final examination, 40%.

**BHO1111 FOOD AND BEVERAGE MANAGEMENT I**
Campus: Footscray Park.
Prerequisite(s): Nil.
Content: To introduce students to the core principles and practices of food and beverage management in order to optimise the managerial and operational efficiency of foodservice operations. Topics include: Introduction to food and beverages, food and beverages menu, food production methods, recipe development, standardisation, recipe, food safety and hygiene and dining experience.
Learning Outcomes: On completion of this unit, students are expected to demonstrate an understanding of: The essential characteristics of food and beverages; The structure and nature of the foodservice industry; The role and function of the menu and the wine lists, including menu planning; various food production methods; Various food control systems, including food and beverage costing methods; Recipe development and standardisation; Basic food safety and hygiene principles; The concept of the dining experiences and various examples of the dining experience.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Progressive assessment, 60%; Final examination, 40%.

**BHO1122 FOOD AND BEVERAGE MANAGEMENT II**
Campus: Footscray Park.
Prerequisite(s): BHO1110 Introduction to Hospitality.
Content: To develop a comprehensive understanding of the principles and practices of restaurant management. Topics include: concepts of restaurant management; conceptualising quality in a restaurant setting; quality control; evaluating restaurant performance in terms of financial, market and operational criteria.
Learning Outcomes: On successful completion of this unit, students should be able to: Demonstrate essential operational skills required to deliver quality food & beverage services; Describe the roles and responsibilities of a restaurant manager; Analyse and evaluate restaurant performance based on financial, market and operational criteria; Demonstrate basic restaurant management skills.
Recommended Reading: To be advised by lecturer.
Class Contact: A two hour lecture and equivalent to a four hour practical during practice and a six hour practical during restaurant simulations each week for one semester or equivalent or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Progressive assessment, 60%; Final examination, 40%.

**BHO1171 INTRODUCTION TO MARKETING**
Prerequisite(s): Nil.
Content: This unit of study provides an introduction to the marketing function of the organisation. Identifying and meeting the needs of clients and customer groups is critical to achieving organisational goals. This unit of study provides an overview of the theories and principles of marketing required for effective business practice. The focus is on how organisations identify the needs of their target markets, understand the buying behaviour of their target markets, and develop a marketing mix to satisfy the needs and wants of these markets. While the course has a theoretical base, practical application of the concepts of marketing is an essential element.
Learning Outcomes: On completion of this unit, students should be able to: Demonstrate an understanding of the principles underlying the development of marketing strategies, especially in relation to services and consumer goods; Describe the role of the marketer, and the marketer’s contribution to the direction of the organisation which offers products such as: goods, services, ideas, events, activities, people and experiences, as a means of satisfying the needs of consumers; Outline the particular challenges confronting marketers in the global environment; Demonstrate a knowledge of the marketing strategies that can be implemented to confront these challenges; Demonstrate an ability to identify marketing problems in exercises which simulate ‘real world’ situations; and Develop strategies to provide solutions to the marketing problems identified.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Assignments and test (may be online), 50%; case analysis and tutorial work, 10%; final examination, 40%.

**BHO1190 INTRODUCTION TO TOURISM**
Campus: City Flinders, Footscray Park, Werribee, Sunbury.
Prerequisite(s): Nil.
Content: This unit of study is an introduction to the tourism phenomenon, combining a theoretical approach to the concepts involved with a practical orientation to specific issues. It includes sections on the nature and concept of tourism, travel motivations, the historical development of tourism and the tourism system. An analytical framework is applied to the world’s key generating and receiving regions incorporating planning, development and marketing issues. The unit of study includes the use of case studies, the interpretation of tourism statistics and the evaluation of public and
private sector perspectives.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two
hours of lectures and one hour of tutorials, workshops or modules or a delivery mode
as approved by the Faculty of Business and Law. Unit of study equal to 12 credit
points.
Assessment Tests and assignments, 50%; Final examination, 50%.

BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY
Campus Footscray Park, Sunway-Malaysia, HKIT-Hong Kong,
Prerequisite(s) BHO1190 Introduction to Tourism
Content The aim of this unit is to provide students with practical knowledge
of designing and delivering tourism products in the context of the operation of
businesses within the travel and tourism sector including travel agents, tour
operators and transport. It examines the evolving nature of tourism distribution
and the development of products and experiences, with an emphasis on innovative
design. Specific issues addressed include: the management of travel operations;
the development of innovative travel products; packaging; regulatory requirements;
technological options; electronic distribution and communication; and intersectoral
relationships.
Learning Outcomes At the completion of this unit, students will be able to: 1.
Research, design, package and market a tourism product. 2. Develop product
material for distribution by traditional (i.e. brochure) and electronic (i.e. web-based)
distribution channels. 3. Communicate the product to a range of interest groups. 4.
Deal effectively with clients and business partners.

Hospitality Press, Melbourne.
Recommended Reading DeSauto, M. (1993) Group Travel Operations Manual,

Class Contact 3 hours per week or equivalent.
Assessment Progressive Assessment Tutorial Multiple Choice Questions and Discussion
(10%) • Based on selected readings and subsequent group discussion. Tourism
Product Design Group Assignment (30%) • Design of an innovative and memorable
tourism product and tour. • Development of supporting brochure and web-based
material. Group Product Presentation (20%) 15 Minutes • Presentation of tourism
product and tour. • Emphasis on selling the concept to relevant stakeholders. •
Imaginative presentations will be rewarded Final Examination (40%) 2 hours
duration.

BHO2252 SELLING AND SALES MANAGEMENT
Campus City Flinders, Footscray Park, Sunbury.
Prerequisite(s) BHO1171 Introduction to Marketing.
Content Selling and Sales Management will introduce students to the principles of
selling and selling theory, and the various activities involved in setting up a sales
force. The responsibilities of the sales manager will also be covered. Topics include:
personal selling; theories of selling; organisational buyer behaviour; communication in
the sales process; preparation in the selling process; the sales presentation; handling
objections; follow-up after the sale; sales force management; organizing the sales
force; forecasting sales; controlling and evaluating the sales force; international sales;
and ethical issues in selling.

Required Reading Stanton, W., Buskirk, R., Spira, R., Bolden, R. and Power, M.,
Recommended Reading Collender, Guy and Kevin P. Reid, 1993, Australian Sales
Management, Macmillan Education Australia, South Melbourne. Churchill, Gilbert A.,
Jr., Neil M. Ford and Orville C. Walker, Jr., 1997, Sales Force Management, Irwin,
Hall, New Jersey. Manning, Gerald L. and Barry L. Reece, 1995, Selling Today,

Class Contact Equivalent to three hours per week. Normally to be delivered as two
hours of lectures and one hour of tutorials, workshops or modules or a delivery mode
as approved by the Faculty of Business and Law. Unit of study equal to 12 credit
points.
Assessment Case Study, 20%; Report, 30%; Final examination, 50%.

BHO2253 BUSINESS TO BUSINESS MARKETING
Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BHO1171 Introduction to Marketing.
Content The unit of study will cover the general principles of marketing and how they
apply to business to business marketing, and introduce students to the particular
theories and the body of knowledge that surrounds the marketing of goods and
services in the industrial marketing sector. Topics include: The nature of industrial
markets, and the major differences between organisational and non-organisational
buying processes, and the differences between their particular marketing strategies;
business buyer behaviour and the understanding of how to communicate effectively
with business clients. The means commonly used to service and motivate business
 customers; the selection, segmentation and targeting of industrial markets, and the
role of industrial marketing research in this process; the formulation of an effective
marketing mix and sound marketing plan for business to business marketing; the
fundamentals of managing a business to sales force and effectively servicing
major (or key) accounts; the distribution of business to business products; the pricing
of business to business products.

Required Reading Hutt, M.D. and Speh, T.W., 1995, Business Marketing
Management: A Strategic View of Industrial and Organizational Markets, 5th edn,
The Dryden Press, Fort Worth, Texas. Vitale and Gligoriano, Business to Business
Marketing: Analysis and Practice in a Dynamic Environment, South-Western.

Recommended Reading O’Reilly, D. and Gibas, J.J., 1995, Building Buyer
Relationships: Successful Sales and Marketing in a Business to Business Environment,
Marketing Management: An Organizational Approach, 5th edn, PWS Kent, Boston.

Class Contact Equivalent to three hours per week. Normally to be delivered as two
hours of lectures and one hour of tutorials, workshops or modules or a delivery mode
as approved by the Faculty of Business and Law. Unit of study equal to 12 credit
points.
Assessment Business Report, 30%; Work Sheets, 30%; Final Examination, 40%.

BHO2255 TOURISM ENTERPRISE MANAGEMENT
Campus Footscray Park.
Prerequisite(s) BHO1190 Introduction to Tourism.
Content This unit of study aims to identify short and long term operational issues
confronting tourism enterprises. To identify and apply effective business management
techniques to tourism enterprises. The unit of study also examines the management
of tourism enterprises that are destination-based, with particular emphasis on the
attractors and accommodation sectors. The unit of study evaluates the application of
resources to the tourism operation including human resources, finance, marketing
and technology. A variety of techniques are evaluated which can help to address both
short and long-term management problems.

Required Reading Swarbrooke, J., 1999, The Development and Management

Recommended Reading Baum, T. and Mudambi, R., 1999, Economic and
Management Methods for Tourism and Hospitality Research, John Wiley and Sons,

Class Contact Equivalent to three hours per week. Normally to be delivered as two
hours of lectures and one hour of tutorials, workshops or modules or a delivery mode
as approved by the Faculty of Business and Law. Unit of study equal to 12 credit
points.
Assessment In-semester assessment, 60%; Examination, 40%.

BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING
Campus Footscray Park, Sunway-Malaysia.
Prerequisite(s) BHO1171 Introduction to Marketing.
Content The unit of study aims to apply the principles of marketing to tourism
and hospitality products and services. To examine the relationship between the
motivations and behaviour of tourism and hospitality consumers and the distribution
and delivery of tourism and hospitality products and services. The purchase-decision
as applied to tourism and hospitality products and services. Factors influencing the
decision-making process. The role of information and communications technology
in tourism and hospitality marketing. Electronic communication and distribution
strategies.

Learning Outcomes On completion of this unit of study, students should be able to:
Identify and evaluate the factors that influence the purchase decision process for
tourism, hospitality and event products and services; Assess electronic and other
communication strategies as a means of reaching consumers of tourism, hospitality
and event products and services and influencing their behaviour; Conduct independent
research in the field of tourism, hospitality and events marketing.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Subject equal to 12 credit points.

Assessment Progressive Assessment, 60%; Examination, 40%.

BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS

Campus Footscray Park, HKIT-Hong Kong, Sunway-Malaysia.

Prerequisite(s) BHO1171 Introduction to Marketing.

Content This unit of study aims to develop an understanding of the terminology and practice of marketing communications in general and advertising in particular. The unit will provide students with an appreciation of organisational procedures used to build and maintain both brand and corporate image. Specifically, the unit adopts an applied planning approach to the elements of the integrated marketing communications mix. The unit will critically evaluate the role of both traditional and new media within a unified market-focused communications plan. In addition, message and media strategy are examined within the context of integrated marketing communications.

Promotional planning and strategy development; segmentation, targeting and profiling; developing communications objectives; identifying advertising and promotional opportunities, especially in new media; understanding and using media metrics; establishing promotional budgets; recognising a range of implementation issues in promotional planning; preparing advertising and promotional copy and layouts; writing media releases and measuring the effectiveness of integrated marketing communications activities.

Learning Outcomes Upon satisfactory completion of this unit, the student should be able to:

1. Discuss the role of advertising and marketing communications in Australian society; Segment the market and identify relevant target markets for advertising and marketing communications; Select, with suitable justification, the appropriate communications mix for given marketing problems; Identify promotional opportunities in traditional and new media; Appreciate the ways that marketing communications messages influence and persuade consumers; Identify the role of marketing communications elements in the overall marketing program; Discuss the decisions which need to be made in budgeting and planning for promotion; Research and prepare a profile of a given target market; Set promotional objectives and identify their relationship with the communications plan; Identify and discuss a range of creative strategies; Organise for marketing communications planning and decision-making; Develop effective communication skills in a range of genres, specifically business reports, media releases and advertising copy; Develop analytical skills and problem-solving skills with an applied focus.

Required Reading William Chitty, Nigel Barker and Terence A. Shimp, Integrated Marketing Communications, 1st Pacific Rim edn, Nelson-Thomson, Australia, 2005


Class contact Equivalent to three hours per week. Normally to be delivered as one two-hour lecture and one one-hour tutorial, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

Assessment Final examination (50%) and in-semester assessment (50%). Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

BHO2258 PRODUCT AND BRAND MANAGEMENT

Campus Footscray Park, HKIT-Hong Kong, Sunway-Malaysia.

Prerequisite(s) BHO1171 Introduction to Marketing.

Content This unit of study will enable students to understand the role of the product and brand manager, both in the strategic and operations management roles. It will cover the principles and concepts of product and brand management and relate these to operational decision-making and strategy formulation. The unit will introduce students to the strategic brand management process, and the process of building customer based brand equity. Topics include: product strategies; identifying and developing product-markets; undertaking product and industry level analysis; competition, competitive strategies and competitive advantage; the issues involved in the development and management of new products, including proactive versus reactive approaches to product development, market entry considerations, product positioning, pricing and promotion, and the relationship of product decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product management.

Learning Outcomes On completion of this unit, students should be able to:

1. Understand the role of product and brand managers in a competitive environment; Undertake market analysis and develop objectives and strategies for the product or service in question; Make decisions about brand promotion, pricing and relationship management; Comprehend the particular challenges confronting product and brand managers in the global environment; and Demonstrate knowledge of the marketing strategies that can be implemented to confront these challenges.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One 2-hour final examination (40%); and in-semester assessment (60%). In semester assessment may involve case analysis, group work and class presentations.

BHO2282 ACCOMMODATION MANAGEMENT

Campus Footscray Park, Sunbury.

Prerequisite(s) Nil.

Content An overview of the accommodation industry; the planning, management and operational requirements of accommodation complexes; the hotel front office guest cycle (from check-in to check-out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office; the check-in to check-out cycle; computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the industry award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SWOT analysis; environmental analysis; strategic choice, implementing strategy; planning in turbulence.

Learning Outcomes On successful completion of this unit, students should be able to:

1. Describe the management environment in which the hospitality accommodation industry operates and identify the main stakeholders and their role in the contemporary environment; Evaluate the requirement of a Hotel Information System and be able to select an appropriate Property Management System; Determine an appropriate pricing structure for a hotel property; Effectively utilise staff in the hospitality property with regards to: service needs; award provisions and ergonomics of the workplace; Evaluate the role of service quality as a key aspect of competitive advantage and assess the role played by guests, hosts and organisations in the contemporary practice of hospitality accommodation service; Identify key aspects from the current literature on service within the hospitality accommodation environment.


Recommended Reading An extensive reading list is handed to students at the beginning of the semester.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 20%; Examination, 50%; Semester Test, 10%; Computer Exercise, 20%. 
BHO2285 MARKETING RESEARCH  
Campus Footscray Park, Sunbury, Sunway-Malaysia.  
Prerequisite(s) BEO1106 Business Statistics, BHO1171 Introduction to Marketing.  
Content The unit of study aims to familiarise students with the applications for market research and its importance in making sound business and marketing decisions; and to complete successfully an applied research project. Topics include: introduction; the role of marketing research; research management and design; data acquisition and processing; design of surveys; marketing research and the behavioural sciences; introduction to multivariate techniques; applications of marketing research.  
Learning Outcomes On completion of this unit, students should be able to: Recognise that research is the systematic and objective identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making; Identify the most appropriate research technique for a given research project; Develop and/or evaluate an appropriate data collection form; Determine the data analysis technique most appropriate to the research; and Prepare and present a research proposal and/or report.  
Required Reading To be advised by lecturer  
Recommended Reading To be advised by lecturer  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Assignments, 50%; Examination, 50%.  

BHO2286 NATURE BASED TOURISM  
Campus Footscray Park.  
Prerequisite(s) BHO1190 Introduction to Tourism.  
Content This unit of study aims to introduce students to the concept of nature-based tourism and its specific sub-categories of adventure tourism and eco-tourism. To provide students with an understanding of the operations and visitor management issues for nature-based activities in natural environments. Topics include: motivations for nature-based tourism; the markets for adventure tourism and eco-tourism; operations issues including accreditation, and the management of visitors in natural areas.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, fieldtrip, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Progressive assessment, 60%; Final examination, 40%. Note: Only hand-held non-programmable calculators may be used in examinations.  

BHO2405 MUSIC MARKETING  
Campus Footscray Park.  
Prerequisite(s) BHO1171 Introduction to Marketing.  
Content This unit of study provides students with the knowledge related to the special marketing and promotional techniques of the industry, to develop technical skills in marketing musical products and to understand the processes by which the music product moves from the manufacturer to the consumer. At the completion of the unit of study students should be able to explain the processes involved in wholesale, retail and distribution of music products, to describe the role of media in the marketing and promotion of music products and to compare different approaches to marketing in international territories.  
Learning Outcomes On completion of this unit, students should be able to: Appreciate the many factors involved in music marketing and understand the processes by which music product moves from the producer to the consumer; Set marketing objectives, develop marketing strategies for music products and constructively analyse and evaluate their impact on the consumer; Prepare a comprehensive marketing plan for music products; Conduct independent research in the field of music marketing.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Examination, 40%; Case Studies, 30%; Assignments, 30%.  

BHO2407 MARKETING ON THE INTERNET  
Campus Footscray Park, Werribee, CUHK-Hong Kong.  
Prerequisite(s) BHO1171 Introduction to Marketing.  
Content This unit of study aims to give students an understanding of how marketing practices can be applied either in isolation using the web or as part of an integrated communication package incorporating the web. It looks in particular at the major marketing strengths of the internet over traditional methods. The unit of study examines 2 cases in particular, which exemplify highly efficient uses of the web as a selling, advertising, public relations and distribution tool. Topics include: a brief introduction, building a customer relationship, an examination of the 4Ps of marketing, branding and basic web design. Note: this unit of study does not provide technical training for designing web sites. A technical understanding is not required to study this unit of study and apply that knowledge to a business setting.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Major report, 30%; Check sheets, 30%; Exam, 30%.  

BHO2432 INTRODUCTION TO EVENTS  
Campus Footscray Park, Sunbury.  
Prerequisite(s) Nil.  
Content Topics will include the philosophy of events festivals and spectacles; the socio-cultural and political dimensions of events, sporting, business and leisure event concepts, components of the event industry, event infrastructure, organisational structure of the event industry and event administrative processes.  
Learning Outcomes Students will gain a broad understanding of event environment as well as management and administrative processes.  
Required Reading To be advised by Lecturer.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Progressive assessment, 60%; Examination, 40%.  

BHO2434 CONSUMER BEHAVIOUR  
Campus Footscray Park, Sunbury, Sunway-Malaysia.  
Prerequisite(s) BHO1171 Introduction to Marketing.  
Content The aim of the unit of study is to provide a detailed study, for both consumer and organisational buying behaviour, of purchasing, processes and the factors which influence them. Topics include: characteristics of individuals, groups and organisations...
and their influence on purchasing behaviour; consumer behaviour; organisational buying behaviour.

**Learning Outcomes** On completion of this unit of study, students should be able to understand: Why studying the consumer is important for marketers; The implications of consumer behaviour for marketing strategy; The different components of a consumer-behaviour audit; A working model of consumer behaviour.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and case study, 40%; Final examination and test, 60%.

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**BHO3174 INTRODUCTION TO PSYCHOLOGY**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The history and science of psychology, experimental methods; basic psychological concepts, the measurement of individual differences, sensation and perception, consciousness, conditioning and learning, memory and thinking, introduction to motivation, stress and health, psychology; intelligence; personality, measurement and theory; psychological disorders and treatment; social psychology.

**Learning Outcomes** On successful completion of this unit, students should have achieved an understanding of: The nature of a person, the various capacities of people and some approaches and assumptions, which can be made about people; The relationships between the individual, various social groups, and the wider society; The methods and the value of investigation in behavioural studies.

**Required Reading** To be advised by lecturer.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial Presentation and report, 25%; Major Assignment, 25%; Tests x 2, 50%.

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**BHO3254 ADVANCED MARKETING RESEARCH**

**Campus** Footscray Park, Sunbury, Sunway-Malaysia.

**Prerequisite(s)** BEO10106 Business Statistics, BHO1171 Introduction to Marketing BHO2285 Marketing Research.

**Content** The unit of study is principally of an applied nature and is data and technology driven. It will focus on the use of quantitative and qualitative data in the marketing research setting relating to marketing decision making. It will build upon the underlying concepts and the techniques of gathering and analysing data for effective marketing decisions and communication of results covered in Marketing Research and will introduce more advanced methodology, concepts and technology. This unit is designed to equip students with the techniques and skills to access and analyse information relevant to the marketing research activities of both private and public enterprises.

**Learning Outcomes** On completion of this unit, students should be able to: Identify appropriate qualitative and quantitative research methods for a given research project; Be familiar with the use and application of programs available for quantitative and quantitative analysis; Recognise that from an electronic perspective research potential exists that is systematic and objective. This includes the identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making; Apply a variety of qualitative methodologies available to the market researcher; Apply a variety of quantitative methodologies available to the market researcher; Identify the most appropriate research technique for a given research project; Determine the data analysis technique most appropriate to the research; and Prepare and present a research report in accordance with academic, professional and ethical standards.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project, 50%; Final examination, 50%.

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**BHO3301 HOSPITALITY TECHNOLOGY**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The Unit will examine the following areas: The application of technology in the hospitality industry in the areas of: •enhancing the efficacy of business operations, •enhancing the efficiency of business operations, •enhancing guest engagement and control in operations, and •enhancing managerial decision making in operations and strategy. The unit will examine these issues from the perspective of using various technologies to address a variety of operational and strategic challenges that confront the modern hospitality industry.

**Learning Outcomes** At the completion of this unit, students will be able to: critically analyse business problems as they confront the hospitality industry; •evaluate and identify appropriate technology as required to solve operational and strategic problems in the hospitality industry; •implement and utilise appropriate technology as required to achieve satisfactory operational and strategic outcomes in the hospitality industry.


**Class Contact** 3 hours per week comprising a 2 hour lecture & 1 hour tutorial

**Assessment** Progressive assessment 60%, final assessment 40%.

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**BHO3306 CASINO AND GAMING MANAGEMENT**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study reviews the planning, management and operational requirements of Casino and Gaming Facilities. The aims of the unit of study are: to develop the student’s analytical and problem solving skills in the management of Gaming operations; and to evaluate the development of Casino and Gaming Complexes in Urban and Regional Development.

**Learning Outcomes** On successful completion of this unit, students should be able to: Understand the social and economic impacts of the casino and gaming Industry; Understand the mathematics of casino games; Understand the accounting and forecasting requirements of a casino operation; Conduct an operational analysis for a gaming facility; Identify key aspects from the current literature on service within the casino environment.


**Recommended Reading** An extensive reading list is handed to the students at the beginning of the semester

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project, 30%; Case Studies, 20%; Examination, 50%.

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**BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study develops the students’ knowledge of Australian and international beverages and their application in a commercial environment. Among the topics covered are: Australia’s commercial position as a wine producer in relation
to other countries. Principles of sensory evaluation and their application to a diverse range of wine styles. The changes that may occur in wines during ageing and/or production. The variances and international influences on the different wine varietals. Varietal profiles and regional characteristics of Australian wine styles. The principles of production techniques for other alcoholic beverages. The characteristics of Champagnes, cocktails, and beers. The application of wine styles to wine and food combining concepts.

Learning Outcomes After successful completion of this unit of study, students should be able to: Understand the principles of sensory evaluation, and apply them to a diverse range of wine styles; Discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel; Have knowledge of how viticultural practices impact on wine outcomes; Understand the changes that may occur in wines during ageing and/or production; Appreciate the variances and international influences on the different wine varietals; Have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles; Extend the principles of production techniques to other alcoholic beverages; Apply knowledge of wine styles to wine and food combining concepts.

Required Reading To be advised by the lecturer

Recommended Reading

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Progressive assessment, 40%; Final Examination, 60%.

BH03311 YIELD MANAGEMENT

Campus Footscray Park

Prerequisite(s) BA0101 Accounting for Decision Making; BC01102 Information Systems for Business; BE01106 Business Statistics

Content This unit of study introduces students to “Yield Management” which is a demand based pricing system employed in the hospitality and tourism industry. The use of Yield Management is seen as a critical change in the setting of price in the hospitality and tourism industry and, coupled with information technology, especially the internet, is having long term strategic impacts on the industry. This unit also explores the role and function of the “Revenue manager” the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry.

Learning Outcomes At the end of this unit the student should have developed an understanding on the role and application of Yield Management in hospitality and tourism. The student should be able to identify and explain the strategic factors wherein Yield Management can be applied. The student should also be able to identify and explain the tactical circumstances for the application of Yield Management. The student should also be able to undertake the elementary analytical procedures needed to apply Yield Management in the hospitality and tourism industry.

Required Reading
- Recommended Reading

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorial.

Assessment Progressive assessment 60%; Final examination 40%.

BH03373 INTERNATIONAL MARKETING

Campus City Flinders, Footscray Park, Sunway-Malaysia.

Prerequisite(s) BH01171 Introduction to Marketing.

Content Marketing in an international environment; international marketing research/intelligence; market segmentation on a global scale; consumer behaviour in different countries/cultures; international product/service policy; international distribution; international promotion/vertising; pricing in international markets; marketing planning on an international scale; organisation and control of international marketing; importing and exporting.

Learning Outcomes On completion of this unit of study, students should be able to: Analyse and assess world markets, their respective consumers and environments; Appreciate the importance of marketing research in analysing and assessing world markets and marketing opportunities; Appreciate the importance of cultural adaptation in marketing programmes and develop the foundations of cultural and cross-cultural understanding, including business customs in international marketing; Identify different types of economic, political and legal environments; Identify emerging markets, multinational market regions and market groups; Identify different planning processes and organisational structures for managing and implementing marketing strategies in international markets; Identify appropriate strategies for marketing products in international markets including the most appropriate market-entry options for a given product, market and the environment; and Prepare a research project and report comprising a market audit and marketing plan for introducing a product into a selected country and market.

Required Reading To be advised by lecturer.

Recommended Reading

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Mid-Semester Test, 10%; Major project, 30%; Class participation, 10%; Formal Examination, 50%.

BH03405 ELECTRONIC RETAILING

Campus Footscray Park, Werribee.

Prerequisite(s) BE01103 Microeconomic Principles, BE01104 Macroeconomic Principles.

Content The unit of study consists of foundation level studies where particular aspects of electronic retailing are considered and application level studies where results of empirical studies of electronic retailing are discussed and analysed. The contents include: power shift from retailers to consumers; interactive shopping, on-line shopping, television shopping, virtual shopping; electronic connection between retailers and consumers; impact of Internet on consumer behaviour, competition and communication; forces driving changes in consumer shopping behaviour from the supply and demand angles; impact of electronic retailing on consumer shopping behaviour; implications for physical retailers and their strategic response to electronic retailing competition in terms of site architecture, contiguity, merchandise range, pricing, payment methods and promotion research; web strategies for electronic retailers including limitations of electronic retailing; differences and similarities of electronic retailing for consumers and business; future of electronic retailing.

Required Reading

Recommended Reading

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Research assignment (approx. 2500 words), 25%; Presentation (approx.2500 words), 25%; Examination, 50%.
BHO3420 EVENT OPERATIONS
Campus Footscray Park
Prerequisite(s) BHO2432 Introduction to Events
Content The Unit will examine the following areas of event operations: Events in historical contexts; Rational for hosting events; Allocation and use of resources (human and financial) as well as the infrastructure required for running an event; Bidding for events; Developing the event concept; The development of a sponsorship programme for an event; Financial management; Organisational structures and administration; Logistics and staging of an event; Legal issues and risk analysis - Crisis management and media relationships - Waste management.
Learning Outcomes On successful completion of this unit, students are expected to be able to: - Demonstrate an understanding of the rationale for hosting events in the past and present - Demonstrate an understanding of the role of the Professional Events Organiser - Demonstrate an appreciation of the operations and management of facilities and resources used for hosting special events - Demonstrate an understanding of how different stakeholder interests may necessitate different management approaches - Understand the importance of sponsorship to events and the management of the sponsorship before, during and after the event - Be able to assess risks and produce a risk management plan - Understand the legal obligations of an events organiser - Produce crisis management contingency plans as part of an overall business plan - Demonstrate an ability to analyse the macroenvironment and based on that analysis, produce a business plan as part of a team - Reflect on the operational aspects of running an event - Demonstrate an ability to take into consideration the environmental implications of events and produce environmental management plans.
Required Reading Allen, J., O‘Toole, W., Harris, R., & McDonnell, I., (2008); Festival and Special Event Management (4th Ed.) John Wiley & Sons, Brisbane. Recommended Reading Goldblatt, J. (2008). Special Events: The Roots and Wings of Celebration (5th Ed.) John Wiley & Sons, Hoboken, N.J. Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment Early assessment exercise 10%; Group assignment - 5,000 words 35%; Presentation 15%; Exam 40%.

BHO3421 BUSINESS EVENTS
Campus Footscray Park
Prerequisite(s) BHO2432 Introduction to Events
Content The Unit will examine the following areas: The scope of business events; international business events; business events in Australia; Tourism Satellite Accounts and their importance; definitions within the business events sector (MICE, Trade Shows etc.); rationale for business events; stakeholders (PCOs, Convention Bureaux, Venues); funding and economic considerations; business event sectors (e.g. meetings and conferences, trade shows and exhibitions, product launches, incentive travel); operationalising business events; sourcing leads; managing client relationships; leveraging business events; pre- and post-events activities; accompanying persons programme; use of EventsPro software; the future of business events (e.g. climate change; carbon neutral initiatives and innovations).
Learning Outcomes On successful completion of this unit, students are expected to be able to: Understand the context of business events; Understand the rationale behind business events; Have substantial knowledge of the main types of business events; Understand the planning and development of business events; Understand incentive travel and be able to develop a proposal for a client brief; Recognise the importance of the client relationship; Be able to select venues appropriate for business events; Use EventsPro for the management of conferences and trade shows; Be aware of the challenges facing the future of the industry; Understand the need for flexibility, innovation and creativity and provide solutions for the above challenges.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment Individual assignment - 1,000 words 20%; Group assignment - 3,000 words 30%; Presentation 10%; Exam 40%.

BHO3422 EVENT CREATION AND DESIGN
Campus Footscray Park
Prerequisite(s) BHO2432 Introduction to Events
Content This unit will examine the following areas: 1. Creativity - the concept of creativity; developing and fostering creative skills; barriers to creativity 2. Events and creativity in context; historical perspectives; the evolution of creativity in events; the value of extravagant events, specifically closing and opening ceremonies; objectives of events; constraints to creativity in events 3. Design - Principles of design; producing creative events; technical skills; resources; risk factors; review of event creative industries and synergies with events.
Learning Outcomes On successful completion of this unit, students are expected to be able to: - Understand the creative process - Understand the methods for encouraging a creative environment - Understand the ways in which events are created and produced - Know what would constitute a creative event and how to go about producing this - Understand how technical skills can be used to enhance the production of events - Be familiar with the principles of event design - Be able to develop/design a proposal for a unique event.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment Early assessment exercise - 1,500 words 15%; Individual assignment - 1,500 words 30%; Group assignment 35%; Presentation 20%.

BHO3423 EVENT EVALUATION AND LEGACY
Campus Footscray Park
Prerequisite(s) BHO2432 Introduction to Events
Content This unit will examine the triple bottom line evaluation of events. In so doing it will: - Examine the event evaluation process from the pre-event stage (feasibility stage) through to post-event evaluation - Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events - Examine the concept of event legacy - Use the economic evaluation kit Encore as the basis for understanding the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.
Learning Outcomes On successful completion of this unit, students are expected to be able to: - Obtain an understanding of feasibility studies and their role in the event evaluation process - Understand the basis for evaluating the economic impacts of events - Understand the basis for evaluating the social impacts of events - Understand the basis for evaluating the environmental impacts of events - Understand the concepts behind holistic evaluation of events and triple bottom line reporting - Obtain an understanding of the legacy of events - Use the economic evaluation tool ENCORE.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment Early assessment exercise -10%; Group assignment - 3,000 words 35%; Individual assignment - 1,500 words 15%; Exam 40%.

BHO3432 SERVICES MARKETING
Campus Footscray Park, Sunbury.
Prerequisite(s) BHI0171 Introduction to Marketing
Content This is an advanced unit in marketing which examines the special requirements for successfully marketing services. The various activities in the services marketing mix are examined with particular reference to product development, pricing, promotion, place decisions, process design, people, performance and physical evidence. In addition, the role and importance of the service sector to the Australian economy is examined.
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 60%; Final examination, 40%.

BHO3433 FOOD AND BEVERAGE MANAGEMENT III
Campus Footscray Park.
Prerequisite(s) BHO1121 Food and Beverage Management I, BHO1122 Food and Beverage Management II.
Content This unit of study aims to develop in students an understanding of key principles of a food and beverage cost management strategy; enable students to critically evaluate both well-established and recent theories in catering supply and demand and to develop an understanding of the market in which catering operations exist; develop students capacity to undertake management or large-scale, multi-site and multi-unit catering projects. Topics include: competitive challenges of the restaurant and catering industry; systems theory and restaurant and catering systems including food safety systems; types of costs in restaurant and catering operations. Factors influencing restaurant and catering costs. Costs and menu engineering; Unique cost management problems of large-scale multi-site catering businesses. Contemporary issues in catering cost management. Industry case studies.
Learning Outcomes On completion of this unit, students should be able to: Solve problems in costing through the application of specific tools and techniques; Appreciate the importance of maximising stock turnover while maintaining sufficient stock levels; Research and understand developments in ‘Systems Theory’ and to apply the ‘Systems’ paradigm to the production, distribution and service phases of large-scale catering operations; Utilise the theory and practice of project management.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment In-semester assessment, 30%; Group Project, 30%; Final examination, 40%.

BHO3435 MARKETING PLANNING AND STRATEGY
Campus Footscray Park, Sunbury, Sunway-Malaysia.
Prerequisite(s) BHO1171 Introduction to Marketing plus at least one 2nd and one 3rd year marketing unit of study.
Content This unit of study adopts a strategic approach to marketing. The tools, techniques and analyses performed in the preparation of a marketing strategy plan will be covered in detail. In addition, the unit of study will evaluate a number of theories developed to assist with strategy formulation. Topics covered include: trends in marketing strategy, portfolio analysis, competitor audits, customer audits, situation analysis, selecting strategic alternatives, the business vision and mission, implementation and control processes. The culmination of this unit of study may involve the preparation of a marketing plan.
Learning Outcomes Upon completion of this unit, the student should be able to: Discuss the theoretical frameworks for strategic planning; Collect, interpret, manage and distil marketing intelligence from a range of diverse sources; Collect and manage environmental scanning for strategic planning purposes; Understand the role of futures research in strategic planning; Appreciate the role of change and be able to identify different types of change scenario for strategic planning; Collect, manage and interpret trends for use in futures research and for building future scenarios; Recognise the importance of high level analysis in strategic planning; Analyse trends and identify growth opportunities; Identify and describe the underlying drivers of demand; Conduct a competitor analysis, environmental analysis, internal analysis and market analysis and SWOT analysis, Identify appropriate marketing strategies and prepare a marketing strategy plan; Operate effectively within a team-based working environment.
Required Reading To be advised by lecturer
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Final examination, 40%; Individual essay, 20%; Group project, 40%.

BHO3438 TOURISM IN THE ASIA-PACIFIC REGION
Campus Footscray Park, Sunway-Malaysia.
Prerequisite(s) BHO1190 Introduction to Tourism.
Content This unit of study aims to develop an understanding of the role, significance and impacts of tourism in the Asia-Pacific region. To provide students with knowledge of the institutional framework for tourism in the region; and analyse the implications for the development of tourism in the Asia-Pacific. The unit of study examines the concept of regionalisation and how this influences tourism structures and relationships in the Asia-Pacific region. Issues addressed include the economic, social, cultural, political and environment dimensions of tourism in the region, transport and infrastructure development, and the need for a co-operative approach to tourism development.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment 60%; Final examination, 40%.

BHO3473 HUMAN RELATIONS
Campus Footscray Park.
Prerequisite(s) Nil.
Content Tuning in to one’s experience; communication skills; forming relationships; assertion and personal rights; influence and persuasion; dealing with emotions; personal presentation skills.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, tests and reflective journals, 100%.

BHO3497 FIELD RESEARCH PROJECT
Campus Footscray Park.
Prerequisite(s) BHO1190 Introduction to Tourism.
Content This unit of study enables students to observe tourism in action in the field. The unit of study is offered as a Summer School elective after the completion of the semester 2 examination period. Prior to travel students receive a brief on the problem to be investigated. The trip involves a series of site visits and presentations from relevant tourism-related personnel. Students complete a diary during the course of the trip and write this up as an assignment on their return.
Required Reading To be advised by lecturer
Recommended Reading To be advised by lecturer
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Project assignment, 100%. Please note an additional charge applies for this unit of study.
BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM
Campus Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.
Prerequisite(s) BHO1190 Introduction to Tourism; BHO2255 Tourism Enterprise Management (or equivalent); or BHO3499 Managing Sustainable Destinations.

Content This unit is an advanced unit that provides an overview of current and future trends and issues relating to international tourism. The approach could have a sectoral and/or a thematic focus. Topics will change over time, reflecting their relative importance to international tourism, though there will be some emphasis on responsible tourism issues (e.g., climate change, poverty alleviation, corporate social responsibility). Comparisons will be made between Australian and international experience. The unit aims to develop students’ ability to critically evaluate data and information from a wide range of secondary sources relating to specific trends and issues relevant to international tourism, and to interpret the implications that these issues and trends have for the tourism industry in the future.

Learning Outcomes At the completion of this unit, students will be able to: • demonstrate a greater understanding of the current trends and issues affecting international tourism; • access a wide range of secondary data and information sources relating to international tourism trends; • demonstrate high level research and evaluative skills through an in-depth investigation of one or more current trends or issues in international tourism; • identify and analyse a contemporary international tourism issue and compare and contrast the dimensions of that issue in at least two international countries.

Required Reading Given the contemporary nature of this unit, there is no set text. Key academic and industry references will be provided for each topic.


Class Contact 3 hours per week or equivalent.

Assessment Progressive Assessment: Tutorial Multiple Choice Questions and Test (2 x 10%): • Demonstration of an understanding of key concepts based on selective readings. Individual Written Assignment (20%) 2000 words: A report which critically examines the practice of planning, developing and managing a specific destination in the context of sustainability. Group Assignment (20%): • A podcast production of a tourism experience at a specific destination that either demonstrates good or poor practice in the sustainable management of that destination. (maximum 10 minutes). • An accompanying one page information sheet providing an overview of the destination, the tourism experience and a critique of how it is managed in the context of sustainable practice. Final Examination (40%) 2 hours duration.

BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT
Campus Footscray Park, Sunway-Malaysia.
Prerequisite(s) Nil.

Content To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or tourism industry project. Execution of the project which includes; undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.


Recommended Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Progressive assessment, 50%; Final project report, 50%.

BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT
Campus Footscray Park.
Prerequisite(s) BHO2282 Accommodation Management.

Content To introduce students to the process of planning developing and evaluating hospitality facilities via systematic market demand analysis and feasibility study. Topics include: The development process; conceptualisation, planning and initiation, market demand analysis and feasibility studies. The management and operational phase, performance evaluation, decision making strategy development and implementation.

Learning Outcomes At the conclusion of this unit, the student will be able to: Understand that decisions made during property development are largely indelible and can cause long term problems if they are incorrect; Analyse a hospitality market from survey data and other available information sources and be able to project the type of property best suited to a particular market; Prepare a feasibility study for a new hospitality property including market analysis and financial modelling; Relate to the planning development process in hospitality property development; Recognise where any difficulties in the structure and/or pricing of a hospitality property lie and act to rectify the problems; Understand the managerial problems associated with the operational phase of a hotel, engage in performance evaluation and decision making strategies; Be able to prepare and present a PPT presentation justifying a market research and financial model based set of decisions.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Progressive Assessment, 80%; Final Examination, 20%.
BH03504 CULTURE AND IDENTITY
Campus Footscray Park
Prerequisite(s) Nil
Content The aim of this unit is to introduce students to the social complexity of the hospitality and tourism industries. The student will address the complexities of the service environment as experienced by hospitality and tourism workers. In particular, the unit will focus on the complexities of a truly international industry wherein staff deal with colleagues and customers from different cultural backgrounds.
Learning Outcomes Upon completion of this unit, the student should be able to demonstrate an appreciation for the challenges of working in a multi-cultural environment; the universals of social behaviour, culture and ethics; cross-cultural interaction and communications as they are experienced in the hospitality and tourism industry.
Recommended Reading A selection of readings based on current research will be made available to students.
Class Contact 3 hours per week. 2 hour lecture 1 hour tutorial.
Assessment Progressive Assessment 60% Final Assessment 40%.

BH03505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM
Campus Footscray Park
Prerequisite(s) Nil
Content This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.
Learning Outcomes At the end of this unit, students will have an understanding of the product innovation and development process for hospitality and tourism products and services. Students should understand the factors that drive product and service innovation in hospitality and tourism. Students should appreciate the risks associated with product development and demonstrate a capacity to evaluate potential risks and rewards of product and service innovation.
Recommended Reading A set of additional readings will be placed in Open Reserve in the library.
Class Contact Equivalent to thirty-six hours per semester normally delivered as two hours of lecture and one hour of tutorial.
Assessment Progressive Assessment 60% final assessment 40%.

BH03506 THE INTERNATIONAL PROFESSIONAL
Campus Footscray Park
Prerequisite(s) BB83001 Co-operative Education 1; BB83002 Co-operative Education 2; BH03473 Human Relations
Content Drawing upon the students experience in co-operative education, this unit of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It further provides students with a theoretical and experiential introduction to mentoring via a University sponsored student mentoring program.
Learning Outcomes Upon completion of this subject students will have demonstrable skills in self and other management, mentoring and leadership as they are applied in the hospitality industry. In particular, students will be able to demonstrate high level skills in personal awareness, reflection and self management in order to maximise their career potential.
Class Contact Equivalent to thirty-six hours per semester. Normally to be delivered as 5 x 3 hour seminars, 2 x 8 hour residential workshop and 1 x 5 hour workshop.
Assessment Progressive assessment 100% Class presentation, reflective journal, formal essay.

BH05501 ELECTRONIC MARKETING
Campus City Flinders, SIESingapore.
Prerequisite(s) BH06505 Marketing Management.
Content The unit of study has the objective of students gaining a broad understanding of the many facets of electronic marketing with particular attention to its application for direct marketing and advertising. In addition students will gain an understanding of the legal, social and ethical issues faced by internet marketers and advertisers. Topics covered would include: introduction to the internet; marketing on the internet; communicating with consumers online; computer mediated selling; mechanics of electronic marketing; brand advertising; interactive advertising and direct marketing.
Required Reading Chaffey, D., Mayer, R., Johnston, K. and Ellis-Chadwick, F., 2000, Internet Marketing, Prentice Hall.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Coursework, 100%.

BH05502 SERVICES AND RELATIONSHIP MARKETING
Campus City Flinders, SIESingapore.
Prerequisite(s) Nil
Content The aim of the unit of study is to introduce the graduate student to the service industry, and the marketing implications. There is a focus on developing marketing strategies for services, especially in view of demand management, quality, and customer service. Building internal and external relationships a competitive strategy for service marketing forms an integral part of this unit of study. Topics include: understanding services; strategic issues in service marketing; tools for service marketers; relationship marketing in services; marketing plans for services.
Learning Outcomes On completion of this unit, students should be able to: Differentiate between the marketing of manufactured goods and services; Demonstrate an understanding of the unique challenges involved in marketing and managing services; Identify and analyse the various components of the services marketing mix; Demonstrate an understanding of the key issues required when managing customer satisfaction and service quality; Understand the role of the participants in service delivery, satisfaction and recovery; Demonstrate an appreciation of other key issues in service businesses such as managing supply and demand, relationship marketing, and the overlap in marketing/HRM/operations; and demonstrate an understanding of how the concept of service can be used as a competitive advantage in managing organisations.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case study/Research assignment, 30%; Class presentation, 20%; Final examination, 50%.

BH05503 MARKETING COMMUNICATION
Campus City Flinders.
Prerequisite(s) Nil
Content The unit of study is aimed at developing managerial decision making skills in all aspects of promotion. Topics covered would include: strategy development and implementation in advertising, personal selling, public relations, direct
response marketing and customer service.


Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Assignment and class presentation, 60%; Final examination, 40%.

BHO5504 BRAND AND PRODUCT MANAGEMENT
Campus: City Flinders.
Prerequisite(s): BHO6505 Marketing Management.

Content: The unit of study is aimed at introducing graduate students to aspects related to the design of marketing of products and services in the marketplace. It will provide students with skills necessary in developing and administering policies and strategies for both the company’s existing and new products with a competitive edge. The topics covered in this unit of study, would include: a framework for product management structure in an organisation; an overview for the need for introducing new products; the importance of an innovation policy; new product strategy, a productive new product development process; market appraisal for opportunity identification; the design process, a focus on importance of the consumer, product positioning, testing and improving new products to meet competition, product introduction and profit management; implementing the new product development process: the imperative need for customer and after-sale service as a competitive edge strategy in both domestic and foreign markets.

Learning Outcomes: On completion of this unit students should be able to: Exhibit an awareness of the factors that determine the strategy and planning process for new and existing products— with special reference to competitive analysis and the role of market intelligence, strategic management of the product mix and the use and evaluation of models; Demonstrate an understanding of organisational issues for new products, ideas for new products— their evaluation, screening methods, market analysis, testing and forecasting; and Demonstrate an understanding of core brand concepts such as brand equity, strategic brand management, role of marketing communication in creating a brand, managing brands over time, global brand management and services branding. Other related and emerging issues such as co-branding, strategic alliance branding, tourism and destination branding will also be considered in this unit.

Required Reading: To be advised by lecturer.
Recommended Reading: To be advised by lecturer.

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Research project and other written assessment, 50%; Final examination, 50%.

BHO5505 BUSINESS TO BUSINESS MARKETING
Campus: City Flinders.
Prerequisite(s): Nil.

Content: The unit of study is aimed at graduate students with prior knowledge or understanding of the marketing discipline. It would acquaint students with practices and problems of the Industrial and Organisational Marketing field or profession. Students would be equipped with skills and techniques essential in carrying out managerial responsibilities and duties in the industrial marketing function. Topics to be covered would include: the basics of industrial marketing; industrial markets, products and services and purchasing practices; organisational buyer behaviour and concepts and models of organisational buying behaviour; industrial marketing research and intelligence; industrial market segmentation; industrial marketing management functions; the strategic management of industrial products and services, marketing and product innovation, industrial pricing, industrial marketing communications, industrial channel strategy; control of industrial marketing programs; industrial market performance, control and evaluation of industrial marketing, industrial competitiveness in the Asian economic integrated region.

Recommended Reading: Bingham, F.G.Jr., Gomer, R., 2001, Business Marketing, NTC College Division.

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Final Examination, 50%; Case study/assignments/research projects, 50%.

BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT
Campus: City Flinders.
Prerequisite(s): Nil.

Content: This unit of this aim of this unit is to develop the students’ knowledge of Australian wines and international beverage products and their commercial and culinary roles in hospitality enterprises. The content is as follows: Sensory evaluation and judging Australian wines. Generic and varietal wine styles. The major wine producing regions of Australia. Champagnes, spirits, beers, and liqueurs. Viticulture and viniculture. Contemporary wines and drinks list, costing and pricing, structure and content. Purchasing, storing, and service of beverages. Cost controls and reporting systems. Food and wine harmony. Wine promotions, merchandising and marketing for food and beverage managers.

Learning Outcomes: After successful completion of this unit, students should be able to: Understand the principles of sensory evaluation, and apply them to a diverse range of wine styles; Discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel; To have knowledge of how viticultural practices impact on wine outcomes; To understand the changes that may occur in wines during ageing and/or production; Appreciate the variances and international influences on the different wine varietals; Have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles; Extend the principles of production techniques to other alcoholic beverages; Apply knowledge of wine styles to wine and food combining concepts.


Recommended Reading: A list of recommended readings and articles, and a variety of audio-visual materials has been compiled and will be provided by the lecturer.

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Progressive assessment, 40%; Final examination, 60%.

BHO5519 EMERGING SYSTEMS IN HOSPITALITY
Campus: City Flinders.

Prerequisite(s): Nil.

Content: This unit of study examines systems, now emerging that have key roles in the management of hospitality operations. These include technologically advanced catering systems for cook-chill catering, the Hazard Analysis Critical Control Points (HACCP) system for food safety programs and contemporary practices for environmental management programs. The latest development in these systems and their applications to, and implementation in, hospitality operations will be considered. Recent food/fodservice trends will be covered and the ways in which they affect menu development, service quality and competitive advantage will be discussed.


Recommended Reading: A set of readings will be placed in Open Reserve in the Library.

Class Contact: Equivalent to thirty-six hours per semester, normally to be delivered as a combination of lectures, seminars, tutorial and/or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Presentation, 20%; Major Assignment, 30%; Examination, 50%.

BHO5520 INTRODUCTION TO HOSPITALITY INDUSTRY
Campus: Footscray Park, City Flinders.
Prerequisite(s): Nil.

Content: To introduce students to the study of hospitality as an emerging discipline worthy of rigorous study. To orient the students to the hospitality industry and the issues which confront it. Topics covered: hospitality as a field of study; introduction to the hospitality industry; the philosophy of hospitality; the origins of modern
hospitality; the structure and dynamic forces of the hospitality industry; consuming hospitality; the modification of the hospitality industry.

**Learning Outcomes** On successful completion of this unit, students should have: a critical and holistic understanding of the hospitality industry as both a social and economic phenomenon involving relationships and transactions between people, which require the effective application of certain management concepts and techniques; and have developed their abilities to critically evaluate and analyse what they read, as well as improve their writing skills.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

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**BHO5521 FOOD AND BEVERAGE STUDIES I**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BHO5520 Introduction to Hospitality Industry.

**Content** To introduce students to the core principles and practices of kitchen management systems, which optimise the managerial and operational efficiency of food production facilities. Topics covered: introduction to food production; the menu as a core management tool; food commodities; recipe development and standard recipes; food production systems; evaluation methods of food production.

**Learning Outcomes** On the completion of this unit, students are expected to demonstrate an understanding of: The essential characteristics of food and beverages; The structure and nature of the foodservice industry; The role and function of the menu and the wine lists; including menu planning; Various food production methods; Various food control systems, including food and beverage costing methods; Recipe development and standardisation; Basic food safety and hygiene principles; The concept of the dining experiences and various examples of the dining experience.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

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**BHO5522 FOOD AND BEVERAGE STUDIES II**

**Campus** Footscray Park.

**Prerequisite(s)** BHO5520 Introduction to Hospitality Industry.

**Content** To develop a comprehensive understanding of the principles and practices of restaurant management. Topics covered: concepts of restaurant management; conceptualising quality in a restaurant setting; quality control; evaluating restaurant performance in terms of financial, market and operational criteria.

**Learning Outcomes** On successful completion of this unit, students should be able to: demonstrate essential operational skills required to deliver quality food & beverage services; describe the roles and responsibilities of a restaurant manager; analyse and evaluate restaurant performance based on financial, market and operational criteria; demonstrate basic restaurant management skills.


**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

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**BHO5525 MARKETING STRATEGY**

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.


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**BHO5567 HOSPITALITY PROPERTY DEVELOPMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes the following topics: principles of land use management; principles of property development; site selection; valuation; land acquisition; regulations governing developments; the development process: conceptualisation, planning and initiation phase; market feasibility analysis; financial feasibility analysis; commitment phase; design and construction phase; management and operational phase. Hospitality operations; facilities planning and design; integration of facilities; investment in real estate; property development in Australia; property development in South-East Asia.

**Learning Outcomes** On successful completion of this unit, students should be able to: appreciate the complex nature of hospitality property development; Understand the history and current trends of hotel development; Evaluate the market feasibility of a proposed development; Evaluate the financial feasibility of a proposed development; and understand the major legal and design issues involved in a development project.

**Required Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 25%; Assignment 2, 25%; Examination, 50%.

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**BHO5568 HOSPITALITY OPERATIONS MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes the following topics: introduction to quantitative analysis and the decision making process; overview of hospitality operations and the School of hospitality problems and issues that arise in the short and long term; systems overview of short-term and long-term problems; techniques for short term and long term problems, report preparation of results for senior management.

**Required Reading** Student handbook (lecture notes, readings, exercise)

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%. Note: Any hand-held calculators may be used in examinations.

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**BHO5572 LOGISTICS**

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** The unit of study provides students with a managerial viewpoint or approach in terms of marketing decisions made in all aspects pertaining to distribution systems so as to complete efficiently and effectively in the market place. Topics covered would include: focus on analysis and decision making regarding the functions and institutions in designing and appraising a distribution system, and thereby develop and implement a competitive distribution strategy to enhance the functions; economic and behavioural analysis of distribution intensity, channel length, marketing logistics, transportation, inventory control and warehousing and distribution cost; influence of product mix, prices and promotional activities on designing and appraising...
BH05574 CONSUMER BEHAVIOUR  
Campus: City Flinders.  
Prerequisite(s): Nil.  
Content: This interdisciplinary unit of study discusses the consumer as the focus of the marketing system. The unit of study emphasises the use of knowledge about consumer behaviour in marketing decisions and insight for innovation. The contribution of the disciplines of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour is highlighted. Specific areas of focus are consumer needs, motives, perceptions, attitudes, personality, the socialisation process, group influences (family, social groups, culture and business) and culture. Theoretical and conceptual consumer behaviour frameworks are applied to purchasing decision-making, buying and the use of goods and services in both an Australian and a global context.  
Required Reading:  
Reccommended Reading:  
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment: Assignment and class presentation, 60%; Final examination, 40%.  

BH05575 NATIONAL CULTURES AND IDENTITIES  
Campus: City Flinders.  
Prerequisite(s): Nil.  
Content: Examines the meaning of culture and national identity with emphasis on cultural comparison. Considers theoretical and practical applications of cross-cultural activity including but not confined to: the universals of social behaviour, culture and ethics, communication, cross cultural interaction and the outcomes of cross-cultural contact. This unit of study has particular application to marketing, tourism and hospitality contexts.  
Required Reading: To be advised by lecturer.  
Recommended Reading: To be advised by lecturer.  
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment: Assignment and class presentations, 60%; Final examination, 40%.  

BH05583 MARKETING RESEARCH  
Campus: City Flinders.  
Prerequisite(s): BH06505 Marketing Management.  
Content: This unit of study aims to develop analytical skills, knowledge of market research techniques and confidence in the application of methodologies in solving practical market research problems. Importance of research in strategic and competitive marketing planning is highlighted. This is developed through a focus on the research insight required for effective decision making and innovation in targeted domestic and export markets in order to maintain a competitive edge. Key aspects addressed are the marketing research process; an examination of available research methodologies for the consumer market, industrial and service market; data collection procedures and qualitative research; experimentation in marketing and experimental designs; designing forms and scales for collecting data; designing the sample and collecting the data; examination of various research techniques and industry ethics and codes of conduct.  
Required Reading:  
Recommended Reading:  
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment: Research Report 30%; Presentation 20%; Final examination, 50%.  

BH05586 ACCOMMODATION STRUCTURE AND ORGANISATION  
Campus: City Flinders.  
Prerequisite(s): Nil.  
Content: This unit of study includes: the accommodation industry: overview; overview of the hotel front office; the guest cycle (from check in to check out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the hotel award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SOTF analysis; environmental analysis; strategic choice; implementing strategy; planning in turbulence.  
Learning Outcomes: On successful completion of this unit, students should be able to: Describe the management environment in which the hospitality accommodation industry operates and identify the main stakeholders and their role in the contemporary environment; Evaluate the requirement of a Hotel Information System and be able to select an appropriate Property Management System; Determine an appropriate pricing structure for a hotel property; Effectively utilise staff in the hotel property with regards to: service needs; award provisions and ergonomics of the workplace; Evaluate the role of service quality as a key aspect of competitive advantage and assess the role played by guests, hosts and organisations in the contemporary practice of hospitality accommodation service.; Identify key aspects from the current literature on service within the hospitality accommodation environment.  
Required Reading:  
Recommended Reading: To be advised by lecturer.  
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment: Computer project, 20%; Group project, 20%; Final examination, 60%.  

BH05605 INTERNATIONAL TOURISM MANAGEMENT  
Campus: City Flinders.  
Prerequisite(s): Nil.  
Content: The unit of study aims to develop an understanding of tourism and the tourism system in an international context. Topics include a systematic overview of tourism, the different perspectives of tourism, global tourism trends, tourist attractions, and business management in tourism and future trends.  
Required Reading:  
Hall, C., 1997, Tourism in the Pacific Rim; Developments, Impacts and Markets; Addison Wesley Longman Australia Pty Ltd, Melbourne.  
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment: Minor assignment and participation, 20%; Major Assignment, 40%; Examination, 40%.  

FACULTY OF BUSINESS AND LAW
BH05607 CASINO AND GAMING OPERATIONS MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to develop the student’s analytical and problem solving skills in the management of Gaming Operations and evaluate the development of Casino and Gaming Complexes in Urban and Regional Development.
Learning Outcomes On successful completion of this unit, students should be able to: Understand the social and economic impacts of the casino and gaming Industry; Understand the mathematics of casino games; Understand the accounting and forecasting requirements of a casino operation; Conduct an operational analysis for a gaming facility; Identify key aspects from the current literature on service within the casino environment.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case Studies, 40%; Class Presentations, 20%; Project, 40%.

BH05608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study examines the theoretical and practical applications of Human Resource Management within the Hospitality and Tourism Industry. It includes the concept of strategic HRM and its application to HRM practices such as employee recruitment, selection, performance appraisal, training and development, remuneration systems and occupational health and safety. The unit is also concerned with the industrial relations system and its impact on the Hospitality and Tourism Industry, with special attention to the incidence of enterprise bargaining within the industry. The unit investigates best practice within Hospitality and Tourism, the impact of TQM on productivity and current trends in HRM within the industry.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Review report, 40%; presentation, 10%; Case Studies, 50%.

BH05613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM
Campus City Flinders.
Prerequisite(s) Nil.
Content In this unit of study the students will study the application of qualitative and quantitative research methods in an hospitality and tourism context. The increasing sophistication of the hospitality and tourism industries, with their demands for managers to better understand markets, market segmentation and customer satisfaction surveys, means that hospitality and tourism managers must develop a working knowledge of how to apply qualitative and quantitative research techniques in an hospitality or tourism setting. Topics include: content analysis, semantics and other qualitative analytical methods and various quantitative analytical methods such as tests of significance, factor analysis, cluster analysis and discriminant analysis and how they can be applied to an hospitality or tourism setting. Using existing data sets, the students will get to practice these various techniques.
Recommended Reading A handbook of edited readings and articles will be compiled and provided by the lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Preliminary essay, 10%; Major Project, 30%; Class Presentation, 20%; Final Exam, 40%. Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

BH05615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.
Recommended Reading A set of additional readings will be placed in Open Reserve in the library.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Preliminary essay, 10%; Class Test, 10%; Individual Project, 30%; Final exam, 50%.

BH05616 HOSPITALITY, TOURISM AND EVENTS MARKETING
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit covers the issues of strategic marketing planning and the marketing of hospitality, tourism and event management related activities including accommodation, food and beverage, conventions and conferences, special events and visitor attractions. The main aims of the unit are: to develop students understanding of marketing principles in relation to the hospitality, tourism and events industries; to apply these marketing principles to the hospitality, tourism and events industries through case studies and analysis.
Learning Outcomes At the completion of this unit, students will be able to: demonstrate an understanding of the role of marketing as a function within tourism, hospitality and event management related organisations; demonstrate an awareness of the techniques used to market services; apply the concepts of marketing to the tourism, hospitality and events industries, giving special attention to market segmentation and selection; demonstrate an appreciation of cultural and other differences within the market and display an understanding of their effect on the marketing of hospitality, tourism and event management services; prepare and plan marketing research and prepare a marketing plan; and apply the principles and techniques learned to the marketing of hotels, resorts, conventions and conferences, special events and attractions, and to the hospitality, tourism and events industries in general.
Class Contact Equivalent to thirty six hours per semester.
Assessment In-Class Test (10%); Group Business Report (40%) 3,500 - 4,000 words; Presentation of Report Findings (20%); Final Examination (30%) 2 hours duration.
At the completion of this unit, students will be able to: • Understand the creative processes; • Have an overview of how events have changed over the last decade in terms of techniques, computers and technology in their creation and production; • Understand the methods for encouraging a creative environment; • Understand the ways in which events are created and produced; • Know what would constitute a creative event and how to go about producing this; • Understand how technical skills can be used to enhance the production of events; • Be familiar with the principles of event design; • Be able to develop/design a proposal for a unique event; • Be able to assess events in terms of originality and creativity through the use of case-studies.

Required Reading

Class Contact
Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

Assessment
Individual Assignment 30% - 1500 words; Group assignment 50%; Presentation and workshop of case study in pairs 20%.

BHO5618 THE EVENTS ENVIRONMENT

Campus City Flinders.
Prerequisite(s) Nil.

Content
This unit examines the role of special events as a catalyst for tourism destination development and promotion. Furthermore, it aims to develop an understanding of the environment in which events are staged and the integral roles that hospitality and tourism play in the event industry. Topics studied will include: • the tourism industry; • trends in the use of leisure time and its impact on tourism; • the role of events in destination development; • crisis management and role of events in destination repositioning; • economic, social and environmental impacts of events; • tourism industry groups and their relationship to events; • pre/post event tours and their importance; • banquets, functions and conventions; • the social and business function of hospitality.

Learning Outcomes
At the completion of this unit, students will be able to: • Understand the macro environment within which events are staged; • Understand the relationship between tourism and events; • Understand the different types of special events and the trends associated with their role in destination development; • Examine the various stakeholders and different tourism industry groups involved and their role in event planning, management and promotion; • Understand trends in the tourism and events industries and how these will impact on events now and in the future; • Examine impacts of events on destinations and communities.

Required Reading

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

Assessment
Events and Tourism (30%); Critical Analysis (40%) - Group Assignment 3000 - 5000 words; Class Presentation (20%); Seminar Participation (10%).

BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT

Campus City Flinders.
Prerequisite(s) Nil.

Content
This unit will provide students with knowledge and understanding of the following: The Scope of Business Events; International business events; Business events in Australia; Tourism Satellite Accounts and their importance; Definitions within the business events sector (MICE, Trade Shows etc.); Rationale for business events; Stakeholders (PCOs, Convention Bureaux, Venues); Funding and economic considerations Business Events Sectors; meetings and conferences; trade shows and exhibitions; product launches; incentive travel; Operationalising Business Events; Sourcing leads; Managing client relationships and networking; Leveraging business events; Pre- and post-event activities; Accompanying persons programme; Use of EventsPro The future of Business Events; Climate change; Carbon neutral initiatives; Improvess.

Learning Outcomes
At the completion of this unit, students will be able to: • Understand the context of business events; • Understand the economic importance of business events in the domestic and global market place; • Understand the rationale behind business events; • Have substantial knowledge of the main types of business events; • Understand the planning and development of business events; • Understand incentive travel and be able to develop a proposal for a client brief; • Recognise the importance of the client relationship; • Be able to select venues appropriate for business events; • Use EventsPro for the management of conferences and trade shows; • Understand and be able to critically examine future challenges for business events especially in view of climate change and its implications; • Be able to analyse case studies and offer innovative answers for future planning and challenges for business events.

Required Reading

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

Assessment
Individual Assignment Essay 20% - 1500 words; Networking Workshop 30%; Group Assignment - proposal and presentation 30%; Pair Assignment 20%.

BHO5620 HOSPITALITY AND TOURISM PROJECT

Campus City Flinders.
Prerequisite(s) Nil.

Content
This project unit of study provides students with the opportunity to build links with a sector of the hospitality or tourism industry in which they may seek employment (aviation, retail, conventions, hotel, resorts, restaurants, food service). This unit of study enables students to deepen their understanding of their chosen sector. The project will be carried out in groups of no more than four students.

Required Reading
Set of readings based on potential topics of interest for students.

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester, normally to be delivered as a combination of lectures, seminars, tutorial and/or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Major Project Report, 80%; Project Presentation, 20%.

BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT

Campus City Flinders.
Prerequisite(s) Nil.

Content
This unit examines the research process as it is applied to real-life projects in the hospitality, tourism and events industries. It provides students with the opportunity to build links with industry in their chosen field of hospitality, tourism or event management and deepen their understanding of industry research needs. The aims of the subject are: • To further enhance students understanding of the hospitality or tourism or events industry; • To develop the critical thinking, analytical and writing skills needed to plan, conduct, analyse and evaluate industry-based research projects; • To develop the interpersonal skills necessary to conduct an industry research project; • To develop and/or reinforce industry contacts.

Learning Outcomes
At the completion of this unit, students will be able to: • Critically review relevant research data; • Design and conduct applied research projects; • Understand the relative merits of different research techniques; • Understand the relevance of research to industry in their chosen field.

Required Reading

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

Assessment
In Class Test (10%); Research Proposal (20%) 1500 words; Final Project Report (50%) 3500 words; Presentation of Project Findings (20%).
BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this unit of study is to introduce students to the concept of uncertainty and risk in hospitality and tourism management. Risk is addressed from three perspectives; risk inherent in hospitality and tourism operations, market risk and financial risk. The managerial implications of uncertainty and managerial approaches to dealing with risk form the cornerstone of this unit.
Learning Outcomes At the completion of this unit, students will be able to: • demonstrate an understanding of risk and its impact on hospitality and tourism and events. As well, the students should be able to identify potential risk issues and recommend the appropriate management strategies to minimise risk in hospitality and tourism operations, including, marketing and financial management.
Class Contact Equivalent to thirty-six hours per semester, normally comprising three hours per week.
Assessment Progressive assessment 60%; final assessment 40%.

BHO5623 ADVANCED YIELD MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The focus of this unit of study is the strategic and tactical application of Yield Management as a dynamic management tool. The subject pays particular attention to the use of quantitative analysis of the trading rooms history to forecast and set rates. The unit also explores the role and function of the “revenue manager” the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry.
Learning Outcomes At the completion of this unit, students will be able to: • demonstrate an understanding of the economic, operational and market settings which facilitate the application of Yield Management. The theory and application of Yield Management. Strategic considerations in Yield Management; operational, market, financial and human resources. Interrogation of the guest history to forecast and set room rates. The role of the Revenue Manager.
Class Contact Equivalent to thirty-six hours per semester, normally comprising three hours per week.
Assessment Progressive assessment 60%; final assessment 40%.

BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this study is to introduce students to the issue of sustainability in hospitality management. The UNEP Model of sustainability will be used as a reference point to identify and evaluate the sustainability of traditional hospitality operating systems and processes.
Learning Outcomes At the completion of this unit, students will be able to: • demonstrate an understanding of the concept of sustainability within the UNEP Model; environmental, social and economic sustainability; sustainability in terms of water and energy consumption, waste production and renewal, and the use, reuse and re-cycle model of hospitality operations.
Class Contact Equivalent to thirty-six hours per semester, normally comprising three hours per week.
Assessment Progressive assessment 60%; final assessment 40%.

BHO5717 SUSTAINABLE DESTINATION MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study examines the meaning and practice of sustainable tourism within an international context and its relationship to economic, physical and human environments. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasizes the need to develop plans and management strategies to maximize the benefits and minimize the costs of tourism development, which result in sustainable outcomes.
Required Reading A compilation of readings and articles will be provided by the unit of study co-ordinator.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Report, 40%; Presentation, 20%; Final Exam, 40%.

BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content This unit of study provides a comprehensive review of areas of managerial concern in hospitality and tourism. Indicative topics include: the relationship between sectors, such as a hospitality and tourism broadly, and between hospitality and events management; resort management; indigenous tourism; special events tourism; Antarctic and remote tourism; industrial tourism; marketing research in hospitality and tourism; sustainable tourism development; gaming; and technology in hospitality and tourism. Topics will change over time, and will reflect, in part, the projects being pursued by University researchers, and the areas of managerial need identified by industry and government.
Learning Outcomes On completion of this unit students should be able to: • Show a greater understanding of current issues in Hospitality and Tourism Management; Appreciate the need to anticipate issues, which are likely to affect the Hospitality and Tourism industries over the next decade; Gain access to and utilise the available range of data and information sources relating to the Hospitality and Tourism industries; Demonstrate their ability to lead a discussion on a specific issue through the presentation of an assignment paper; Demonstrate a high level of research and evaluative skills through a detailed investigation of two contemporary issues; Produce a written report of a high standard reflecting their ability to communicate the results of their investigation and analysis of a contemporary issue, and the way it impacts on the Hospitality and Tourism industries.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class presentations, 50%; Issues assignment, 50%.

BHO6505 MARKETING MANAGEMENT
Campus City Flinders, SIE-Singapore, Sunway-Malaysia, Jiaotong-China, AHC-Bangladesh.
Prerequisite(s) Nil.
Content Upon completion of the unit of study, students would be able to understand the Marketing Management Process, develop essential skills necessary in a Marketing Manager’s job, appraise an organisation’s performance in a competitive marketing environment (foreign and domestic), formulate and implement marketing mix
strategies in consumer, industrial and service markets, solve problems and improve their abilities in making sound decisions based upon available market information and appreciate the applications of marketing principles to Service Sector and international business decision making.

Learning Outcomes This is an introductory unit in marketing for graduate students who have had little or no exposure to marketing. Upon completion of Marketing Management students would be able to understand the Marketing Management process, develop essential skills necessary in a Marketing Manager’s job, appraise an organisation’s performance in a competitive marketing environment (foreign and domestic), formulate and implement marketing mix strategies in consumer, industrial and service markets, solve problems and improve their abilities in making sound decisions based upon available market information and appreciate the applications of marketing principles to Service Sector and international business decision making.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 25%; Research Project, 25%; Examination, 50%.

BHO6666 GLOBAL MARKETING MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.

Content This unit of study is aimed at developing awareness and skills necessary for effective marketing management career and leadership in Australian organisations operating internationally including subsidiaries of transnationals based in Australia and within the Pacific Region. A look at the nature of Australia’s marketing companies performance in relation to traditional trade partner-countries; the economic environment and international trade transactions including economic regional integration as expanded market opportunities; the nature and scope of global marketing activities; the environment analysis of global marketing itself, formulating marketing strategies for global marketing programs of action aimed at export and international markets undertaken by small businesses in Australia; an examination critique of competitive global marketing strategies by Germany, Japan, South Korea, UK, and USA in relation to Australia; evaluation of general global marketing programs; organising and controlling global marketing operations; the future practices and prospects of global marketing with emphasis on global operations in the evolving international economic order; the north-south and south-west-east international business economic argument, regional economic integration and continental advocacy in trade and marketing, Australia in the context of Pacific Basin, EC, and Indian and Atlantic basins with market potential and opportunities within global marketing framework.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 50%; Assignment/project/term papers, 50%.

BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL
Campus City Flinders.
Prerequisite(s) Nil.

Content This unit of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It provides students with information about models and techniques of inter-personal competence and assists them to use this knowledge to gain an understanding of the prerequisites of interpersonal competence. Topics include - developing and adapting your leadership style to the hospitality and tourism industries, effective interpersonal communication skills, goal setting, teams and creative problem solving, valuing diversity globally, assertiveness and the resolution of conflict.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Class Test, 30%; Reflective Journals, 30%; Group Project, 15%; Individual Assignment, 25%.

BHO7700 THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The thesis will report on independently conducted research, which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

Assessment Thesis, 100%.

BHO7701 THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The thesis will report on independently conducted research, which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points per semester.

Assessment Thesis, 100%.

BHO7742 BUSINESS RESEARCH METHODS
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study provides a comprehensive introduction to research methodology, including the consideration of possible research topics for academic theses and applied management projects. It includes the following topics: the role of research; theory building; the research process; ethical issues; problem definition and the research proposal; exploratory research; secondary data and information systems; survey research; experimental research; measurement and scaling; attribute measurement; questionnaire design; sampling; fieldwork; editing and coding; descriptive statistics; univariate statistics; multivariate analysis; and research reporting.


Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Class presentations, 50%; Research proposal, 50%.

BHO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Please Enquire.

Content The unit of study is designed to provide training and education with the
objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment** Dissertation thesis, 100%.

### BHO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment** Dissertation thesis, 100%.

### BHO8002 PHD (RESEARCH) (FULL TIME)

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop under supervision a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research, which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Class Contact** Unit of study is 48 credit points per semester.

**Assessment** Research thesis, 100%.

### BHO8003 PHD (RESEARCH) (PART TIME)

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop under supervision a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Class Contact** Unit of study is 24 credit points per semester.

**Assessment** Research thesis, 100%.

### BHO9800 RESEARCH THESIS (FULL TIME)

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be competed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Class Contact** Normally two years equivalent full time. Unit of study is 48 credit points per semester.

**Assessment** Research thesis, 100%.

### BHO9801 RESEARCH THESIS (PART TIME)

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be competed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Class Contact** Normally four years equivalent part time. Unit of study is 24 credit points per semester.

**Assessment** Research thesis, 100%.
SCHOOL OF INFORMATION SYSTEMS

Below are details of courses offered by the School of Information Systems in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

COURSES BACHELOR OF BUSINESS (COMPUTER SYSTEMS MANAGEMENT) (I)
Previously BBCS Bachelor of Business (Computer Systems Support)
Course Code: BBCM

Campus Werribee, CUHK-Hong Kong.

Course Objectives
The course aims to provide for students who specifically wish to obtain a professional qualification in managing the systems support of developers and users of Information Systems. The course will provide graduates with a sound knowledge and experience of both the conceptual foundations and practice of Information Systems.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

Credit Point EFTSL SC Band
Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 3
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 3
BEO1106 BUSINESS STATISTICS 12 0.1250 3
BHO1171 INTRODUCTION TO MARKETING 12 0.1250 3
BLO1105 BUSINESS LAW 12 0.1250 1
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 3

Specialisation Units of Study - Computer Systems Management
BCO1046 COMPUTER SYSTEMS 12 0.1250 2
BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT 12 0.1250 2
BCO2040 MANAGING THE COMPUTING ENVIRONMENT 12 0.1250 2
BCO2041 SYSTEMS ANALYSIS AND DESIGN 12 0.1250 2
BCO2043 MANAGING NETWORK INTEGRATION 12 0.1250 2
BCO2149 DATABASE SYSTEMS 12 0.1250 2
BCO3040 MANAGING SYSTEMS DEVELOPMENT 12 0.1250 2

Electives
Seven approved electives.

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 12 0.1250 3
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 3
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 3

Professional Recognition
Graduates meet the requirements for admission to membership of the Australian Computer Society.

BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)
Course Code: BBEC

This course is NOT available to commencing students.
Campus Footscray Park, Sunway-Malaysia.

Course Objectives
The course aims to establish a broad foundation of business related and specialist knowledge and competencies necessary for success in the emerging field of electronic commerce.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

### Core Units of Study

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### Specialisation Units of Study – Electronic Commerce

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### Electives

Seven approved electives.

### Professional Development Units of Study

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**BACHELOR OF BUSINESS (ELECTRONIC COMMERCE/INTERNATIONAL TRADE)**

**Course Code:** BBEN

This course is NOT available to commencing students.

**Campus:** Footscray Park.

**Course Objectives**

This course aims to develop knowledge and competencies in trade and electronic technology within a global commerce context.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Code</th>
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### BACHELOR OF BUSINESS (INFORMATION SYSTEMS) (I)

**Course Code:** BBIS

**Campus:** Footscray Park, SIC-Singapore.

**Course Objectives:**
The course aims to prepare students for entry into the Information Systems profession and the business world in general, with a combination of computing skills supported by minor specialisations in other business disciplines. Graduates will be well placed to follow a career path into a variety of middle management positions with professional society recognition.

**Course Duration:**
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements:**
To qualify for admission to the course, an applicant must have successfully completed a course of study at Year 12 or equivalent*.

**Year 12 Prerequisites:** Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current Year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Course Structure:**
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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#### Specialisation Units of Study — Information Systems

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#### Electives

Seven approved electives.

**Professional Development Units of Study**

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</table>
BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/BACHELOR OF ARTS (MULTIMEDIA)

Course Code: BBMU

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives
The course aims to teach students the necessary skills to perform a wide range of electronic commerce activities in addition to developing a sound business education. The course also aims to produce intellectually well rounded graduates who have the professional and academic skills required to work in a variety of managerial, multi media and online settings.

Course Duration
The course is offered over four years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Electronic Commerce + 2 Professional Development) and 16 Multimedia Units of Study. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

### Core Business Units of Study

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### Specialisation Units of Study - Electronic Commerce

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### Professional Development Business Units of Study

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Electives

Four Communications Studies units of study, of which one may be substituted for a Unit of Study from Professional Writing, Media Studies or AESOL, and one may be substituted from a Unit of Study from Professional Writing or Media Studies.

GRADUATE DIPLOMA IN BUSINESS COMPUTING

Course Code: BGCC

Course is not available to commencing students.

Campus: City Flinders.

Course Objectives
The course aims to provide in-School knowledge and skills in: the analysis and documentation of information needs, including data and program structures, data capture and reporting requirements; the evaluation, justification and use of information technology; the design and implementation of information systems, incorporating skills and techniques
for each phase of the development life cycle; and the management of information resources, including project management and operations management.

Course Duration
The course is offered on a full-time basis over two semesters or on a part-time basis over four semesters. All units of study carry a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must normally have successfully completed a minimum of:
(a) a three-year undergraduate degree, preferably in a business discipline other than Computing; or
(b) an equivalent combination of substantial relevant experience and/or relevant education/training.

In order to fulfil the above requirements applicants may be required to undertake additional study as determined by the Course Co-ordinator.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
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<tbody>
<tr>
<td>BCO5653 BUSINESS INFORMATION SYSTEMS</td>
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<td>BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS</td>
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<td>BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL</td>
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</table>

Electives

Two approved Electives

On completion of four approved units of study students may elect to exit the course and receive a Graduate Certificate in Business.

GRADUATE DIPLOMA IN ENTERPRISE RESOURCE PLANNING SYSTEMS (I)

Course Code: BGER

Campus City Flinders.

Course Objectives
The course aims to teach students the necessary computing and business skills to support the implementation and maintenance of enterprise resource planning systems and an understanding of the implications these types of systems have on a business.

Course Duration
The course is offered on a full-time basis over two semesters or on a part-time basis over four semesters. All units of study carry a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must normally have completed an approved degree or diploma in a business related area and be employed or intend to be employed in a position associated with enterprise resource planning systems. Applicants who do not have formal qualifications but have such training or work experience as to indicate the ability to undertake the course successfully may be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
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<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
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Electives

Two electives approved by the Course Co-ordinator.

Students who successfully complete four approved units of study students and elect to exit the course at that stage will be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.

BACHELOR OF BUSINESS (HONOURS) (INFORMATION SYSTEMS) (I)

Course Code: BHBC

Campus City Flinders.

Course Objectives
The course aims to provide students with an awareness and understanding of the ethical and technical requirements of the Information Systems profession; and provide students with specialist knowledge and skills in the area of research.

Course Duration
The program is offered on a full-time basis over two semesters. It may be offered in part-time mode. Students must complete 96 credit points through academic study in order to graduate. The Research Project has a total value of 48 credit points. All other units of study carry a value of 12 credit points.

Admission Requirements
To qualify for admission to the program the student will normally have completed an appropriate undergraduate degree with a credit average in results or equivalent.
### Course Structure

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<td>or</td>
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**MASTER OF BUSINESS (ENTERPRISE APPLICATION INTEGRATION) (I)**

**Course Code:** BMEA

This course is NOT available to commencing students.

**Campus** City Flinders.

**Course Objectives**

The course aims to graduate students skilled in Enterprise Application Integration. One of the major issues facing many companies is the integration of their systems both internally and externally with business partners. The design, development, implementation and management of this integration are encompassed under the term Enterprise Application Integration.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Each student must obtain 144 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language:

- **English Language Testing System:** an overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
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<td>BCO6676 BUSINESS INTELLIGENCE SYSTEMS PROJECT MANAGEMENT</td>
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<td>BCO6676 XML FOR INFORMATION SYSTEMS INTEGRATION</td>
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<td>BCO6679 WEB SERVICES</td>
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<td>BCO6678 IMPLEMENTING INFORMATION SYSTEMS CHANGE</td>
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<td>BCO6678 ENTERPRISE APPLICATION INTEGRATION</td>
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</table>

**Electives**

Four approved electives

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

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**MASTER OF BUSINESS (ELECTRONIC COMMERCE AND MARKETING)**

**Course Code:** BMEK

This course is NOT available to commencing students.

**Campus** City Flinders.

**Course Objectives**

The course will introduce students to the principles of both electronic commerce and marketing, and the development of a synergy between them.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points with the exception of the MBA Minor Project which carries a total value of 24 credit points. Students must complete 144 credit points through academic study in order to graduate.
Admission Requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with e-commerce and marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

<table>
<thead>
<tr>
<th>Course Structure</th>
<th>Credit</th>
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<tbody>
<tr>
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<td>BCO6610 INTERNET TECHNOLOGIES IN BUSINESS</td>
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<td>BCO6616 BUILDING INTERNET COMMERCE SYSTEMS</td>
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<td>BCO6658 INTERNET COMMERCE</td>
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<td>BH05502 SERVICES AND RELATIONSHIP MARKETING</td>
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<td>BH05503 MARKETING COMMUNICATION</td>
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<tr>
<td>BH06666 GLOBAL MARKETING MANAGEMENT</td>
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</table>

and either:

Option A

Select four units of study from the following:

- BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT | 12 | 0.1250 | 3
- BCO6503 MANAGEMENT INFORMATION SYSTEMS | 12 | 0.1250 | 3
- BCO6645 INTERNETWORKING SYSTEMS | 12 | 0.1250 | 3
- BE05554 STATISTICAL DATA ANALYSIS FOR BUSINESS | 12 | 0.1250 | 3
- BH05504 BRAND AND PRODUCT MANAGEMENT | 12 | 0.1250 | 3
- BH06505 MARKETING MANAGEMENT | 12 | 0.1250 | 3
- BLB5512 E-COMMERCE AND THE LAW | 12 | 0.1250 | 3
- BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP | 12 | 0.1250 | 3

or

Option B

Two units of study from the list immediately above and

- BGP7705 MBA MINOR PROJECT (PART-TIME) | 12 | 0.1250 | 3

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Electronic commerce and Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS) (I)

Course Code: BMER

Campus: City Flinders, Jiaotong-Beijing, Genovate Solutions-Singapore.

Course Objectives

The course aims to: provide students with the knowledge, competencies and processes to ensure their employment within the field of Enterprise Resource Planning Systems (ERPs) upon graduation and/or enable progression to further study and research; develop and practice skills in written, oral and electronic communication and in the gathering, analysis and interpretation of data of all kinds relevant to ERPs; and develop problem solving skills which will enable graduates to demonstrate skills in the implementation and maintenance of ERPs as well as recognising the overall business context in which such systems are to be found.

Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each subject carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have successfully completed a degree or diploma, preferably and be employed in or intend to be employed in a position associated with ERP, or in the absence of formal academic qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

<table>
<thead>
<tr>
<th>Course Structure</th>
<th>Credit</th>
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<tbody>
<tr>
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<td>BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION</td>
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<td>BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
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<td>BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
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</table>

Specialisation Units of Study

Select two units of study from the following:

- BCO5650 ENTERPRISE E-COMMERCE | 12 | 0.1250 | 2
- BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY | 12 | 0.1250 | 3

or a subject approved by the Course Co-ordinator plus

Electives

Four electives approved by the Course Co-ordinator.
On completion of eight approved units of study, students may elect to exit the course and receive a Graduate Diploma in Enterprise Resource Planning Systems. On completion of four approved units of study, students may elect to exit the course and be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.

MASTER OF BUSINESS (INFORMATION SYSTEMS AND ENTERPRISE RESOURCE PLANNING SYSTEMS) (I)

Course Code: BMIE

Campus City Flinders.

Course Objectives
This combined program offers students the benefits of two complementary areas of study. In addition to providing an extended advanced program of study in both theory and practice of information systems within a business environment, students are also provided with the knowledge, competencies and processes within the field of Enterprise Resource Planning Systems.

Course Duration
The course may be offered over two years on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language: English Language Testing System an overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
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<tr>
<td>BMO6624</td>
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Electives
Four electives from an approved information systems list and two electives from an approved ERP list as specified by the course co-ordinator.

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

MASTER OF BUSINESS (INFORMATION SYSTEMS)

Course Code: BMIS

This course is NOT available to commencing students.

Campus City Flinders.

Course Objectives
The course aims to provide students with an extended advanced program of study in both the theory and practice of information systems within a business environment.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which has a total of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with computing or in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course comprises (a) twelve coursework units of study or (b) nine units of study and a thesis:

<table>
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Coursework Option
Select eight units of study from the following list (four may be selected from a similar course):

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**SCHOOL OF INFORMATION SYSTEMS**

BCO6641  USER COMPUTING  12  0.1250  2
BCO6642  SYSTEMS DEVELOPMENT  12  0.1250  2
BCO6643  KNOWLEDGE ENGINEERING  12  0.1250  2
BCO6644  OBJECT ORIENTED PROGRAMMING AND DESIGN  12  0.1250  2
BCO6646  SYSTEMS SUPPORT PROGRAMMING  12  0.1250  2
BCO6654  DATABASE DESIGN  12  0.1250  2
BCO6645  INTERNETWORKING SYSTEMS  12  0.1250  2
BCO6659  DATABASE TRANSACTION SYSTEMS  12  0.1250  2
BCO6658  INTERNET COMMERCE  12  0.1250  2
BCO6673  USABILITY DESIGN FOR E-BUSINESS  12  0.1250  2
BCO6670  ENTERPRISE NETWORK SYSTEMS  12  0.1250  2

**Thesis Option**

Five subjects from the above list and

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
<td>BCO7700</td>
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<td>BCO7701</td>
<td>MINOR THESIS (PART TIME)</td>
<td>18</td>
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On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Information Systems. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF BUSINESS (NETWORK MANAGEMENT) (I)**

**Course Code:** BMNE

This course is NOT available to commencing students.

**Campus:** City Flinders.

**Course Objectives**

Information systems security, management of support services, and network administration are growth areas in the information systems field. This course aims to provide students the opportunity to gain a deeper understanding of these issues and the essential skills to manage these areas in a commercial environment.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language:

- English Language Testing System an overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<th>SC Band</th>
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<tr>
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<td>BCO6672</td>
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<td>BCO6670</td>
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<tr>
<td>BCO6645</td>
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<tr>
<td>BCO6674</td>
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<tr>
<td>BCO6675</td>
<td>SECURITY MANAGEMENT</td>
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<tr>
<td>BCO6180</td>
<td>ERP SYSTEMS ADMINISTRATION</td>
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**Electives**

Four approved units of study.

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

**DOCTOR OF PHILOSOPHY**

**Course Code:** BPCC

**Campus:** City Flinders

**Course Objectives**

The Doctor of Philosophy undertaken purely by research is available within the School of Information Systems. Academic staff with suitable qualifications and proven research skills supervise students undertaking information systems related projects.

**Course Duration**

The course normally requires four years of full-time study or part-time equivalent.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
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<th>Credit Points</th>
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<th>SC Band</th>
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<tr>
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<td>or</td>
<td>BCO8003  PHD RESEARCH (PART TIME)</td>
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</table>
DOCTOR OF PHILOSOPHY
Course Code: BPPC

This course is not available to commencing students.

Campus City Flinders

Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Information Systems. Academic staff with suitable qualifications and proven research skills supervise students undertaking information systems related projects.

Course Duration
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.

Course Structure

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<tr>
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<th>Course Description</th>
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<tr>
<td>BCO8002</td>
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<tr>
<td>or</td>
<td></td>
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<td>BCO8003</td>
<td>PHD RESEARCH (PART TIME)</td>
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MASTER OF BUSINESS [BY RESEARCH] (I)
Course Code: BRAC

Campus City Flinders

Course Objectives
The Master of Business by Research can be offered by the School of Information Systems. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

Course Duration
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

Course Structure

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<td>or</td>
<td></td>
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<tr>
<td>BCO9801</td>
<td>RESEARCH THESIS (PART TIME)</td>
<td>24</td>
<td>0.2500</td>
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</table>

GRADUATE CERTIFICATE IN ENTERPRISE RESOURCE PLANNING SYSTEMS (I)
Course Code: BTER

Course is not available to commencing students.

Campus City Flinders

Course Objectives
The course aims to: provide students with the knowledge, competencies and processes to ensure their employment within the field of Enterprise Resource Planning Systems (ERPs) upon graduation and/or enable progression to further study and research; develop and practice skills in written, oral and electronic communication and in the gathering, analysis and interpretation of data of all kinds relevant to ERPs; and develop problem solving skills which will enable graduates to demonstrate skills in the implementation and maintenance of ERPs as well as recognising the overall business context in which such systems are to be found.

Course Duration
The course is offered on a full-time basis over one semester or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 48 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have successfully completed a degree or diploma, preferably in a business related area. A limited number of places are made available for people who do not possess the required formal academic qualifications but who are able to demonstrate their suitability to undertake the course.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
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<tr>
<td>BCO5647</td>
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<td>ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
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SUBJECTS

Below are subject details for courses offered by the School of Information Systems in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BCF9110 INTRODUCTORY COMPUTING (SERVICE SUBJECT)
Campus: Werribee.
Prerequisite(s): Nil.
Content: The introductory subject aims to give students a broad insight into the use and application of computers in the sciences. Topics covered include: computer systems, hardware and software, word processing, spreadsheets, databases, data communications, artificial intelligence, computers as a research tool, social implications of computing.
Required Reading: To be advised by lecturer.
Recommended Reading: To be advised by lecturer.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Practical Work, 50%; Examination, 50%.

BCO1041 INTRODUCTION TO PROGRAMMING
Campus: Werribee, CUHK-Hong Kong.
Prerequisite(s): BCO1102 Information Systems for Business.
Content: The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology - defining the problem, designing a solution, implementing the solution; algorithm design - pseudo-code, program control structures, modularisation, parameter passing; components of a program - data types, variables, constants, operators, functions, expressions, statements; program construction - creating the screens, coding, testing and debugging; accessing databases - tables, records, queries, record-sets and access methods; and program documentation.
Required Reading: Zak, D., 1999, Programming with Visual Basic 6.0, ITP.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Assignments, 50%; Final examination and tests, 50%.

BCO1046 COMPUTER SYSTEMS
Campus: Footscray Park, CUHK-Hong Kong.
Prerequisite(s): BCO1041 Introduction to Programming.
Content: This unit of study aims to give students an overview of computer systems architecture, the role and use of operating systems on different platforms, and networking topologies. Topics include: Standard PC organisation and architecture; the role and use of operating systems on different platforms, and networking topologies; Memory devices and memory management; File systems and file management; User interfaces: Hardware interrupts and diagnostic tools; Standard Network topologies incorporating LANS and WANS. Students will undertake various practical activities involving both operating and networking systems software development methodologies.
Required Reading: To be advised by lecturer.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Tests and examination, 60%; Assignments, 40%.

BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT
Campus: Werribee, CUHK-Hong Kong.
Prerequisite(s): BCO1012 Information Systems for Business.
Content: The unit of study aims to introduce the concept of computer based information systems; to introduce the student to a range of techniques used in the development of business systems; and to provide practical skills in the development of computer based information systems. Topics include: systems theory, SDLC, development methodologies; analysis and design techniques, types of computer-based information systems, documentation techniques, CBIS architectures, introductory project management techniques.
Learning Outcomes: The unit will provide practical skills in the development of computer based information systems. On completion of this unit, students should have an understanding of the roles and responsibilities of the stakeholders in the development of a business system.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Assignments, 40%; Final Examination, 50%; Tutorial Problems, 10%.

BCO1102 INFORMATION SYSTEMS FOR BUSINESS
Campus: City Flinders, Footscray Park, Werribee, Sunbury.
Prerequisite(s): Nil.
Content: This unit of study aims to introduce students to the professional activities involved in developing and applying information systems and the nature and importance of the supporting information technology. The unit of study introduces students to the nature and types of information systems and their importance to business processes. The student is introduced to the hardware and software technology that lies at the heart of business information systems, and to the principles that need to be applied in the development and application of effective information systems in business.
Required Reading: Current Available Textbook - Student to be advised.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Assignments, including development and documentation of a Database Solution to a business problem and an oral presentation, 40%; Final examination, 60%.

BCO1103 WEB ENABLED BUSINESS SYSTEMS
Campus: Footscray Park.
Prerequisite(s): BCO1012 Information Systems for Business.
Content: This unit of study will introduce the place of IT in business and provide an
overview to the four major areas, infrastructure, transactions systems, strategic systems and informational systems. It will provide an insight into the use and management of information for web-enabled businesses. It will examine issues surrounding the design, management and use of information technology interfaces that enable both internal and global communications and interaction.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Final examination, 60%; Tutorial assignments, class presentations, project, 40%.

BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS
Campus Footscray Park, Werribee.
Prerequisite(s) BCO1102 Information Systems for Business.
Content The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology - defining the problem, designing a solution, implementing the solution; algorithm design - pseudo-code, program control structures, modularization, parameter passing; components of a program - data types, variables, constants, operators, functions, expressions, statements; program construction - creating the screens, coding, testing and debugging; accessing databases - tables, records, queries, record-sets and access methods; and program documentation.

Learning Outcomes On completion of this unit, students should be able to: apply a methodology to design and construct a solution to a programming problem; demonstrate skills in using a programming language (in this case, Visual Basic); apply suitable testing strategies and plans to ensure that the solution and program are correct; and provide documentation for the program that is appropriate for each type of user.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Final Examination and Tests, 50%; Assignments, 50%.

BCO2040 MANAGING THE COMPUTING ENVIRONMENT
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BCO1102 Information Systems for Business.
Content This unit of study aims to provide students with the skills necessary to plan the purchase of new/replacement equipment, cater for change in computer hardware and software, determine organisational standards, plan strategic changes, monitor system performance, prioritise system developments, and allocate resources effectively. Topics include: models of information systems maturity; roles in the computing environment; information technology department structures, stakeholders in information technology, role of an IS manager, ITIL service delivery and support; financial management for IT services: strategies for selection, recommendation and purchasing of hardware and software; paying for information technology, strategic planning and budgeting; introduction of new technology: user resistance, strategies for change management; planning installation of computing equipment; configuration management, availability management, capacity management; supporting users: types of support; managing and running a help desk, incident and problem management; peer support; information technology steering committees; training issues: types of training, planning training programs for users and support staff; selection of staff; security issues and threats to the computing environment; managing user’s access and privileges; auditing the computing systems; managing use and abuse of corporate computing facilities, such as email and internet use.

Required Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignments, 40%; Tutorial exercises and participation , 10%; Examination, 50%.

BCO2041 SYSTEMS ANALYSIS AND DESIGN
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BCO1046 Introduction to Business Systems Development.
Content This unit of study will aim to provide students with methods to formalise all aspects of systems analysis and design processes. It will develop student’s abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Introduction to Business Systems Development. Students will learn to identify the full range of client needs including such needs as quality, usability, cost and time constraints. Topics include: Systems Design, Application Architecture And Modelling, Database Design, Output Design, Input Design, User Interface Design, Prototyping, Systems Construction And Implementation, Systems Operation And Support as well as Introductory Object-Oriented Analysis, Design And Modelling techniques.

Recommended Reading To be advised by the unit of study lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignments, 40%; Examination, 60%.

BCO2042 DATABASE APPLICATIONS
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BCO1041 Introduction to Programming, BCO2149 Database Systems.
Content This unit of study will provide students with the knowledge and skills needed to fully develop an application that uses an industry standard database management package. Topics include: steps in application development, defining an application, designing a solution, creating the data model, features of the language, coding of modules, testing, and documentation.

Required Reading To be advised by lecturer.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Project proposal, 15%; Completed project, 70%; Assignments, 15%. 118

FACULTY OF BUSINESS AND LAW
BCO2043 MANAGING NETWORK INTEGRATION
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BCO1046 Computer Systems.
Content This unit of study aims to build on a student’s understanding of network architectures and their relationship to a business organisation’s communication needs. At the end of the unit of study a student should be able to make decisions and recommend solutions for an organisational communication requirements. Topics include: the need for network communications for a business organisation from a strategic point of view; survey of currently available LAN products; survey of currently available WAN services; network Standards-Is-ISDN, TCP/IP, SNA, OSI; integrating LANs with each other-standards and protocols; integrating LANs and WAN-standards and protocols; network design principles; network management principles; managing the implications on business practices at the Internet; future trends in networking.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials. Workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 20%; Examination, 50%; Test, 30%.

BCO2044 COMPUTING PRACTICE
Campus Werribee.
Prerequisite(s) BCO2040 Managing the Computing Environment, BCO2043 Managing Network Integration.
Content This unit of study seeks to create a learning environment blending theory and practice which nurture and encourage the student’s capacity to develop and consolidate: ideas and concepts; professional skills; identification of potential job options; an understanding of his or her ultimate contributions to the field of computer system support; and contacts in the field.
Required Reading To be Advised.
Recommended Reading Emery, K.H., 1995, How to be a Successful Systems Manager in a PC Environment, McGraw-Hill.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class Presentation, 20%; Supervisor Appraisal, 10%; Major Assignment, 60%; Resume/ Seminar Participation, 10%.

BCO2148 SYSTEMS ANALYSIS
Campus Footscray Park.
Prerequisite(s) BCO1012 Information Systems for Business.
Content The aims of this unit of study are to provide students with: knowledge of the fundamental requirements to build information systems, the ability to apply current techniques and tools that are used to identify and document business systems requirements in accordance with user needs; an awareness of the purpose and content of relevant documentation such as systems proposals and feasibility studies; and an understanding of the roles and responsibilities of the stakeholders involved in the development of business systems. Topics include: Systems Development Frameworks And The Systems Development Process; Methodologies; A Comparison Of Methodologies; Management Decision Making And Information Requirements; Nature and Types Of Information Systems; Nature, Purpose And Types of Models; Process And Information Modelling; Structured Analysis.
Learning Outcomes Students who master the concepts of this course will be able to: Define, compare, and contrast alternative methodologies used in developing information systems; Produce the necessary systems documentation of each point in the analysis of an information system, and to do so with clarity and completeness; Analyse a business need for information. Develop a plan needed for the investigation of user requirements; Efficiently develop and explain various system description documents, including data flow diagrams, entity relationship diagrams, event lists, process and data specifications (including data dictionaries); and Effectively communicate systems specifications in written form.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Final Examination and Tests, 60%; Assignments, 40%.

BCO2149 DATABASE SYSTEMS
Campus Footscray Park, Werribee, CUHK-Hong Kong.
Prerequisite(s) BCO1012 Information Systems for Business.
Content Functions of a database management system; database management system models; data retrieval in relational database management system using SQL; database design incorporating normalisation, entity relationship modelling; database administration; distributed databases; data warehousing; database security.
Class Contact Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Tests and Assignments, 50%; Examination, 50%.

BCO2444 STRATEGIC INFORMATION SYSTEMS
Campus Footscray Park, Werribee.
Prerequisite(s) BCO1013 Web Enabled Business Systems.
Content Information Systems have always been used for cost savings and more recently for adding value to products and services. These days, businesses are looking to achieve more from their use of information technology (IT). It is being used as the cornerstone for businesses to expand; to inform alliances with suppliers, customers and even competitors; and to assist in discovering innovative ways in which to deliver their goods. This unit of study will introduce students to the basic theory of using IT for added value, and will explore using IT for the other strategic purposes of growth, innovation and alliance. It will also explore recent popular strategic IS applications.
Learning Outcomes On completion of this unit a student will: Understand the meaning if strategy and the processes of strategy formulation and implementation; Understand the importance of, and how, IS/IT strategy is to be aligned with business strategy; Competently use business strategy tools that include PEST, SWOT, value change analysis; and Understand the nature and importance of business re-engineering and how the internet can be used for competitive advantage.
Required Reading Ward, J. and Pappard, J., 2002, Strategic Planning for Information Systems, 3rd Ed, John Wiley and Sons, USA.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Final examination, 60%; Tutorial assignments, class presentations, written papers, 40%.
**BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES**  
Campus Footscray Park, Werribee, CUHK-Hong Kong.  
Prerequisite(s) BCO1102 Information Systems for Business.  
Content This unit of study aims to prepare students to take an active role in the planning, implementation and maintenance of electronic commerce based hardware and systems software. Topics include: basic data communications concepts; basic transports and hardware; Internet protocols used in electronic commerce; cryptography and security technologies; location technologies; information retrieval technologies; world wide web technologies; world wide web application tools; setting up a web server.  
Class Contact Equivalent to two hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Research Assignment, 30%; Test, 20%; Examination, 50%.  

**BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES**  
Campus Footscray Park, Werribee, CUHK-Hong Kong.  
Prerequisite(s) BCO1102 Information Systems for Business.  
Content The unit of study aims to prepare students to take an active role in the planning, preparation and maintenance of electronic commerce data transfer systems for use between businesses, organisations and other bodies. Topics include: business models underlying electronic commerce applications; organisational applications: overview of electronic commerce applications in the business and government; consumer-busines, business-business and intra-organisational electronic commerce; electronic commerce interfaces in the supply chain; implementing EDI and other B2B approaches; electronic transaction models; methods to evaluate success through traffic analysis metrics and other techniques; analysis and design of EC systems; development tools and templates.  
Required Reading To be advised by lecturer.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Research assignments (approx 3000 words), 30%; Tutorial exercises, 10%; Tests, 10%; Examination, 50%.  

**BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS**  
Campus Werribee, CUHK-Hong Kong.  
Prerequisite(s) BCO1041 Introduction to Programming, BCO2149 Database Systems, BCO2500 Electronic Commerce Technologies, BCO2501 Electronic Commerce Business Interfaces.  
Content The unit of study will introduce to the students effective designs and structures for documents required for the transmission and retrieval of information for conducting business electronically. It also aims to provide a knowledge of various programming languages for developing, installing, maintaining and testing web pages and electronic documents that will incorporate text, graphic images, video and audio. Topics include: the concepts of good and bad web page design, basic HTML, creating links, text formatting, incorporating sound and images, creating tables and frames, making the pages interactive with JavaScript and CGI scripting, introducing Java applets and programming in Java, culminating in the production of a web based application.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Research assignments (approx 2,500 words), 25%; Practical assignment, 25%; Examination, 50%.  

**BCO2503 TRANSPORTATION INFORMATION SYSTEMS**  
Campus Werribee.  
Prerequisite(s) BCO1102 Information Systems for Business.  
Content This unit of study aims to provide students an appreciation of Enterprise Resource Planning Systems and the role these systems play in supporting an organisation’s information needs, focusing on the extended supply chain. Issues associated with selection implementation and administering these types of systems will be covered. Topics include: types of information systems implemented within organisations; the strengths and weaknesses of current information systems; Enterprise Resource Planning Systems; the role of Enterprise Resource Planning Systems in supporting business processes and extended supply chain; the role of Enterprise Resource Planning Systems in supporting the transportation chain; the selection and implementation of Enterprise Resource Planning Systems; future trends including the role of Electronic Commerce in transportation and distribution.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Assignment and Case Studies, 50%; Final examination, 50%.  

**BCO3001 MANAGING IT SERVICE SUPPORT**  
Campus Werribee, CUHK-Hong Kong.  
Prerequisite(s) BCO1102 Information Systems for Business.  
Content The following topics will be covered: Help Desk Concepts: CCM models and theory; Help Desk Operations; Help Desk Roles and Responsibilities; Help Desk Processes and Procedures; Help Desk Tools and Technologies; Performance Measures; IT Client Support and Management as a Profession; ITIL Service Support processes: service desk, incident, problem, change, release and configuration management. BS 12000 IT Service Management standard and ITIL.  
Learning Outcomes At the completion of this unit of study students should: be able to place the operational and management processes in context ; be able to analyse the operation of an service/help desk ; be able to organise and effectively manage a service/help desk; be able to apply ITIL guidelines for the management of an IT service/help desk; and have gained a greater understanding of the role and responsibilities of the Service Desk Manager.  
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
Assessment Assignments, 40%; Tutorial exercises and participation, 10%; Examination, 50%.  

**BCO3040 MANAGING SYSTEMS DEVELOPMENT**  
Campus Werribee, CUHK-Hong Kong.  
Prerequisite(s) BCO2041 Systems Analysis and Design, BCO2148 Systems Analysis, BCO3144 Systems Design.  
Content The unit of study aims to provide students with an understanding of project
management issues associated with the development of IT systems. This includes Project identification and selection, Project Planning, Project Monitoring and Control, and Project Termination. Topics include: Strategic IT systems and the alignment with business goals, the identification of project phases and task, estimation techniques, resource allocation, tendering processes, project quality, risk assessment, version control, project change management and communication. Learning Outcomes On completion of this unit of study students should be able to: Recognise the problems associated with the management of IT projects; Describe the measures that can be undertaken to reduce the risks of an IT project failing; Use a range of computer-based project management tools; Develop estimations of project costs and assess the risk involved.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 50%; Case Study, 30%; Presentation, 20%.

BCO3042 CONTEMPORARY DEVELOPMENTS IN INFORMATION SYSTEMS

Campus Werribee, CUHK-Hong Kong.

Prerequisite(s) Nil.

Content This unit of study will explore new and emerging technologies and processes, which are emerging. Topics will be of current concern within the information systems community with special attention to those topics relevant to graduating students. Site visits and guest speakers could be used in the delivery of this unit of study. Indicative of the sort of topics to be considered are: new operating environments, new methodologies, Business Process Re-engineering, GIS, legacy systems, and the electronic commerce. The unit of study matter is to be determined on a year by year basis by the School in consultation with relevant industry advisory panels.

Required Reading To be advised by Lecturer.

Recommended Reading Recent proceedings of Australian Information System Conferences. Students are expected to use library resources and electronic databases to locate information. Recent issues of the computer supplement in The Age and The Australian.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Approximately 5000 words in two assignments, 100%. An oral presentation for each assignment is required. Class participation and attendance is required.

BCO3043 DATABASE DEVELOPMENT FOR BUSINESS

Campus Footscray Park, Werribee, Sunbury.

Prerequisite(s) BCO2149 Database Systems.

Content This unit of study aims to provide advanced knowledge and skills in designing and using relational database systems. Content: Creation of views for security purposes; use of constraints in relational databases; database transactions including read consistency and locking rows for update; controlling access by creating user accounts, roles and privileges; advanced database administration; procedural SQL programming including cursors, exceptions, composite data types, procedures, functions and packages.


Class Contact Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment and tests, 40%; Final examination, 60%.

BCO3044 WEB ENABLED BUSINESS RESEARCH

Campus Footscray Park.

Prerequisite(s) BCO1103 Web Enabled Business Systems.

Content This unit of study will provide students with the opportunity to utilise the Internet both as an information resource and as a means of performing collaborative work exercises. The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Students will be required to develop a research mini-proposal to conduct a small study in a small study in a chosen theme area.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Writing exercises, Research Proposal, Presentation and other assessment tasks as deemed appropriate, 100%. Assessment will be both teamwork exercises and individual components.

BCO3144 SYSTEMS DESIGN

Campus Footscray Park.

Prerequisite(s) Nil.

Co-requisite(s) BCO2148 Systems Analysis, BCO2149 Database Systems.

Content Project management: PERT. Database design: logical design to physical design. Design methodologies, design techniques, design evolution. User interface design: input/output design, prototyping, usability and usability testing. Prototyping: CASE, use software tools to develop physical user model. System security and control. Software design techniques: structured design, module specification, coupling, cohesion, transform and transaction analysis. Quality assurance: walkthroughs, team reviews. Testing: unit integration, systems, acceptance.

Learning Outcomes On completion of this unit, students should be able to: demonstrate the ability to plan for the management and implementation of a computer information system; demonstrate the knowledge and skills necessary to develop a physical design for an operational system; demonstrate the ability to apply systems analysis and design skills to develop computer based information systems, discuss the issues involved in the design of input, output, screens, forms and reports; design appropriate input, output, processing and storage to meet the needs of the application being developed; describe security design principles; discuss quality assurance in systems development and be aware of techniques available to measure and implement it; and discuss the design of systems considering the reduction of costs and productivity improvements through the use of modern design technology.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Final examination, 50%; Assignments, 50%.

BCO3148 INTERNET PROGRAMMING FOR BUSINESS

Campus Footscray Park.

Prerequisite(s) BCO1103 Web Enabled Business Systems, BCO1147 Introduction to Programming Concepts.

Content The Web pervades just about all aspects of business, education and much of our daily lives, and this unit of study targets this exciting and revolutionary area.
The Web provides a far different environment than traditional systems development, and this unit of study extends basic concepts covered in BCO1013 and develops the students knowledge and skills in programming and data interchange within the framework of the Web environment.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Semester assignments and tests, 40%; Final examination, 60%.

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**BCO3149 COMPUTING PROJECT**

**Campus** Footscray Park.

**Prerequisite(s)** BCO3150 Systems Implementation.

**Content** The project represents the culmination of a student’s study in information systems and will normally be the last unit of study taken in the degree.

**Required Reading** Current Available Textbook/Students to be advised.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project Deliverables, 90%; Oral presentation, 10%.

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**BCO3150 SYSTEMS IMPLEMENTATION**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BCO2502 Developing Electronic Commerce Systems OR BCO3144 Systems Design.

**Content** As the third part of the analysis-design-implementation cycle, this unit of study aims to enable students to develop skills and strategies for the implementation of computer-based information systems. Other topics will include: the transfer of data between microcomputer applications, IS project management, version control, the management of change, system documentation, user-training, and testing strategies. Particular emphasis will be given to the ethical issues associated with the development and implementation of IS systems.

**Required Reading** Current available textbook/Students to be advised.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Final examination, 30%.

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**BCO3248 OPERATING SYSTEMS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The aim of this unit of study is to provide students with an understanding of operating system fundamentals and the relationship of an operating system to application software; and to compare a variety of different operating systems. Topics include: overview of operating systems; organisation and architecture; layers and interfaces; memory management; processor and process management; multiple processor systems; concurrency and synchronisation; input/output device management; and file management.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Final Examination and Tests, 60%.

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**BCO3345 OBJECT ORIENTED SYSTEMS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1147 Introduction to Programming Concepts, BCO2148 Systems Analysis.

**Content** Object Oriented technology has become a major focus of program design and development and plays an important role in IS studies. This unit of study extends the study of basic programming principles introduced in BCO1147 and Continues the development of the student’s theoretical knowledge and practical skills within the framework of an Object Oriented development environment. Theoretical concepts are reinforced with appropriate practical work using an appropriate Object Oriented language. Object Oriented concepts. Development using the Object Oriented Paradigm. Event Models for the development environment. Balancing Graphical User Interfaces within the OOD paradigm. Programming in an appropriate OOD language (eg. Java.) Object Oriented Programming with database access. An overview of software OOD engineering principles.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Semester assignments, 40%; Final Examination and tests, 60%.

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**BCO3348 KNOWLEDGE MANAGEMENT TECHNOLOGIES**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems.

**Content** Knowledge is increasingly regarded as the most important asset for organisational success and consequently, knowledge management is gaining wider recognition as an important area of study. This unit of study is designed to enable students to gain an appreciation of sources of knowledge, the underlying principles of knowledge management, and to obtain the necessary skills for knowledge to be successfully captured, maintained and used within an organisation. They will not only ‘know-what’ but will also gain the ‘know-how’ to put that knowledge into practice. It will enable students to move from an appreciation of what knowledge is, to be able to form communities of practice where what is being communicated is actually being used in practice.

**Required Reading** Skyrme, David J., 1999, Knowledge networking: creating the collaborative enterprise, Butterworth Heinemann, Oxford.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 50%; Tutorial assignments, class presentations, written papers, project, 50%.

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**BCO3350 ERP PROGRAMMING CONCEPTS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1147 Introduction to Programming Concepts.

**Content** This unit of study aims to extend the knowledge of introductory programming concepts and techniques by providing students with practical experience in programming in an Enterprise Resource Planning System (ERP) environment.

**Required Reading** Current available textbook - Students to be advised.

BCO3357 DATA STRUCTURES FOR BUSINESS PROGRAMMING

Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BCO1147 Introduction to Programming Concepts.
Content Data structure techniques play an important role in the successful implementation of most IS systems. The incorrect application of such techniques can be disastrous to the success of such computer systems, thus the study of data structures is an important component of any IS course. The aim of this unit of study is to give students an appreciation and understanding of the relationships between data structures and efficient algorithms. This unit of study extends the basic knowledge and principles introduced in BCO1147 within the framework of an industry standard development language. Content is: Algorithm Design; Designing Solutions for medium to large programs; Parameter passing techniques; Data Structure techniques; Recursive techniques; File design. Relationship between application programs and Databases.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Practical assignments, 40%; Final examination, 60%.

BCO3443 THE INFORMATION PROFESSIONAL

Campus Footscray Park, CIUH; Hong Kong.
Prerequisite(s) BCO1102 Information Systems for Business OR BCO2040 Managing the Computing Environment.
Content This unit of study examines the diverse role of the Information Professional, focussing on the skills and knowledge required for responsible and effective collecting, managing and communicating of information in supervisory, support and/or management positions. This unit of study addresses the technical, communications and interpersonal skills required by all information professionals to work effectively and ethically in contemporary business environments. Portfolio development and Core Graduate Attributes analyses.
Required Reading Current available textbook - Students to be Advised.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Group work, assignments and presentations, 60%; Examination, 40%.

BCO3445 ENTERPRISE INFORMATION SYSTEMS

Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BCO1103 Web Enabled Business Systems.
Content The unit of study aims to provide students with an understanding of the nature of information systems management and planning and the purpose, methods and techniques of information requirements analysis and planning; an understanding of the importance of business processes and their relationship to information systems inside and outside the enterprise; an appreciation of the importance of business process integration and the emerging use of the WEB for internal and external information sharing via intra/inter organisational information systems; an appreciation of the development of ERP systems for internal process optimisation and EAI for the integration of internal and external information systems.
Required Reading Sondae, R., Corbit, G. and Baykin, R., 2001, Enterprise Integration, Wiley-VCH.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

BCO4501 BUSINESS PROCESS ENGINEERING

Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is concerned with the strategic and organisational issues of process and workflow management and the use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches’ used to understand, analyse, and implement efficient business processes. Workflow modelling techniques, process modelling techniques, and procedure models will be presented and practiced. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, reorganising and implementing processes in a typical business organisation.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

BCO4601 CURRENT ISSUES IN INFORMATION SYSTEMS

Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study will develop students’ knowledge base and conceptual abilities in an area of information systems. The content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with student expertise and availability.
Required Reading To be advised by lecturer.
Recommended Reading Recent issues information: Age, IDG Communications, Communications of the ACM, Association for Computing Machinery, Computer, IEEE Computer Society.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.
BCO4603 ENTERPRISE RESOURCE PLANNING SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study investigates the use of integrated computer-based information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation's information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation's various business processes.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment 2000 word case study, 25%; 2000 word research project, 25%; System design and implementation project (practical), 50%.

BCO4644 OBJECT ORIENTED PROGRAMMING AND DESIGN
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment/Project development using UML modelling and object oriented programming, 100%.

BCO4645 INTERNETWORKING SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internetworked LANs; internetworking within a WAN context; internetwork with bridges; routers; gateways; WAN protocols; designing and implementing an internetworked system; internetwork management; future trends.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Presentation, 10%; Test, 40%; Assignments, 50%.

BCO4646 SYSTEMS SUPPORT PROGRAMMING
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content Overview of computer organisation, operating systems and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.
Required Reading To be advised by lecturer.
**BCO4652 BUSINESS RESEARCH METHODS**
Campus: Footscray Park, City Flinders.
**Prerequisite(s):** Nil.
**Content:** The purpose of the unit of study is to provide students with a firm foundation from which they can undertake a research problem. For the duration of the semester guidance will be given to students for the identification of a research problem. Instruction will be provided which will enable students to perform effective literature reviews. Students will be presented with various models of methodology and assist with designing an appropriate method for their research. Students will be trained in the analysis and presentation of results, exposition of processes and methods used and conclusions drawn. Guidelines outlining the preparation and writing of a research thesis will be provided at the conclusion of semester.

**Required Reading:** Management Plan for Research and Professional Practice, School of Information Systems, Victoria University of Technology.


**Class Contact:** Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Assignments, 100%.

**BCO4653 MANAGEMENT OF INFORMATION TECHNOLOGY**
Campus: City Flinders.
**Prerequisite(s):** Nil.
**Content:** A framework for the management of information technology. Management issues may include the strategic use of information technology, information technology architectures, information systems planning, information technology investments, security and privacy and outsourcing.

**Learning Outcomes:** After completing this Unit of Study students will: be familiar with current research and developments in information technology management; be familiar with important management issues in managing information technology; understand the information management approach, its nature and importance; be able to apply relevant methods and techniques to better manage information resources; have applied a relevant method or part of a method to an organisation or part of an organisation and prepared a report; plan and prepare a substantial research paper on a designated topic; and have critically reviewed research papers, presented the evaluations and lead group discussions on the evaluations.


**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Assignments, 70%; Presentations, 30%.

**BCO4654 DATABASE DESIGN**
Campus: City Flinders.
**Prerequisite(s):** Nil.
**Content:** A selection of the following topics within a data warehouse development context will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.

**Required Reading:** To be advised by lecturer.


**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Research Assignments, 60%; Case studies, papers, electronic commerce site analysis and oral presentations, 40%.

**BCO4656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT**
Campus: City Flinders.
**Prerequisite(s):** Nil.
**Content:** This unit of study aims to give computing students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It aims to show how knowledge of the appropriate application of such skills is becoming vital to information technology professionals in the performance of their many functions in an organisation. Topics include: project management fundamentals, project management software tools, defining the problem, developing the project plan and schedule, building the project team, implementation difficulties, management of conflict, cost control, reporting on project status, project management methodologies, software engineering projects, case studies.


**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Assignments, 40%; Case Study, 40%; Presentations, 20%.

**BCO4658 INTERNET COMMERCE**
Campus: City Flinders.
**Prerequisite(s):** Nil.
**Content:** The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include:- an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies, internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.


**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Research Assignments, 60%; Case studies, papers, electronic commerce site analysis and oral presentations, 40%.
**BCO4659 EXECUTIVE AND MOBILE COMPUTING**  
Campus City Flinders.  
**Prerequisite(s)** Nil.  
**Content** The unit of study aims to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics covered will include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile executive computing, executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.  
**Required Reading** Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA.  
**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
**Assessment** Decision Support Systems and Executive Information Systems, 20%; Executive Mobile Computing, 20%; Class paper presentation and summary paper, 20%; Seminar participation, 10%; Class Test, 30%.  

**BCO4660 ENTERPRISE ELECTRONIC COMMERCE**  
Campus City Flinders.  
**Prerequisite(s)** Nil.  
**Content** This unit of study provides students with an understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel Enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.  
**Recommended Reading** Primo Development (Editor), 2000, Internet Applications Programming with Sap R/3.  
**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
**Assessment** Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.  

**BCO4661 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION**  
Campus City Flinders.  
**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.  
**Content** The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation of Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: Project life cycle, project management, implementation strategies, Risk management, data conversion, critical success factors, project management software tools, project reporting.  
**Required Reading** Norbet, W., 1999, Successful SAP R/3 Implementation.  
**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
**Assessment** Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.  

**BCO4662 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS**  
Campus City Flinders.  
**Prerequisite(s)** Nil.  
**Content** This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics covered include: the role of information systems and the Internet in small business; selecting applications for small business: integrating information and Internet systems with small business processes; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.  
**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
**Assessment** Small Business Case Study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.  

**BCO4672 THE INFORMATION SYSTEMS PROFESSIONAL**  
Campus City Flinders.  
**Prerequisite(s)** Nil.  
**Content** This unit of study aims to provide students with an overview of the requirements and skills for responsible and ethical management of the Information Technology profession; opportunities to develop and apply information systems, communications and management skills and competencies within a variety of professional practice scenarios. Topics include: role of IS professionals and their interactions with users of information, information handling in an electronic environment, information professions, legal, cultural and ethical issues encountered by IS professionals, information security and information overload. The nature, role and importance of Professional and Standards Organisations. Professional Competencies eg risk, analysis, feasibility study, quality assurance. Business Processes eg negotiation, procurement, tendering.  
**Required Reading** To be advised by the lecturer.  
**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.  
**Assessment** Assignments and Class Presentations, 60%; Final Examination and tests, 40%.  

**BCO4673 USABILITY DESIGN FOR E-BUSINESS**  
Campus City Flinders.  
**Prerequisite(s)** Nil.  
**Content** The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business
systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.


Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Practical Assignments, 30%; Case Studies, Papers and Oral Presentation, 20%; Test, 10%; Final Examination, 40%.

BCO4701 RESEARCH PROJECT (FULL-TIME)
Campus City Flinders.

Prerequisite(s) Nil

Content
Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

Required Reading
To be advised by lecturer.

Recommended Reading
To be advised by lecturer.

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

Assessment
Written thesis, 85%; seminar, 15%.

BCO4702 RESEARCH PROJECT (PART TIME)
Campus City Flinders.

Prerequisite(s) Nil

Content
Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

Required Reading
To be advised by lecturer.

Recommended Reading
To be advised by lecturer.

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

Assessment
Written thesis, 85%; Seminar, 15%.

BCO5501 BUSINESS PROCESS ENGINEERING
Campus City Flinders, On-line.

Prerequisite(s) Nil

Content
The unit of study is concerned with the strategic and organisational issues of process management and the use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches used to understand, analyse and implement efficient business processes. Workflow modelling techniques, process modelling techniques and procedure models will be presented and practiced. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, re-arranging and implementing processes in a typical business organisation.

Learning Outcomes
On completion of this unit students will be able to: identify actors and work flows in a business process; describe the changing business environment and the importance of applying Business Process Engineering concepts to respond to that environment; use Event Controlled Process Chains to describe a business process; implement a simple workflow using SAP WebFlow; design an organisational plan to support a workflow; discuss the usefulness of automated workflows for monitoring and controlling business processes; and identify the different elements of a workflow and describe their interaction.

Required Reading
Extensive use of SAP R/3 and SAP Netweaver Documentation at help.sap.com.

Recommended Reading

Class Contact
Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Assignments x 2, 50%; Assignment, 50%.

BCO5502 CLIENT SERVER TECHNOLOGY
Campus City Flinders, On-line.

Prerequisite(s) Nil

Content
Enterprise Resource Planning Systems (ERPs) are designed to run in a widely dispersed distributed computing environment. Client server computing through its multi-tiered implementation enables this type of system to perform the majority of their processing close to the resources required for that task and limits the amount of communication over the network. Proper design, implementation and maintenance of the client server solutions for ERPs are essential for success. This unit of study covers client server concepts; design and implementation and maintenance issues of this type of technology for ERPs using SAP R/3 as an example.

Required Reading

Recommended Reading

Class Contact
Unit of study equal to 12 credit points.

Assessment
Assignment 1, 25%; Examination, 50%; Assignment 2, 25%.

BCO5647 APPLICATIONS PROGRAMMING TECHNIQUES
Campus City Flinders, On-line.

Prerequisite(s) Nil

Content
The aim of the unit of study is to extend the knowledge of introductory programming techniques; provide students with practical experience in programming with an emphasis on commercial applications with a business oriented language; introduce students to data structures. Topics include: key features of the programming language in use; structured tools and techniques; data manipulation; report generation; file structures; interactive processing.

Required Reading

Recommended Reading
To be advised by lecturer.

Class Contact
Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Assignments, 40%; Exam, 60%.

BCO5650 ENTERPRISE E-COMMERCE
Campus City Flinders.

Prerequisite(s) Nil

Content
This unit of study provides students with understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.

Required Reading

Recommended Reading
Prima Development (Editor), 2000, Internet Applications Programming With Sap R/3.

Class Contact
Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Minor assignment 1, 25%; Minor assignment 2, 25%; Major assignment, 50%.
BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION
Campus City Flinders.
Prerequisite(s) BCO6603 Enterprise Resource Planning Systems.
Content The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: Project life cycle, project management, implementation strategies, Risk management, data conversion, critical success factors, project management software tools, project reporting.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Two minor assignments (25% each), 50%; One major assignment, 50%.

BCO5652 TRANSACTION PROGRAMMING TECHNIQUES
Campus City Flinders.
Prerequisite(s) BCO5647 Applications Programming Techniques.
Content This unit of study focuses on SAP’s 4GL development language ABAP and how it is used for transaction development and remote function calls. Topics include: Transaction processing, security issues, remote function calls, BAPI’s, record locking, user interface design, updates in the SAP R/3 system using ABAP, data dictionary maintenance and Web applications.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 40%; Final Examination, 60%.

BCO5653 BUSINESS INFORMATION SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content The aims of this unit of study are to provide students with an overview of the use of computer-based information systems in business. It acts as an introduction to the Graduate Diploma course and introduces students to a broad range of topics relating to the field of information systems. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small information systems. Content includes: An overview of the field of information systems; problem solving and decision making, systems analysis concepts; concept modelling; database and data modelling concepts; hardware and software fundamentals; data communications and networks; identification, and roles of stake holders in information systems; business applications of information technology including: types of information systems used in business, and the use of Internet technologies in business.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Software-based practical assignments, 30%; Case studies, papers and oral presentations, 20%; Final examination, 50%.

BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS
Campus City Flinders.
Prerequisite(s) BCO5653 Business Information Systems.
Content The aim of the unit of study is to provide students with the ability to apply systems analysis and design processes. It will develop students’ abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Business Information Systems. Students will learn to identify and document a range of client needs including business requirements; quality processes, usability needs, and cost and time constraints. A case study approach will be used in assignment to provide students with practice in the application of techniques that are used to identify and meet client needs. Topics will be drawn from: Systems Development Methodologies: model driven, rapid application, and hybrid; User Requirements Identification: object oriented analysis and design, process modelling, data modelling, and database design; Systems integration and ERP products; input/output design and useability; quality assurance and development metrics; application architecture; security and controls; system documentation.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case Studies, 50%; Final examination, 50%. Students are expected to obtain at least 40% in each component of assessment as well as 50% aggregate score to gain a pass in the unit of study.

BCO5655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT
Campus City Flinders.
Prerequisite(s) BCO5501 Business Process Engineering and BCO6603 Enterprise Resource Planning Systems OR BCO5654 Development of Information Systems and BCO6556 Information Systems Programming.
Content The aim of the unit of study is to provide students with an opportunity to apply the knowledge and skills that they have gained during their course to a real-life problem; Experience at working in a small team to successfully complete an assigned information system application within a semester; Experience in defining a problem, designing a solution and building the accepted application; Experience in presenting reports in both written and oral form; An opportunity to benefit from a real business world situation or a simulation of a real business world situation. This unit of study requires students to work as effective members of a team that is responsible for the definition, design, building and installation of a business-related information system application. The system will involve a database with at least three tables that requires a representative range of functions to be implemented or an appropriate ERP application.
Required Reading To be advised by the lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment comprising a combination of working system submission, oral presentations, written reports and/or demonstrations, 100%.

BCO5656 INFORMATION SYSTEMS PROGRAMMING
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an understanding of algorithm design and structured program design within an event-driven/object oriented environment. It aims to provide students with a basic knowledge of programming as a method for solving business-related information systems problems. Topics include: program components such as objects and modules; algorithm design using pseudocode and controls structures; programming concepts such as data types, variables and constants; program development, testing and debugging techniques; accessing databases using queries, SQL, record sets and access methods; program documentation.

Recommended Reading


Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

Assignment 1, 15%; Assignment 2, 35%; Assignment 3, 50%. Students will be tested on the theory and skills associated with assignments.

BCO6006 INFORMATION SYSTEMS AND CRIMINAL JUSTICE

Campus City Flinders, City Queen.

Prerequisite(s)

Nil.

Content

The unit of study will deal with the changing face of information, sorting and retrieving information, information and computer-based systems, decision support systems, intelligent support systems, e-commerce, criminal justice information (robbery and the FLINTS systems), financial fraud detection (the POIROT system), forensic accounting, computer crime and financial regulation.

Required Reading


Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

One Practical assignment (2500 words), 50%; One three-hour examination, 50%.

BCO6179 ENTERPRISE PROJECT SYSTEMS

Campus City Flinders.

Prerequisite(s)

BCO6603 Enterprise Resource Planning Systems.

Content

This unit of study aims to give ERP and Information Systems students an understanding of Project Management as part of ERP systems and how the Project Management component enables users to manage the business aspects and content of a project, including the components own functions and with integration with other components of these systems. It will also teach students the skills required to define, configure, plan and track different types of projects. Topics include: overview of project management, project management fundamentals, SAP R/3 project system, project structures, project planning, logistics interface, accounting interface, human resources interface, budgeting, project execution, project monitoring and control, reporting and integration to MS project.

Recommended Reading


Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

BCO6180 ERP SYSTEMS ADMINISTRATION

Campus City Flinders.

Prerequisite(s)


Content

This unit of study aims to give ERP and Information Systems students an advanced treatment of client server theories and models, and enhance their knowledge of systems administration of ERP systems. The unit of study will examine the major system areas, their function in business, and explore these in a systematic manner, these areas include the Transport Systems, Database Systems and Operating Systems. Topics include: ERP systems configuration; distributed architectures; multi-tier client server solutions; ERP tools; performance monitoring; load balancing; system landscapes; memory management for ERP systems; advanced security concepts; remote operations; background processing; and database platforms comparison.

Required Reading


Recommended Reading

Olewett, Franklin, Network Resource Planning for SAP R/3

BAAN IV and Peoplesoft, McGraw Hill.

Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

BCO6181 ERP APPLICATIONS

Campus City Flinders.

Prerequisite(s)

BCO6603 Enterprise Resource Planning Systems.

Content

This unit of study aims to give students an understanding of technologies which extend a company’s enterprise resource planning system. The unit of study covers issues associated with the implementation, use and maintenance of these second wave technologies. Technologies include, data warehouse, advanced planner and optimiser, workflow, e-procurement and customer relationship management.

Required Reading


Recommended Reading


Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

BCO6183 ENTERPRISE APPLICATION INTEGRATION

Campus City Flinders.

Prerequisite(s)

BCO6603 Enterprise Resource Planning Systems.

Content

The needs for technologies and systems integration are the fundamental requirements in the modern e-business environments where EAI technologies have unique roles. As a result, EAI technologies operate on a broad scope of modern e-business. By studying this unit of study, students will gain up-to-date knowledge about the existing and emerging EAI technologies through discussion of topics at conceptual levels as well as gaining first hand practical experience. The unit of study consists of several key components covering different aspects of the technologies, which includes: the issues in relation to deployment of large-scale distributed systems; heterogeneous applications integration; plug and play software components within enterprise environment; business connectors and selected middleware technology including XML; integration architecture; case study: a research prototype.

Required Reading


Recommended Reading


Class Contact

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery made as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment

Assignments, 100%.

BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

Campus City Flinders.

Prerequisite(s)

Nil.

Content

This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics include: the role of information systems and the Internet in small business, selecting applications for small business: integrating information and Internet systems with small business process; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.

Required Reading


Recommended Reading

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, and self-directed work or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Small Business Case study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

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**BCO6185 EXECUTIVE AND MOBILE COMPUTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The purpose of this unit of study is to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile computing and executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.

**Required Reading** Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Decision Support Systems and Executive Information Systems, 20%; Executive Mobile Computing, 20%; Class research paper presentation and summary paper, 20%; Seminar participation, 10%; Class test, 30%.

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**BCO6503 MANAGEMENT INFORMATION SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an overview of the effective management and use of information technology in business. It introduces the student to a broad range of topics relating to the field of information systems, highlighting the link between information technology and business, and the role of IT professionals in systems development. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small information systems. Students will gain an appreciation of: management information and systems, the roles of IT staff and IT users, and various information technology concepts. Topics covered will include: types of information systems and the advantages of integrated systems, problem solving and decision making, process modeling, databases and data modeling, IT project management, management of innovation and technological change, data communications, IT application development, management applications of IT, strategic applications of IT, and the use of Internet technologies in business.


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**BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will develop students’ knowledge base and conceptual abilities in an area of information systems. The content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with staff expertise and availability.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Recent issues of Information Age IDG communications, Communications of the ACM, Association for Computing Machinery, Computer, IEEE Computer Society.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

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**BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study investigates the use of integrated computer-based information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation’s information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation’s various business processes.

**Required Reading** Curran, Tomas, Kellar, Gerhard, 1998, SAP R/3 Business Blueprint, Prentice Hall PTR.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or run on-line as appropriate or by a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment comprising a combination of assignments and class test, 100%.

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**BCO6610 INTERNET TECHNOLOGIES IN BUSINESS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will aim to examine the ways that a business can use Internet technologies to improve its own business processes, find relevant business information and improve business communication. Topics include: the use of Intranets and Extranets in business, the use of the Internet for business research, and the use of the Internet for business communication.


**Recommended Reading** Students to be advised.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Intranets in business - use of intranets for business processes, 25%; Using the Internet for business communication, 15%; Personal networks and mobile computing, 15%; Business research of the Internet, 15%; Class Test, 30%.

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**BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** This unit of study provides students with understanding of the strategic features of ERP systems and how these features can be utilized within an
implementation. Topics include: Strategic use of ERP, CRM, Supply chain Management Optimisation, Data Warehousing, Strategic Enterprise Management, Knowledge Management and Executive Information Systems.

Required Reading To be advised by lecturer.

Recommended Reading Kaiser, B.V. and Kaiser, B.U., 1999, Corporate Information With Sap-Eis: Building a Data Warehouse and a Mis-Application With in Sight, Hardcover, Unit of study.

Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Short essay/Literature review, 10%; Workshop exercises, 10%; Academic Paper, 40%; Project Proposal, 40%.

BCo6616 BUILDING INTERNET COMMERCE SYSTEMS

Campus City Flinders.

Prerequisite(s) Nil.

Content The unit of study will examine different business models in relation to setting up Internet sites and when it is appropriate for different types of firms to use a particular type of business model. It introduces students to the various business models that are available through the levels of Web site design, from the development of simple to sophisticated Web sites and from standardised to customised solutions.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Practical Assignment involving Web site Construction, 50%; Case study and Presentation, 30%; Theory test, 20%.

BCo6641 USER COMPUTING

Campus City Flinders.

Prerequisite(s) Nil.

Content Rise of user computing: development of user computing, classifications of users, general issues of user computing to be faced. User environments and user needs: office and work environments. User application development: types of applications, assessment of user developed applications. Managing user computing: benefits, factors for success, concerns and fundamental decisions costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting uses: information centre, trouble shooting, controlling user computing, prompting user computing, selection of tools, software and hardware. User training: skills hierarchy, training principles, types of training, provision of training, training issues, skills versus concepts.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 40%; Presentations, 30%; Final Exam, 30%.

BCo6642 SYSTEMS DEVELOPMENT

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study aims to impart knowledge and develop competencies in key aspects of systems development. The major topics are drawn from: system development paradigms; requirements engineering; participatory design information technology; SAP and the development of systems; project failure; re engineering; IT implementation; quality assurance and standards; Web site design; enterprise modelling; EC strategy and the development cycle; new development technologies eg PDA’s, Mobile devices; new development techniques eg XML.

Required Reading To be advised by lecturer.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 100%.

BCo6643 KNOWLEDGE ENGINEERING

Campus City Flinders.

Prerequisite(s) Nil.

Content The adoption of knowledge based systems in the commercial world has given rise to a number of practical issues. Among these are, improved techniques for knowledge acquisition, design, documentation, maintenance and validation of knowledge based systems. This unit of study aims to present a practical view of the knowledge acquisition process, its methodologies and techniques in order to enable its students to develop expert system knowledge bases more effectively. Basic concepts and terminology; sampling expert systems; identifying and tapping knowledge; conceptualising knowledge acquisition; knowledge acquisition modes, approaches, stages and process; impediments to effective knowledge acquisition; verification and validation procedures; documentation requirements.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 100%.

BCo6644 OBJECT ORIENTED PROGRAMMING AND DESIGN

Campus City Flinders.

Prerequisite(s) Nil.

Content The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.

Required Reading To be advised by lecturer.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 100%.

BCo6645 INTERNETWORKING SYSTEMS

Campus City Flinders.

Prerequisite(s) Nil.

Content Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internet worked LANs; internetworking within a WAP context; internet work with bridges; routers; gateways; WAP protocols; designing and implementing an internet worked system; internet work management; future trends.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Presentation, 10%; Test, 40%; Assignments, 50%.
BCO6646 SYSTEMS SUPPORT PROGRAMMING
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content Overview of computer organisation, operating systems, and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.
Required Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 100%.

BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of the unit of study is to impart knowledge and develop competencies in the management of information technology. The major topics are drawn from: a framework for the management of information technology, the strategic use of information technology, information technology planning, business continuity planning/disaster recovery planning, information technology architectures, change management and IT, investment in IT and risk management, network usage policies, organisation of IT, global aspects of IT management, e-Commerce and IT management.
Learning Outcomes After completing this Unit of Study students will: be familiar with current research and developments in information technology management; be familiar with important management issues in managing information technology; understand the information management approach, its nature and importance; be able to apply relevant methods and techniques to better manage information resources; have applied a relevant method or part of a method to an organisation or part of an organisation and prepared a report; plan and prepare a substantial research paper on a designated topic; and have critically reviewed research papers, presented the evaluations and lead group discussions on the evaluations.
Required Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 100%.

BCO6654 DATABASE DESIGN
Campus City Flinders.
Prerequisite(s) Nil.
Content A selection of the following topics within a data warehouse development content will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.
Required Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test, 30%; Assignments, 70%.

BCO6656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to give computing students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It aims to show how knowledge of the appropriate application of such skills is becoming vital to information technology professionals in the performance of their many functions in an organisation. Topics include: project management fundamentals, project management software tools, defining the problem, developing the project plan and schedule, building the project team, implementation difficulties, management of conflict, cost control, reporting on project status, project management methodologies, software engineering projects, case studies.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 70%; Class tests 30%.

BCO6658 INTERNET COMMERCE
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include:- an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies, internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments and class presentations, 60%; Final examination, 40%.

BCO6659 DATABASE TRANSACTION SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with the knowledge and skills to develop online database applications in a client server environment. Topics include: Procedural SQL programming to be used in trigger creation; transaction management involving concurrency and recovery issues; building online transaction systems using forms and triggers.
Required Reading Morris-Murphy, L., 2003, Oracle9i: SQL, Thomson Course Technology, Canada.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignment, 70%; tests, 30%.

**BC06670 ENTERPRISE NETWORK SYSTEMS**
Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to give students a broad insight into the network technologies and their wider use within and outside a business environment. Topics include: Role of Enterprise Networking Systems (ENS) in contemporary business practice and technologies; role of the Internet for Business applications; principles of basic telecommunications necessary for ENS understanding; The Local area network (LAN) as a fundamental component of ENS; The Wide Area Network (WAN) as a fundamental component of ENS; inter-networking technologies used in ENS; advanced client-server models for ENS; web based technologies and standards; ENS management, ENS design.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignments and tests, 30%; Final examination, 70%.

**BC06671 INFORMATION SYSTEMS RESEARCH AND WRITING**
Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Specific topics include role of research in decision making, primary and secondary information sources, research methods and techniques, reviewing source material, research design, data collection and analysis techniques, methods of critical analysis, writing and presentation styles and techniques.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Proposal, 85%; Seminar Presentation, 15%.

**BC06672 THE INFORMATION SYSTEMS PROFESSIONAL**
Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students: 1) with an overview of the requirements and skills for professional and ethical behaviour as an ICT professional 2) opportunities to develop and apply ICT, communication and management skills and competencies within a variety of professional scenarios. 3) To critically evaluate contemporary issues relevant to an ICT professional. Topics include: Professional and ethical codes of conduct, the role and importance of professional standards organisations, business processes (eg negotiation, procurement and tendering), professional competencies (eg risk analysis, feasibility studies and quality assurance) and contemporary issues (eg security, privacy, internet censorship, workplace surveillance and digital intellectual property).

**Learning Outcomes** On completion of this unit students should be able to: critically analyse scenarios of ICT use and clearly identify the issues, consequences and alternative views; apply ethical principles to case situations of ICT use; understand the role of IT professionals and their interactions with users of information and the wider community; understand, debate and practice the requirements and skills for responsible and ethical membership of the Information Technology profession; understand the issues and requirements of ethical compliance as an information professional; understand the legal and legislative requirements for IT professional practice; understand the role played by IT and IT professionals in achieving business goals in contemporary organizations; understand the organisational dynamics and role of an information professional within the business environment; prepare, present and evaluate a business plan; and demonstrate professional skills in business processes such as negotiation.

**Required Reading** Latest Available Textbook-Students to be advised.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and class presentations, 60%; Final examination and tests, 40%.

**BC06673 USABILITY DESIGN FOR E-BUSINESS**
Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will be applied to the general design principles for effective user interfaces for web systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.


**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments consisting of a combination of case studies, papers, practical work and oral presentations, 60%; Final examination, 40%.

**BC06674 MOBILE INTERFACES**
Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** Topics include an overview of Mobile Interface Design, Mobile Interface Design and Business Processes, Usability testing, design standards, multi-modal input, emerging mobile applications, mobile devices as extension of the senses, interface design on the social impact of mobile communication, mobile interface to web systems.
Learning Outcomes After completing this subject students will have gained an understanding and importance of the role on mobile interface design on the usability of mobile computing devices. Students will also have an understanding of the importance that this new paradigm shift will play in EAI solutions in the future. Students will have gained skills in: Designing and implementing interfaces for mobile devices; Separating interface design from business processes; Usability testing for mobile interfaces; Implementation of Mobile Design Standards; Accessing Web Services through mobile interfaces.

Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 70%; Examination, 30%.

BCO6675 SECURITY MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.


Required Reading To be advised.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 80%; Class Exercises, 20%.

BCO6676 BUSINESS INTELLIGENCE SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study will utilise a data warehouse system to enable students to develop the skills for the design and implementation of business intelligence systems. The content will include: Conceptual modelling techniques, data extraction techniques, data transformation, info cube design, query and report design, performance considerations, security and authorisations, data warehouse management.

Required Reading Introduction to SAP's BW

Recommended Reading Ossimitz, M.L., 2004, Data Warehousing - Concepts and Applications based on SAP (TM), BW.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 60%; Examination, 40%.

BCO6677 XMl FOR INFORMATION SYSTEMS INTEGRATION
Campus City Flinders.
Prerequisite(s) Nil.


Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 80%; Examination, 20%.

BCO6678 IMPLEMENTING INFORMATION SYSTEMS CHANGE
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study will enable students to develop the skills for the design and implementation of information systems strategy. The content will include: Business and IS strategy, Strategy methodologies, Critical success factors, Role of change management, training and documentation, and user support mechanisms.

Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 80%; Examination, 20%.

BCO6679 WEB SERVICES
Campus City Flinders.
Prerequisite(s) Nil.

Content Topics include An overview of Web Services and the Web Services technology stack, Simple Object Access Protocol (SOAP) and other protocols, Web Services Definition Language (WSDL), Universal Description Discovery and Integration (UDDI), Process Business Execution Language for Web Services (PBEXLWS), EAI and Web services.

Required Reading To be advised by the lecturer.


Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 70%; Examination, 30%.

BCO7700 MINOR THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content Students are required to complete a research thesis of approximately 15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.

Required Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

Assessment Seminar, 15%; Written thesis (or product solution), 85%. Students are required to present one one-hour seminar on their research work.

BCO7701 MINOR THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content Students are required to complete a research thesis of approximately 15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.
Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.

Assessment Written thesis, 85%; Seminar presentation, 15%. Students are required to present one one-hour seminar on their research work.

BCO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

Assessment Dissertation thesis, 100%.

BCO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

Assessment Dissertation thesis, 100%.

BCO8002 PHD RESEARCH (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Class Contact Unit of study is 48 credit points per semester.

Assessment Research thesis (or product solution); 100%.

BCO8003 PHD RESEARCH (PART TIME)
Campus City Flinders.
Prerequisite(s) Nil.

Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Class Contact Unit of study is 24 credit points per semester.

Assessment Research thesis (or product solution); 100%.

BCO8610 MANAGEMENT INFORMATION SYSTEMS 1
Campus City Flinders.
Prerequisite(s) Nil.

Content An introduction to the effective management, design, implementation and use of information technology. Develop a better understanding of the concept of information and how it can be managed, and investigate how information technology can be used to assist in managing information. Examination of fundamental concepts and tools used in the development of computer-based systems designed to satisfy the information needs of management, and to gain experience in some elements of systems development. Introduction to suitable computer based books to assist with problem solving and decision-making.

Required Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Case studies and practical assignments, 50%; Examination, 50%.

BCO8612 ISSUES IN MANAGEMENT INFORMATION SYSTEMS RESEARCH
Campus City Flinders.
Prerequisite(s) BCO8610 Management Information Systems 1.

Content Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

Class Contact Unit of study is 48 credit points per semester.

Assessment Research thesis (or product solution), 100%.

BCO9800 RESEARCH THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) BCO6652 Business Research Methods.

Content Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

Class Contact Unit of study is 48 credit points per semester.

Assessment Research thesis (or product solution), 100%.

BCO9801 RESEARCH THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) BCO6652 Business Research Methods.

Content Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

Class Contact Unit of study is 24 credit points per semester.

Assessment Research thesis (or product solution), 100%.

Required Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Case Studies and continuous assessment, 50%; Examinations, 50%.

SCHOOL OF INFORMATION SYSTEMS
SCHOOL OF LAW

Below are details of courses offered by the School of Law in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

COURSES BACHELOR OF BUSINESS (COMMERCIAL LAW)

Course Code: BBCL

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives

The course aims to provide a foundation in Commercial Law for business professionals. The course will provide graduates with an appreciation of the legal context of business management and strategy.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BEO1103 MICROECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1104 MACROECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Specialisation Units of Study - Commercial Law</th>
</tr>
</thead>
<tbody>
<tr>
<td>BL02206 TAXATION LAW AND PRACTICE</td>
</tr>
<tr>
<td>BL02300 COMMERCIAL LAW</td>
</tr>
<tr>
<td>BL02205 CORPORATE LAW</td>
</tr>
</tbody>
</table>

plus any three of the following:

<table>
<thead>
<tr>
<th>Electives</th>
</tr>
</thead>
<tbody>
<tr>
<td>BL01452 TOURISM LAW</td>
</tr>
<tr>
<td>BL02207 EMPLOYMENT LAW</td>
</tr>
<tr>
<td>BL02333 HEALTH AND SAFETY LAW</td>
</tr>
<tr>
<td>BL03250 LAW OF INSOLVENCY</td>
</tr>
<tr>
<td>BL03351 LEGAL TOPICS A</td>
</tr>
<tr>
<td>BL03352 LEGAL TOPICS B</td>
</tr>
<tr>
<td>BL03313 ADVANCED TAXATION LAW AND PRACTICE</td>
</tr>
<tr>
<td>BL03352 ADMINISTRATIVE LAW</td>
</tr>
<tr>
<td>BL03405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES</td>
</tr>
</tbody>
</table>

Ten approved electives, two of which may be Co-operative Education or BBB3100 Business Integrated Learning.

GRADUATE DIPLOMA IN NOTARIAL PRACTICE

Course Code: BGCN

Campus: City Queen.

Course Objectives

The objective of the course is to provide students with a formal education in relevant legal units of study to enable them to qualify as Public Notaries. The course aims to provide an in-depth knowledge of the work of a notary including notarial acts, Bills of Exchange and other professional functions. It also aims to provide an overview of the world’s legal systems that will assist Public Notaries preparing notarial acts for foreign jurisdictions in Europe and the Asia-Pacific region, especially those with culturally diverse populations maintaining connections with many homelands.

Course Duration

The course can be completed at a student’s own pace but it is estimated that it would take 2-3 months to complete. Students will be required to complete the course within 24 months of commencement.

Admission Requirements

To qualify for admission to the course an applicant must be engaged in practice as a Notary or be seeking appointment as a Public Notary in Victoria or in another jurisdiction.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Admission Requirements**

To qualify for admission to the course an applicant must have successfully completed a relevant three year undergraduate degree together with relevant experience equivalent to an additional year of study; or four or more year undergraduate degree; or postgraduate qualification. Students who gain admission may be required to undertake additional and preliminary coursework as directed by the Course Co-ordinator.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>ZCC5002</td>
<td>NOTARIAL PRACTICE - THEORY</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
</tr>
<tr>
<td>ZCC5003</td>
<td>COMPARATIVE LAW</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
</tr>
<tr>
<td>ZCC5001</td>
<td>PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
</tr>
<tr>
<td>ZCC5004</td>
<td>NOTARIAL PRACTICE - PRACTICAL</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
</tr>
</tbody>
</table>

**GRADUATE DIPLOMA IN COMMERCIAL ARBITRATION**

**Course Code:** BGLC

**Campus City Queen**

**Course Objectives**

This course is designed for lawyers, professionals, executives and others with existing expertise in a broad range of professional, industrial and commercial activities who require a postgraduate qualification in managing and resolving commercial disputes. The units of study offered in the course are relevant to a range of professionals who are negotiating or managing commercial contracts and operations, and to others who interact with such activities including professional services in resolving disputes.

**Course Duration**

The course may be offered on a full-time basis over two semesters or part-time equivalent. Each subject carries a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have successfully completed a relevant three year undergraduate degree together with relevant experience equivalent to an additional year of study; or four or more year undergraduate degree; or postgraduate qualification. Students who gain admission may be required to undertake additional and preliminary coursework as directed by the Course Co-ordinator.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>BLB5556</td>
<td>ADVANCED ALTERNATIVE DISPUTE RESOLUTION</td>
<td>12</td>
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<tr>
<td>BLB5557</td>
<td>COMMERCIAL ARBITRATION LAW</td>
<td>12</td>
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<tr>
<td>BLB5558</td>
<td>COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLB5559</td>
<td>COMMERCIAL CONTRACTS</td>
<td>12</td>
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<tr>
<td>BLB5560</td>
<td>INTERNATIONAL COMMERCIAL ARBITRATION</td>
<td>12</td>
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<td>3</td>
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<tr>
<td>BLB5560</td>
<td>JUDGEMENT, DECISION AND AWARD WRITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

plus:

Two units of study approved by the Course Co-ordinator or BLB5520 DISSERTATION

24 0.2500 3

The Graduate Diploma in Commercial Arbitration requires either eight coursework units of study or 6 coursework units of study and a research project. Students who successfully complete any four approved Graduate Diploma coursework units of study will be eligible to exit the course with a Graduate Certificate in Commercial Arbitration.

**Professional Recognition**

Graduates can apply for accreditation with either the Australian Institute of Arbitrators and Mediators and/or the Chartered Institute of Arbitrators Australia. Graduates will also be entitled to accreditation and membership of the Australian Institute for Commercial Arbitration.

**BACHELOR OF LAWS/BACHELOR OF ARTS**

**Course Code:** BLAA

**Campus City Queen, Footscray Park.**

**Course Objectives**

The course will provide students with knowledge, skills and competencies in areas that are essential for the education and training of a lawyer in the context of the humanities and social sciences. Graduates of this program will be exposed to a wide range of learning and teaching strategies that aim to effectively develop the core competencies.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units: Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit Points</th>
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<th>SC Band</th>
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<tr>
<td>BLB2122</td>
<td>ADVOCACY AND COMMUNICATION</td>
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<tr>
<td>BLB1113</td>
<td>AUSTRALIAN ADMINISTRATIVE LAW</td>
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**Law Electives**

Select four of the following:

- BLB4144: EUROPEAN UNION LAW
- BLB3136: FAMILY LAW IN SOCIETY
- BLB4145: HUMAN RIGHTS LAW
- BLB3129: INTELLECTUAL PROPERTY LAW
- BLB4141: INTERNATIONAL TRADE LAW
- BLB4140: PRIVACY AND MEDIA LAW
- BBB3200: PROFESSIONAL LEGAL PRACTICE
- BLB4143: PUBLIC INTERNATIONAL LAW
- BLB3132: SECURITIES LAW
- BLB3134: TAXATION LAW
- BLB1125: TORTS 2
- BLB2123: TRADE PRACTICES LAW AND POLICY
- BLB4146: WILLS AND THE ADMINISTRATION OF ESTATES
- BLB4142: ADVANCED LEGAL RESEARCH DISSERTATION
- BLB4137: ASIAN LEGAL SYSTEMS
- BLB4135: AUSTRALIAN EMPLOYMENT LAW
- BLB3133: COMPARATIVE COMMERCIAL LAW
- BLB4138: CONFLICT OF LAWS
- BLB3138: CRIMINAL LAW 2

**Elective**

One unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university.

**Arts Specialisation**

192 credit points of study comprising Arts majors, strands and electives.

### BACHELOR OF LAWS (I)

- **Course Code:** BLAW
- **Campus:** City Queen
- **Course Objectives:**
  The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for admission to legal practice in Victoria. The course will equip graduates to obtain employment in law firms, at the Bar and elsewhere. The course aims to produce intellectually well-rounded law graduates who have the professional and academic skills required to work in a variety of legal settings. To provide students with a range of legal professional skills, such as advocacy, ethical judgment, communication, legal research and writing, interviewing and negotiation and relevant legal professional computing skills. To provide specialised education and skills in core areas of law as well as in various areas of commercial law, especially those which have a comparative dimension. To provide graduates with such other attributes and competencies as would be expected of law graduate from an Australian Law School and to satisfy the academic requirements for admission to legal practice in Victoria.
- **Course Duration:**
  The course is offered over four years on a full-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.
- **Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units:**
  - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points.
  - In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).
  - Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.
Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

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Electives
Four unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university.

BACHELOR OF LAWS/BACHELOR OF BUSINESS (ACCOUNTING) (I)
Course Code: BLBA

Campus City Queen, Footscray Park.

Course Objectives
The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in both law and accounting. The combined degree will equip graduates to obtain employment in law, business and government, in the finance sector, at the Bar and elsewhere.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point
units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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Professional Development Business Units of Study

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BACHELOR OF LAWS/BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)

Course Code: BLBC

This course is NOT available to commencing students.

Campus: City Queen, Footscray Park.

Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and electronic commerce. The combined degree will equip graduates to obtain employment in law, business and government, in the e-commerce sector, at the Bar and elsewhere.

Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order beginning with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Compulsory Law Units of Study

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Elective Law Units of Study
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| BAO1101| ACCOUNTING FOR DECISION MAKING     | 12     | 0.1250 | 3       |
| BCO1102| INFORMATION SYSTEMS FOR BUSINESS    | 12     | 0.1250 | 2       |
| BEO1105| ECONOMIC PRINCIPLES                | 12     | 0.1250 | 3       |
| BEO1106| BUSINESS STATISTICS                | 12     | 0.1250 | 3       |
| BMO1171| INTRODUCTION TO MARKETING          | 12     | 0.1250 | 3       |
| BMO1102| MANAGEMENT AND ORGANISATION BEHAVIOUR | 12     | 0.1250 | 3       |

Specialisation Units of Study — Electronic Commerce

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Professional Development Business Units of Study

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BACHELOR OF LAWS/BACHELOR OF BUSINESS (APPLIED ECONOMICS) (I)

Course Code: BLBE

Campus Footscray Park, City Queen.

Course Objectives
The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in law and applied economics. The combined degree will equip graduates to obtain employment in law, business and government, in the economics sector, at the Bar and elsewhere.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional
Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
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<th>Compulsory Law Units of Study</th>
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<td>BLB1113 Australian Administrative Law</td>
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<td>BLB3127 Dispute Resolution and Civil Procedure</td>
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<td>BLB3136 Family Law in Society</td>
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One unspecified Law unit of study approved by the Head of School

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Specialisation Units of Study – Applied Economics

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Professional Development Business Units of Study

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BACHELOR OF LAWS/BACHELOR OF BUSINESS (BANKING AND FINANCE) (I)

Course Code: BLBF

Campus City Flinders, City Queen, Footscray Park.

Course Objectives

The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and financial activities in addition to development of a sound
education. The course also aims to satisfy the academic requirements for admission to practice as a legal practitioner in Victoria.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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<td>BLB1118 CONSTITUTIONAL LAW</td>
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<td>BLB3129 INTELLECTUAL PROPERTY LAW</td>
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One unspecified Law unit of study approved by the Head of School
BA01101 ACCOUNTING FOR DECISION MAKING | 12 | 0.1250 | 3 |
Bachelor of Laws/Bachelor of Business (International Trade) (I)

Course Code: BLBI

Campus City Flinders, City Queen, Footscray Park.

Course Objectives
The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and international trade. The degree will prepare graduates for employment in law, business and government, in the trade sector, at the Bar and elsewhere.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
School of Law

Credit Point EFTSL SC Band

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Elective Law Units of Study

Select four units of study:

- BLB4144 European Union Law
- BLB3136 Family Law in Society
- BLB4145 Human Rights Law
- BLB3129 Intellectual Property Law
- BLB4141 International Trade Law
- BLB4140 Privacy and Media Law
- BBE3200 Professional Legal Practice
- BLB4143 Public International Law
- BLB3132 Securities Law
- BLB3134 Taxation Law
- BLB1125 Torts 2
- BLB2123 Trade Practices Law and Policy
- BLB4146 Wills and the Administration of Estates
- BLB4142 Advanced Legal Research Dissertation
- BLB4137 Asian Legal Systems
- BLB4135 Australian Employment Law
- BBE3133 Comparative Commercial Law
- BLB4138 Conflict of Laws
- BLB3138 Criminal Law 2

One unspecified Law unit of study approved by the Head of School

BAO1101 Accounting for Decision Making
- BC01102 Information Systems for Business
- BEO1105 Economic Principles
- BDO1106 Business Statistics
- BHO1171 Introduction to Marketing
- BMO1102 Management and Organisational Behaviour

Specialisation Units of Study – International Trade

- BEO1252 International Business Context
- BEO2254 Statistics for Business and Marketing
- BEO3378 International Economics and Finance
- BEO3430 International Economic Analysis
- BEO3432 Strategic International Trade Operations
- BEO3517 International Trade Practices
- BHO3373 International Marketing

Professional Development Business Units of Study

- BFP1001 Professional Development 1
- BFP2001 Professional Development 2
- BFP3001 Professional Development 3

Bachelor of Laws/Bachelor of Business (Marketing) (I)

Course Code: BLBK

Campus: City Queen, Footscray Park.

Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and marketing. The combined degree will equip graduates to obtain employment in law, business and government, in the marketing sector, at the Bar and elsewhere.

Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

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Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
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**Course Structure**

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<td>BLB3133 COMPARATIVE COMMERCIAL LAW</td>
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One unspecified Law unit of study approved by the Head of School

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Bachelor of Laws/Bachelor of Business (Management) (I)
Course Code: BLBM

Campus Footscray Park, City Queen.

Course Objectives
The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and management. The combined degree will equip graduates to obtain employment in law, business and government, in the management sector, at the Bar and elsewhere.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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<th>Compulsory Law Units of Study</th>
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Elective Law Units of Study
Select four units of study:

|BLB4144 EUROPEAN UNION LAW | 12 | 0.1250 | 3 |
|BLB3136 FAMILY LAW IN SOCIETY | 12 | 0.1250 | 3 |
|BLB4145 HUMAN RIGHTS LAW | 12 | 0.1250 | 3 |
|BLB3129 INTELLECTUAL PROPERTY LAW | 12 | 0.1250 | 3 |
|BLB4141 INTERNATIONAL TRADE LAW | 12 | 0.1250 | 3 |
|BLB4140 PRIVACY AND MEDIA LAW | 12 | 0.1250 | 3 |
|BBB3200 PROFESSIONAL LEGAL PRACTICE | 12 | 0.1250 | 3 |
|BLB4143 PUBLIC INTERNATIONAL LAW | 12 | 0.1250 | 3 |
|BLB3132 SECURITIES LAW | 12 | 0.1250 | 3 |
|BLB3134 TAXATION LAW | 12 | 0.1250 | 3 |
|BLB1125 TORTS 2 | 12 | 0.1250 | 3 |
|BLB2123 TRADE PRACTICES LAW AND POLICY | 12 | 0.1250 | 3 |
|BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12 | 0.1250 | 3 |
|BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION | 12 | 0.1250 | 3 |
|BLB4137 ASIAN LEGAL SYSTEMS | 12 | 0.1250 | 3 |
FACULTY OF BUSINESS AND LAW

Credit Point EFTSL SC Band
BLB4135 AUSTRALIAN EMPLOYMENT LAW 12 0.1250 3
BLB3133 COMPARATIVE COMMERCIAL LAW 12 0.1250 3
BLB4138 CONFLICT OF LAWS 12 0.1250 3
BLB3138 CRIMINAL LAW 2 12 0.1250 3

One unspecified Law unit of study approved by the Head of School
BAG1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 3
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 3
BEO1106 BUSINESS STATISTICS 12 0.1250 3
BMH1171 INTRODUCTION TO MARKETING 12 0.1250 3
BMO1112 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 3

Specialisation Units of Study — Management
BMO3220 HUMAN RESOURCE MANAGEMENT 12 0.1250 3
BMO2181 OPERATIONS MANAGEMENT 12 0.1250 3
BMO3292 BUSINESS ETHICS 12 0.1250 3
BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION 12 0.1250 3
BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT 12 0.1250 3
BMO3422 STRATEGIC MANAGEMENT 12 0.1250 3
BMO4422 INNOVATION AND ENTREPRENEURSHIP 12 0.1250 3

Professional Development Business Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 3
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 3
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 3

BACHELOR OF LAWS/BACHELOR OF SCIENCE

Course Code: BLBS

Campus City Queen, Footscray Park, St Albans.

Course Objectives

The combined course will provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both law and the appropriate field of science. The degree will equip graduates to obtain employment in law, business and government, in major scientific organisations, at the Bar and elsewhere.

Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any) and in mathematical methods (either) or specialist mathematics. Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

Credit Point EFTSL SC Band
Compulsory Law Units of Study
BLB2122 ADVOCACY AND COMMUNICATION 12 0.1250 3
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12 0.1250 3
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12 0.1250 3
BLB1118 CONSTITUTIONAL LAW 12 0.1250 3
BLB1102 CONTRACTS 1 12 0.1250 3
BLB1117 CONTRACTS 2 12 0.1250 3
BLB2119 CORPORATIONS LAW 1 12 0.1250 3
BLB2124 CORPORATIONS LAW 2 12 0.1250 3
BLB3128 CRIMINAL LAW 12 0.1250 3
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12 0.1250 3
BLB4136 EQUITY AND TRUSTS 12 0.1250 3
BLB4139 EVIDENCE 12 0.1250 3
BLB2126 FEDERAL CONSTITUTIONAL LAW 12 0.1250 3
BLB3310 INTERVIEWING AND NEGOTIATION SKILLS 12 0.1250 3
BLB3311 LAWYERS AND LEGAL ETHICS 12 0.1250 3
SCHOOL OF LAW

Credit Point EFTSL SC Band
BLB1114 LEGAL RESEARCH METHODS 12 0.1250 3
BLB2121 LEGAL THEORY 12 0.1250 3
BLB2120 LEGAL WRITING AND DRAFTING 12 0.1250 3
BLB2125 REAL PROPERTY LAW 12 0.1250 3
BLB1115 TORTS 12 0.1250 3

Law Electives
Select four of the following:
BLB4144 EUROPEAN UNION LAW 12 0.1250 3
BLB3136 FAMILY LAW IN SOCIETY 12 0.1250 3
BLB4145 HUMAN RIGHTS LAW 12 0.1250 3
BLB3129 INTELLECTUAL PROPERTY LAW 12 0.1250 3
BLB4141 INTERNATIONAL TRADE LAW 12 0.1250 3
BLB4140 PRIVACY AND MEDIA LAW 12 0.1250 3
BBB3200 PROFESSIONAL LEGAL PRACTICE 12 0.1250 3
BLB4143 PUBLIC INTERNATIONAL LAW 12 0.1250 3
BLB3132 SECURITIES LAW 12 0.1250 3
BLB3134 TAXATION LAW 12 0.1250 3
BLB1125 TORTS 2 12 0.1250 3
BLB2123 TRADE PRACTICES LAW AND POLICY 12 0.1250 3
BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES 12 0.1250 3
BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12 0.1250 3
BLB4137 ASIAN LEGAL SYSTEMS 12 0.1250 3
BLB4135 AUSTRALIAN EMPLOYMENT LAW 12 0.1250 3
BLB3133 COMPARATIVE COMMERCIAL LAW 12 0.1250 3
BLB4138 CONFLICT OF LAWS 12 0.1250 3
BLB3138 CRIMINAL LAW 2 12 0.1250 3

Science Units of Study
192 Credit points taken from a science specialisation, with at least 48 credit points in units of study normally taken in the 3rd year of BSc degree and at least 72 credit points in units of study normally taken in the 4th year of a BSc Degree. Students will generally take a selection of units of study from one of the BSc courses offered by the Faculty of Health, Engineering and Science as advised by the course coordinator. Information regarding science units of study can be obtained from the Faculty of Health, Science and Engineering.

BACHELOR OF LAWS/BACHELOR OF BUSINESS (TOURISM MANAGEMENT)

Course Code: BLBT
This course is NOT available to commencing students
Campus City Queen, Footscray Park.

Course Objectives
The aim of the course is to develop highly skilled and employable graduates who have a well-balanced combination of core business, specialist law and tourism, and generic skills and knowledge. This will enable them to be successful and effective managers in the legal professional and/or the tourism industry or any other chosen field.

Course Duration
The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.
Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).
Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
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**Elective Law Units of Study**

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One unspecified Law unit of study approved by the Head of School

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**Specialisation Units of Study – Tourism Management**

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**Professional Development Business Units of Study**

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**Bachelor of Laws/Bachelor of Business (Music Industry) (I)**

**Course Code:** BLBU

**Campus:** City Queen, Footscray Park.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and music industry. The combined degree will equip graduates to obtain employment in law, business and government, in the music industry sector, at the Bar and elsewhere.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.
Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Compulsory Law Units of Study</th>
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<td>BLB1113 AUSTRALIAN ADMINISTRATIVE LAW</td>
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<td>BLB1118 CONSTITUTIONAL LAW</td>
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One unspecified Law unit of study approved by the Head of School

| BA01101 ACCOUNTING FOR DECISION MAKING                                                       | 12           | 0.1250 | 3       |
| BC01102 INFORMATION SYSTEMS FOR BUSINESS                                                      | 12           | 0.1250 | 2       |
| BE01105 ECONOMIC PRINCIPLES                                                                   | 12           | 0.1250 | 3       |
| BE01106 BUSINESS STATISTICS                                                                   | 12           | 0.1250 | 3       |
FACULTY OF BUSINESS AND LAW

Credit Point  | EFTSL  | SC Band
---|---|---
BHO1171  | INTRODUCTION TO MARKETING | 12  | 0.1250  | 3 |
BMO1102  | MANAGEMENT AND ORGANISATION BEHAVIOUR | 12  | 0.1250  | 3 |

Specialisation Units of Study – Music Industry

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BEO2403  | INTRODUCTION TO MUSIC BUSINESS | 12  | 0.1250  | 3 |
BEO3404  | INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY | 12  | 0.1250  | 3 |
BEO3408  | MUSIC PUBLISHING AND RECORDING | 12  | 0.1250  | 3 |
BHO2405  | MUSIC MARKETING | 12  | 0.1250  | 3 |
BLO2401  | MUSIC INDUSTRY LAW | 12  | 0.1250  | 3 |
BEO2402  | MUSIC INDUSTRY MANAGEMENT | 12  | 0.1250  | 3 |
BMO3405  | LIVE PERFORMANCE MANAGEMENT | 12  | 0.1250  | 3 |

Professional Development Business Units of Study

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BFP1001  | PROFESSIONAL DEVELOPMENT 1 | 12  | 0.1250  | 3 |
BFP2001  | PROFESSIONAL DEVELOPMENT 2 | 12  | 0.1250  | 3 |
BFP3001  | PROFESSIONAL DEVELOPMENT 3 | 12  | 0.1250  | 3 |

BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)

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<th>Course Objectives</th>
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The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and event management activities in addition to developing a sound education. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.

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<tr>
<th>Course Duration</th>
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The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

| Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units: Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

<table>
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<tr>
<th>Admission Requirements</th>
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To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. * Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

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<thead>
<tr>
<th>Course Structure</th>
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As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
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| Compulsory Law Units of Study |
|---|---|---|
BLB2122  | ADVOCACY AND COMMUNICATION | 12  | 0.1250  | 3 |
BLB1113  | AUSTRALIAN ADMINISTRATIVE LAW | 12  | 0.1250  | 3 |
BLB1101  | AUSTRALIAN LEGAL SYSTEM IN CONTEXT | 12  | 0.1250  | 3 |
BLB1118  | CONSTITUTIONAL LAW | 12  | 0.1250  | 3 |
BLB1102  | CONTRACTS 1 | 12  | 0.1250  | 3 |
BLB1117  | CONTRACTS 2 | 12  | 0.1250  | 3 |
BLB2119  | CORPORATIONS LAW 1 | 12  | 0.1250  | 3 |
BLB2124  | CORPORATIONS LAW 2 | 12  | 0.1250  | 3 |
BLB3128  | CRIMINAL LAW | 12  | 0.1250  | 3 |
BLB3127  | DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12  | 0.1250  | 3 |
BLB4136  | EQUITY AND TRUSTS | 12  | 0.1250  | 3 |
BLB4139  | EVIDENCE | 12  | 0.1250  | 3 |
BLB2126  | FEDERAL CONSTITUTIONAL LAW | 12  | 0.1250  | 3 |
BLB3130  | INTERVIEWING AND NEGOTIATION SKILLS | 12  | 0.1250  | 3 |
BLB3131  | LAWYERS AND LEGAL ETHICS | 12  | 0.1250  | 3 |
BLB1114  | LEGAL RESEARCH METHODS | 12  | 0.1250  | 3 |
BLB2121  | LEGAL THEORY | 12  | 0.1250  | 3 |
BLB2120  | LEGAL WRITING AND DRAFTING | 12  | 0.1250  | 3 |
BLB2125  | REAL PROPERTY LAW | 12  | 0.1250  | 3 |
BLB1115  | TORTS | 12  | 0.1250  | 3 |
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<tr>
<th>Elective Law Units of Study</th>
<th>Select four units of study:</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<td>BLB3136</td>
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One unspecified Law unit of study approved by the Head of School

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BCO1102 | INFORMATION SYSTEMS FOR BUSINESS | 12 | 0.1250 | 2 |
BEO1105 | ECONOMIC PRINCIPLES | 12 | 0.1250 | 3 |
BEO1106 | BUSINESS STATISTICS | 12 | 0.1250 | 3 |
BHO1171 | INTRODUCTION TO MARKETING | 12 | 0.1250 | 3 |
BMO1102 | MANAGEMENT AND ORGANISATION BEHAVIOUR | 12 | 0.1250 | 3 |

Specialisation Units of Study — Event Management

BHO2432 | INTRODUCTION TO EVENTS | 12 | 0.1250 | 3 |
BHO2256 | TOURISM HOSPITALITY AND EVENTS MARKETING | 12 | 0.1250 | 3 |
BHO3423 | EVENT EVALUATION AND LEGACY | 12 | 0.1250 | 3 |
BHO3420 | EVENT OPERATIONS | 12 | 0.1250 | 3 |
BHO3421 | BUSINESS EVENTS | 12 | 0.1250 | 3 |
BHO3422 | EVENT CREATION AND DESIGN | 12 | 0.1250 | 3 |
BMO3405 | LIVE PERFORMANCE MANAGEMENT | 12 | 0.1250 | 3 |

Professional Development Business Units of Study

BFP1001 | PROFESSIONAL DEVELOPMENT 1 | 12 | 0.1250 | 3 |
BFP2001 | PROFESSIONAL DEVELOPMENT 2 | 12 | 0.1250 | 3 |
BFP3001 | PROFESSIONAL DEVELOPMENT 3 | 12 | 0.1250 | 3 |

BACHELOR OF LAWS (GRADUATE ENTRY) (I)

Course Code: BLEG

Campus City Queen.

Course Objectives

The course will allow graduates from other disciplines to build on their existing studies and experience to obtain a qualification in the field of law. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.

Course Duration

The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Admission requirements

Students will be selected into this course on the basis of their academic performance in their prior studies at Undergraduate level and Postgraduate level. It would normally be expected that students had performed at least at H2A or Distinction level in their prior Undergraduate studies. Postgraduate studies will be evaluated according to the nature of the relevant degree. Additionally students will need to submit a statement of their prior work experience and reasons for applying for the course of no more than 500 words. The Head of School or delegate(s) will evaluate these statements for selection purposes.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.
### Course Structure

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#### Electives

Four units of study selected from the following:

- BLB4144 EUROPEAN UNION LAW
- BLB3136 FAMILY LAW IN SOCIETY
- BLB4145 HUMAN RIGHTS LAW
- BLB3129 INTELLECTUAL PROPERTY LAW
- BLB4141 INTERNATIONAL TRADE LAW
- BLB4140 PRIVACY AND MEDIA LAW
- BB3200 PROFESSIONAL LEGAL PRACTICE
- BLB4143 PUBLIC INTERNATIONAL LAW
- BLB3132 SECURITIES LAW
- BLB3134 TAXATION LAW
- BLB1125 TORTS 2
- BLB2123 TRADE PRACTICES LAW AND POLICY
- BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES
- BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION
- BLB4137 ASIAN LEGAL SYSTEMS
- BLB4135 AUSTRALIAN EMPLOYMENT LAW
- BLB3133 COMPARATIVE COMMERCIAL LAW
- BLB4138 CONFLICT OF LAWS
- BLB3138 CRIMINAL LAW 2

### Bachelor of Laws/Bachelor of Business (Human Resource Management)

**Course Code:** BLHR

This course is **NOT available** to commencing students.

**Campus:** City Queen, Footscray Park.

**Course Objectives**

The course will allow students to combine areas of study that have significant synergies. The course will facilitate a deepening of graduates understanding of the importance and application of effective human resource management in legal practice and provide them with a range of skills that are sought after in both the private and public sectors.

**Course Duration**

The course is offered over five years on a full-time basis or over ten years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

- Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

**Year 12 Prerequisites:** Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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BACHELOR OF LEGAL PRACTICE MANAGEMENT (I)

Course Code: BLLP

Campus Footscray Park.

Course Objectives
The course aims to provide students with a basic grounding in legal practice and management, with a number of elective options permitting students to deepen their knowledge in particular areas of legal practice and thus develop specialist as well as generalist skills as legal support staff in either the private or public sector.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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<td>12</td>
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<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
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</tr>
<tr>
<td>BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION</td>
<td>12</td>
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<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO1110 MANAGING KNOWLEDGE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO2181 OPERATIONS MANAGEMENT</td>
<td>12</td>
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</tr>
<tr>
<td>BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT</td>
<td>12</td>
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<tr>
<td>BMO3326 PUBLIC ADMINISTRATION</td>
<td>12</td>
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</tr>
<tr>
<td>BMO3422 STRATEGIC MANAGEMENT</td>
<td>12</td>
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</tr>
</tbody>
</table>

Eleven units of study selected by the student, with the approval of the Course Co-ordinator, from:

<table>
<thead>
<tr>
<th>Elective Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLO3332 ADMINISTRATIVE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BLB4137 ASIAN LEGAL SYSTEMS</td>
<td>12</td>
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<tr>
<td>BLO2205 CORPORATE LAW</td>
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<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO2406 CYBER LAW</td>
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</tr>
<tr>
<td>BLO2207 EMPLOYMENT LAW</td>
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<tr>
<td>BLO2504 ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLB3136 FAMILY LAW IN SOCIETY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB4141 INTERNATIONAL TRADE LAW</td>
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<tr>
<td>BLO2501 LAND LAW</td>
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<tr>
<td>BLB3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLO3250 LAW OF INSOLVENCY</td>
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</tr>
<tr>
<td>BBL114 LEGAL RESEARCH METHODS</td>
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<tr>
<td>BLO2206 TAXATION LAW AND PRACTICE</td>
<td>12</td>
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<tr>
<td>BLB2123 TRADE PRACTICES LAW AND POLICY</td>
<td>12</td>
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</tr>
<tr>
<td>BLB3132 SECURITIES LAW</td>
<td>12</td>
<td>0.1250</td>
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</tr>
</tbody>
</table>

Any other relevant unit of study offered by the Faculty of Business and Law.

MASTER OF COMPARATIVE COMMERCIAL LAW

Course Code: BMCL

This course is NOT available to commencing students.

Campus City Flinders.

Course Objectives
The course explains the nature and function of legal regulatory frameworks in business environments and aims to provide students with an enriched experience and understanding of the legal process, a thorough knowledge of comparative commercial law, exposure to current industry practices, and enhanced communication, decision-making and research skills.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points with the exception of the dissertation which has a value of 24 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must normally have completed successfully a relevant degree or diploma and be employed in or intend to be employed in a position associated with the legal industry or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

### Course Structure

<table>
<thead>
<tr>
<th>Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introductory Core Units of Study</strong></td>
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</tr>
<tr>
<td>BLB5501 LEGAL RESEARCH AND WRITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5500 COMPARATIVE LEGAL SYSTEMS</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td><strong>Core Units of Study</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLB5502 ASIAN BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5503 INTERNATIONAL TRADE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5505 IMMIGRATION LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5506 TELECOMMUNICATIONS LAW AND POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5507 INTERNATIONAL COMMERCIAL LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5530 COMPARATIVE CORPORATE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td><strong>Option A: Electives - select four units of study</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLB5508 MASTERS READING COURSE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5509 INTRODUCTION TO LAW AND ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5510 ADVANCED CORPORATE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5512 E-COMMERCE AND THE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>or other electives as approved by the Course Co-ordinator.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Option B: Dissertation and Electives</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLB5520 DISSERTATION</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
</tr>
</tbody>
</table>

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Comparative Commercial Law.

### Master of Laws (I)

**Course Code:** BMLA

**Campus:** City Flinders, City Queen.

**Course Objectives**

This course aims to teach students the nature and function of legal regulatory frameworks in business environments, how these frameworks vary across national borders and how legal frameworks are created, extended and modified to respond to rapid change occurring in political, economic and social systems.

**Course Duration**

The course may be offered over two semesters on a full-time basis or part time equivalent. All units of study carry a value of 12 credit points (with the exception of the dissertation component which carries a value of 24 points.) Each student must obtain 96 credit points through academic study to graduate.

**Admission Requirements**

To be eligible for admission to the course applicants must possess a law degree approved by the head of school. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

### Course Structure

<table>
<thead>
<tr>
<th>Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Core Units of Study</strong></td>
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<td></td>
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</tr>
<tr>
<td>BLB5500 COMPARATIVE LEGAL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5513 ADVANCED RESEARCH METHODS IN LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td><strong>Electives</strong></td>
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<tr>
<td>Select four elective units and BLB5520 Dissertation or six elective units:</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>BLB5501 LEGAL RESEARCH AND WRITING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5502 ASIAN BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5503 INTERNATIONAL TRADE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5505 IMMIGRATION LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5506 TELECOMMUNICATIONS LAW AND POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5507 INTERNATIONAL COMMERCIAL LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5508 MASTERS READING COURSE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5509 INTRODUCTION TO LAW AND ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5510 ADVANCED CORPORATE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5512 E-COMMERCE AND THE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5508 MASTERS READING COURSE</td>
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<tr>
<td>BLB5513 ADVANCED RESEARCH METHODS IN LAW</td>
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</tr>
</tbody>
</table>

One approved law elective from offerings within other Faculty of Business and Law postgraduate programs or by way of cross institutional enrolment.
DOCTOR OF JURIDICAL SCIENCE (SJD) (I)
Course Code: BPJD

Campus City Flinders, City Queen

Course Objectives
The objective of the course is to provide students who wish to pursue advanced studies in law with a program encompassing both a solid grounding in legal research skills and a coursework component that will provide them with a focused area of study in specific areas of commercial law or such other areas as may be approved from time to time by the Head of School.

Course Duration
The course may be offered on a full-time basis over three years or part-time equivalent. However, students may reduce this period of study by obtaining credits for units of study within the coursework component of the Doctor of Juridical Science (SJD). All units of study carry a value of 12 credit points with the exception of the dissertation, which carries a total value of 192 credit points. Students must complete 288 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have either a Second Class Honours degree or equivalent in law from an approved institution or an existing postgraduate qualification in law, such as Master of Laws or an existing postgraduate research qualification in law. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
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<tbody>
<tr>
<td>BLB5513 ADVANCED RESEARCH METHODS IN LAW</td>
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<tr>
<td>BLB5502 ASIAN BUSINESS LAW</td>
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<td>3</td>
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<tr>
<td>BLB5503 INTERNATIONAL TRADE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLB5530 COMPARATIVE CORPORATE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5500 COMPARATIVE LEGAL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5505 IMMIGRATION LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5506 TELECOMMUNICATIONS LAW AND POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLB5507 INTERNATIONAL COMMERCIAL LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

And Dissertation (total of 192 credit points) either full or part time.

| BLB5522 DISSERTATION (FULL-TIME)                                                  | 48           | 0.5000| 3       |
| BLB5523 DISSERTATION (PART-TIME)                                                  | 24           | 0.2500| 3       |

The Course Co-ordinator from time to time may substitute one of the following for any core unit:

| BLB5508 MASTERS READING COURSE                                                    | 12           | 0.1250| 3       |
| BLB5509 INTRODUCTION TO LAW AND ECONOMICS                                         | 12           | 0.1250| 3       |
| BLB5510 ADVANCED CORPORATE LAW                                                    | 12           | 0.1250| 3       |
| BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING                                     | 12           | 0.1250| 3       |
| BLB5512 E-COMMERCE AND THE LAW                                                    | 12           | 0.1250| 3       |

DOCTOR OF PHILOSOPHY (I)
Course Code: BPLL

Campus City Flinders

Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Law. Academic staff with suitable qualifications and proven research skills supervise students undertaking law-related projects.

Course Duration
The course normally requires four years of full-time study or part-time equivalent.

Course Structure

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BLO8002 PHD RESEARCH (FULL TIME)</td>
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<td>0.5000</td>
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<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLO8003 PHD RESEARCH (PART TIME)</td>
<td>24</td>
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</tbody>
</table>

DOCTOR OF PHILOSOPHY
Course Code: BPPL

This course is not available to commencing students.

Campus City Flinders

Course Objectives
The Doctor of Philosophy undertaken purely by research is available within the School of Law. Academic staff with suitable qualifications and proven research skills supervise students undertaking law-related projects.

Course Duration
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.

Course Structure

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLO8002 PHD RESEARCH (FULL TIME)</td>
<td>48</td>
<td>0.5000</td>
<td>3</td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLO8003 PHD RESEARCH (PART TIME)</td>
<td>24</td>
<td>0.2500</td>
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</tbody>
</table>
**MASTER OF BUSINESS [BY RESEARCH] (I)**

**Course Code:** BRAL

**Campus:** City Flinders

**Course Objectives:**
The Master of Business by Research can be offered by the School of Law. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration:**
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

**Course Structure**

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Description</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLO9800</td>
<td>RESEARCH THESIS (FULL TIME)</td>
<td>48</td>
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<tr>
<td>or</td>
<td></td>
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</tr>
<tr>
<td>BLO9801</td>
<td>RESEARCH THESIS (PART TIME)</td>
<td>24</td>
<td>0.2500</td>
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</tr>
</tbody>
</table>

**GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE**

**Course Code:** BTAL

**Campus:** City Queen, Flexible delivery mode.

**Course Objectives:**
The course aims to provide students with an understanding of Australian Immigration Law and practice and will enable existing practitioners, accounting, legal and others to expand their areas of practice. Students who successfully complete the appropriate combination of units will be eligible to practice as registered Australian Migration Agents.

**Course Duration:**
The course is offered on a full-time basis over one semester and part-time basis over two semesters. The postgraduate units of study carry a value of 12 credit points. Each student must obtain 48 credit points through academic study to graduate.

**Admission Requirements:**
To qualify for admission to the course an applicant must normally have completed successfully a relevant degree or diploma and be employed in or intent to be employed in a position associated with the immigration industry, or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Description</th>
<th>Credit Point</th>
<th>EFTSL</th>
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</thead>
<tbody>
<tr>
<td>BLO5602</td>
<td>ADVANCED AUSTRALIAN IMMIGRATION LAW</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLO5603</td>
<td>ADMINISTRATIVE LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLO5604</td>
<td>REFUGEE LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
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</tr>
<tr>
<td>BLO5605</td>
<td>AUSTRALIAN IMMIGRATION LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO5606</td>
<td>AUSTRALIA'S VISA SYSTEM</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>BLO5607</td>
<td>VISA COMPLIANCE, CANCELLATION AND REVIEW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLO5608</td>
<td>APPLIED MIGRATION LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

**Professional Recognition**
Students who successfully complete the appropriate combination of units will be eligible for registration with Migration Agents Registration Authority (MARA).
BBB3200 PROFESSIONAL LEGAL PRACTICE
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil.
Content In this unit of study students will: explore their legal workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the field of law; develop an understanding of the key issues relating to the transition to the professional legal workplace, including workplace culture, professional etiquette and communications; critically evaluate their own technical and generic skills against those required by their employee/ legal profession; gather evidence of their experiences and skills development for integration into a career portfolio reflect on the integration of their academic and legal workplace learning.
Learning Outcomes Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within the legal profession.
Class Contact No Contact Information. Unit of study equal to 12 credit points.
Assessment Students are required to undertake a minimum of 350 hours of approved industry experience within the field of law, accompanied by evidence from the employee/host organisation. Situational Analysis Report and Career Plan, 20%; Reflective E-journals, 40%; Self Appraisal Report, 40%.

BLB1102 CONTRACTS 1
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil.
Content This unit of study aims to introduce students to the fundamentals of contract law to enable them to understand the principles and applications of contracts in Australian law. The unit of study will also examine some of the theoretical and historical debates in this area. Topics include: the principles and theories of contract law and their evolution and application in the common law of England and Australia will be studied; the elements of a valid legal contract, formalities associated with contract formation; legal capacity to contract; and factors which may vitiate a contract.
Learning Outcomes The objective of this unit is to enable students to develop their own understanding of a range of contract law issues through close reading of cases and scholarly materials and participation in class discussion. It is expected that on successful completion of the unit, students will be able to: extract and evaluate the principles and rules from the primary and secondary law sources (cases, statutes); evaluate the arguments and analysis from the secondary law sources (textbooks, articles and other writings about contract law); identify, analyse and challenge the bases of contract law decisions; describe, interpret and apply principles of contract law to particular situations and contexts; and develop creative arguments of the ways in which contract principles could be applied to novel fact situations; evaluate particular principles of contract law; and analyse particular contract problems from a range of theoretical perspectives.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment (3,000 words), 40%; Final examination, 60%.

BLB1113 AUSTRALIAN ADMINISTRATIVE LAW
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil.
Content This unit of study will cover both common law and statutory administrative law rules with particular reference to Commonwealth administrative law legislation and processes relating to such matters as judicial review, administrative review on the merits, freedom of information legislation and the role of the Ombudsman.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research Assignment, 40%; Tutorial Presentation or Moot court, 20%; Final examination, 40%. BLB1114 LEGAL RESEARCH METHODS
Campus City Flinders, City Queen, Footscray Park.
On successful completion of this unit, students will be able to:

- Describe the essential elements and defences in contract law.
- Demonstrate an understanding of the historical development of contract law.
- Analyse cases and statutes related to contract law.
- Evaluate the role of contracts in modern society.
- Develop a professional approach to contract law, including time management and critical thinking.
- Demonstrates an understanding of the legal profession and ethical considerations.
- Apply legal knowledge to real-world scenarios.
- Research and present arguments in both written and oral formats.

Assessment:

- Workshop Reports, 30%; Assignment, 30%; Test, 30%; Student Career Portfolio, 10%.

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Research Assignment, 50%; Final Examination, 50%.

**SCHOOL OF LAW**

**BLB1118 CONSTITUTIONAL LAW**
Campus City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content**
Topics will include: Westminster constitutionalism and Australian constitutional development; the role of law; separation of powers; representative democracy and the role of parliament; responsible government and the role of the executive; the judiciary and the High Court of Australia; judicial review and constitutional interpretation; federalism; rights; and constitutional reform.

**Learning Outcomes**
The aim of the unit is to introduce students to the central concepts, values, debates, institutions, legal discourse and scholarship without which it is impossible to understand the purposes of constitutions in general, and Australia's in particular. Students are also encouraged to relate in an informed way to current legal, political and constitutional events, particularly in Australia.

**Required Reading**

**Recommended Reading**

**Assessment**
Research Assignment, 40%; Final Examination, 60%.

**BLB1115 TORTS**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content**
The unit of study will examine the principles of negligence and its role in allocating liability for personal injuries and economic loss. Defences, remedies and the assessment of damages for negligence will also be examined. The unit of study will also consider the appropriate context within which alternative compensation schemes might operate. Other torts will also be considered during the unit of study including areas such as trespass, defamation and nuisance.

**Learning Outcomes**
On completion of this unit, students should be able to:

- Describe the process by which actions in tort have developed over time;
- Evaluate the arguments for and against "no-fault" legislative schemes as applicable to tort law;
- Explain the theoretical rationale for particular actions in tort;
- Write clear and concise analyses of particular cases in tort and hypothetical fact situations.

**Required Reading**

**Recommended Reading**

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Workshop Reports, 30%; Assignment, 30%; Test, 30%; Student Career Portfolio, 10%.

**BLB1125 TORTS 2**
Campus City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content**
The unit of study will include: In depth case studies of the application of the law of torts; particularly in the areas of negligence; An examination of current issues relating to the law of torts including relevant Law Reform Commission proposals. The law of torts and protection of trading or business interests; Defamation - elements and defences.

**Learning Outcomes**
At the conclusion of this subject students should be able to describe the rationale for the development of the law of torts. They should be able to demonstrate an appreciation as to whether the law adequately serves its stated aims. Students should demonstrate an appreciation of developments in modern society that are likely to lead to changes in the law of torts. Both the substantive and procedural aspects of tort law should be considered.

**Required Reading**

**Recommended Reading**

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Assignment (3000 words), 40%; Final Examination (3 hours), 60%.

**BLB2119 CORPORATIONS LAW 1**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content**
This unit of study will provide a basic overview of Australian Corporations Law. It will examine the historical development of this area of law, its key principles and policies, and the institutional arrangements supporting its application. Particular attention will be given to areas such as corporate personality, company formation, corporate governance, distribution of powers, membership, meetings, duties of officers, shares and capital raising, auditing and accounts and the structure of corporate regulation. The unit of study will also introduce students to laws affecting other forms of business association, particularly the law of partnerships.
Learning Outcomes Upon successful completion of this subject, students will be able to: demonstrate an understanding of the essential features of Corporations Law; demonstrate an awareness of reform proposals and policy issues associated with Corporations Law; acquire and demonstrate through the completion of set assigned tasks the skills of legal analysis and application of the law to problem scenarios; and acquire and demonstrate through the completion of set assigned tasks an ability to critically analyse existing law and reform proposal from a legal and policy perspective.


Recommended Reading Tomasic, R., Bottomly, S. and McQueen, R., Corporations Law in Australia, current edition, Federation Press, Sydney, Australia.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment(s), 40%; Final examination, 60%.

**BLB2120 LEGAL WRITING AND DRAFTING**
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The aim of this unit of study is to develop an understanding of the principles of good legal writing, including plain language, and logical presentation, and aims to enhance and refine drafting skills. The unit of study consists of the following: an introduction to plain English guidelines and the principles of drafting, the function and operation of a document, stages in the preparation of a document, taking instructions, researching the law, the first draft, books of precedents, style and appearance, amendment, final draft, interpretation and enforcement.

Learning Outcomes Upon successful completion of this subject, students will be able to: use plain English in modern legal communication; understand the different approaches to legal writing in law firms and other regulatory contexts such as the public sector and policy writing; provide students with practical legal skills that will assist them as a legal professional; (needs to be more specific about what these skills are); specifically develop legal writing and drafting skills such as structure, organisation and clarity, in independent writing and group collaboration contexts; and develop general communication skills with people from a variety of different social and cultural backgrounds (hits the CGA requirements).


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Practical exercises, 40%; Group exercise, 30%; Assignment, 30%.

**BLB2121 LEGAL THEORY**
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content Topics will be chosen from the following: Natural Law; Liberalism; Positivism; Modernism; Marxist Theories; Law and Society; American Legal Realism; Feminism; Critical Legal Studies; Postmodemism; Critical Race Theory and Post Colonialism.

Learning Outcomes After satisfactorily completing this subject, students will have: a fundamental understanding of leading legal theories; an appreciation of the law’s connection with other disciplines; a recognition of the relevance of conceptualisation, epistemology, morality, ethics and ideology to the law and its justification and critique; a greater appreciation of the theoretical underpinnings of law already studied; applied legal theory to an ethical and/or public policy dilemma, while drawing on primary legal materials; developed their argumentative, research and writing skills; critically reflected on their own theoretical and normative stance towards the law.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial participation and tutorial exercise, 20%; Research Essay (3000 words), 30%; Final Examination (3 hours), 50%.

**BLB2122 ADVOCACY AND COMMUNICATION**
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The aim of this unit of study is to develop an understanding of the practical aspects of legal work as a member of the legal profession. An introductory examination of the practical aspects of court presentations and contextualisation of the advocacy skills in the presentation of cases; including opening and closing cases, examination in chief, re-examination and cross examinations. An exploration of the basics of interviewing, drafting, briefing, negotiating and risk management techniques.

Required Reading Perry, Max, 1996, Hampel on Advocacy, Leo Cussen Institute, Melbourne.


Class Contact Equivalent to three hours per week.Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Written assessment tasks that may include research assignments and tutorial reports, 50%; Oral presentation, 20%; Moot (including a written component), 30%.

**BLB2123 TRADE PRACTICES LAW AND POLICY**
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study will examine aspects of competition law with emphasis on the Trade Practices Act. Issues examined will include price-fixing, boycotts, misuse of market power, anti-competitive exclusive dealing, resale price maintenance and anti-competitive mergers. In addition, the unit of study will examine the new Access and Telecommunication Regimes set out in the Trade Practices Act and conclude with a consideration of the various penalties and remedies under the Act.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major assignment, 40%; Final examination, 60%.

**BLB2124 CORPORATIONS LAW 2**
Campus City Flinders, City Queen.
Prerequisite(s) BLB2119 Corporations Law I.

Content The aim of this unit of study is to introduce students to the key principles, policies and rules governing takeovers and corporate reorganisation and arrangements in Australia. This involves a close examination of chapter 6 of the Corporations Law and the Australian Securities and Investment Commission policy statements and practice notes governing this area. This unit of study will provide students with an in depth knowledge of Corporations Law rules regarding takeovers and corporate reorganisation in Australia.


BLB2125 REAL PROPERTY LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content The concept and characteristics of property rights; their creation, ownership, acquisition and disposal. Consideration and analysis of the historical development and content of interests in real property from general law, native title, tenure estates, possessory interests, easements and restrictive covenants to the Torrens title registration system. The creation of equitable proprietary rights and leasehold interests. Consideration of priority issues and security interests in land.
Recommended Reading Printed Materials as provided.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research paper, 40%; Final examination, 60%.

BLB2126 FEDERAL CONSTITUTIONAL LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content The unit of study will examine key concepts in Australia constitutional law including techniques and principles of constitutional interpretation. Principal Commonwealth and State legislative powers. Examination of the extent of the major powers granted to the Commonwealth. Limitations on governmental power including express and implied constitutional guarantees of rights and freedoms. Concept of separation of powers.
Recommended Reading Hanks, P., Keyzer, P. and Clarke, J., Australian Constitutional Law: Materials and Commentary, (most recent edition), LawBook Co.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignment, 40%; Examination, 60%.

BLB3128 CRIMINAL LAW
Campus City Queen.
Prerequisite(s) Nil
Content This unit of study shall provide an introductory examination of the form and content of criminal law and some of the key procedural and evidentiary aspects of criminal trials. It will also include an exploration of the various competing theories as to the bases of criminal behaviour. Finally, the unit of study will examine key issues in respect to sentencing policy in criminal cases.
Learning Outcomes The main objective of this unit is to understand the general principles of criminal liability. These are found in the cases which interpret the various statutory and common law offences. As a rule of thumb, the leading cases are invariably referred to in the textbooks and case-books. The unit is primarily concerned with criminal law (ie substantive rules of law defining various crimes which form part of the law of Australia).
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 25%; Oral presentation/Moot court, 25%; Final examination, 50%.

BLB3129 INTELLECTUAL PROPERTY LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content The following areas will be examined: copyright and neighbouring rights (including performers’ rights and databases); registered designs and the protection of industrial designs; trade secrets and confidential information, patents; and trademarks, including the law of passing off. Competition and trade practices law will also be considered.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Final examination, 60%.

BLB3130 INTERVIEWING AND NEGOTIATION SKILLS
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study comprises two related components: client interviewing and negotiation skills. Client interviewing outlines the legal and ethical framework within the interview process and techniques for ascertaining relevant information from the clients. The negotiation skills component is through role-plays and cases studies, concentrating on the dynamics of the negotiation process, the variety of strategies available, and the appropriate framing of negotiations.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Negotiation Assignment, 30%; Interviewing Assignment, 30%; Tutorial Presentations, 40%.
BLB3131 LAWYERS AND LEGAL ETHICS
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study shall commence with an examination of the origins and the development of the legal profession within the Australian context and the professional divisions within the legal profession. This will be followed by an examination of the general ethical responsibilities of the lawyer; the duties owed by the legal professional to the law, the court and the client; the various types legal services provided by the profession; the role of non-lawyers within the system; the role of the judge; and finally, an examination of the future of the legal profession, including an examination of the ethical implications of the possible future acceptance of MDP’s. This unit fulfils the COLE requirements for professional conduct including basic trust accounting.
Required Reading Ross, Y. and MacFarlane, P., most recent edition, Lawyers’ Responsibility and Accountability: Case, Problems and Commentary, Butterworths, Sydney, Australia.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Final examination, 60%.

BLB3132 SECURITIES LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study aims to examine key areas of securities law such as securities regulation, the role of stock exchanges, the rules regarding insider trading and stock market manipulation, disclosure regulation, the regulation of prospectuses and the conduct of securities market professionals such as brokers and investment advisers. Other topics include: to introduce students to the basic principles of Australian securities law; to examine the institutional structure and legal rules affecting the regulation of securities markets; to discuss a number of key themes in securities law; and to provide a comparative and historical insight into the development of securities law principles.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment 1, 50%; Assignment 2, 50%.

BLB3133 COMPARATIVE COMMERCIAL LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide an introduction to the field of comparative law and do this by examining one or more commercial law units of study. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Final examination, 60%.

BLB3134 TAXATION LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content An introduction to basic policy concepts in the operation of Australian income tax laws. Relevance of residency. The major principles of income including the taxation of income, capital gains, fringe benefits and goods and services. The major principles of deductibility, statutory modifications and timing rules. The mechanisms by which revenue is collected from citizens and the limits on that process. An examination of anti-avoidance provisions. The basic principles of tax planning.
Required Reading Woelhner, R., Bankocy, S. and Murphy, P. 10th edn, 2000, Australian Taxation Law, CCH, Sydney, Australia.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Final examination, 60%.

BLB3136 FAMILY LAW IN SOCIETY
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study identifies family law by way of introduction as a discrete study from the historical and social perspective. The topics of the Court’s jurisdiction and the Court’s approach to marriage nullity and divorce are dealt with in the early part of the unit of study. Children’s matters under the Family Law Act are usually difficult and complex and the relevant provision of the legislation as well as the practice of the Court in dealing with them is given careful consideration. Associated topics of child support and domestic family violence are also examined. The increasing complex treatment under the legislation dealing with the division of property including superannuation is thoroughly examined. The unit of study also examines dispute resolution procedures and the obligations of Family Law practitioners operating within those procedures. A brief comparison of the legal position of parties to a marriage and de facto couples rounds out the content of this unit of study.
Learning Outcomes On completion of this unit, students should be able to: Describe the major issues relating to family law; Describe the current law relating to children and the financial aspects of relationship breakdown and apply it to practical circumstances; Explain the rationale for the development of family law as it currently stands in Australia and likely future directions; and Have a general understanding of the procedures adopted by the Family Court of Australia and the Federal Magistrates’ Court in dealing with family law matters.
Required Reading Parkinson, Patrick and Behrens, Juliet, 2004, Australian Family Law in Context, LawBook Co.
Recommended Reading Alborelli, Tom, 2003, Family Law in Australia, LexisNexis Butterworths.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research Assignment, 40%; Examinations, 60%.

BLB3138 CRIMINAL LAW 2
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil
Content The unit of study content will include: In depth case studies of the application of the criminal law in Victoria; particularly related to serious indictable offences. An examination of current issues relating to criminal law and procedure in Victoria including critical review of relevant Law Reform Commission proposals.
Learning Outcomes At the conclusion of this subject students should be able to describe the rationale for the development of the criminal law in Victoria. They should be able to demonstrate an appreciation as to whether the law adequately serves its stated aims. Students should demonstrate an appreciation of developments in modern society that are likely to lead to changes in the criminal law. Both the substantive and procedural aspects of the law should be considered.
Recommended Reading Jonathan Clough and Carmel Mulhern, 2004, Criminal Law,
2nd Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment (3000 words), 40%; Final Examination (3 hours), 60%.

BLB4135 AUSTRALIAN EMPLOYMENT LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study will introduce students to core concepts in employment law. Common Law tests for employment relationship. Modification of common law relationship by legislative provisions. Setting of terms and conditions of employment both at common law and pursuant to statute. Consideration of the powers of the States, in particular Victoria, and the Commonwealth with particular emphasis on ss1 of the Commonwealth Constitution. Consideration of industrial action tests and modification of these by statute. Limitations on the right to hire and fire. Discrimination and equal opportunity in the workplace.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 25%; Practical exercise, 25%; Final examination, 50%.

BLB4136 EQUITY AND TRUSTS
Campus City Flinders, City Queen.
Prerequisite(s) BLB2125 Real Property Law.
Content This unit of study aims to familiarise the student with the important doctrinal and remedial developments arising from the exercise of equitable jurisdiction by courts. Topics include: Outline of the historical development and content of equity and its principles. The concept of a trust: creation of express trusts. The nature and development of implied, resulting and constructive trusts. The concept of fiduciary obligations with special reference to commercial settings and trustee’s duties. Equity’s supervision and control of trust powers and discretionary powers generally. The nature and significance of equitable remedies including the distinction between remedies of a personal and proprietary nature.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignments, 40%; Final examination, 60%.

BLB4137 ASIAN LEGAL SYSTEMS
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students, the content of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including RPC, Hong Kong and Taiwan.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research paper 1, 50%; Research paper 2, 50%.

BLB4138 CONFLICT OF LAWS
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study aims to give students an understanding of the methods by which all conflict disputes are resolved as well as an appreciation of the impact of the federal nature of our Constitution on the resolution of these disputes. Topics covered: Courts in one jurisdiction sometimes have to deal with cases involving a foreign law element, which arises from the law of another Australian State or Territory or that of another country. Conflict of Laws or Private International Law, as it is sometimes called, examines the principles (including the constitutional principles) in relation to four main issues: the court’s jurisdiction over the parties; the choice of law; the recognition and enforcement of foreign judgments (including those of other Australian courts); and the resolution of conflicts between different national laws. The law in relation to choice of law decisions is studied in the context of specific areas of law (eg. contracts, torts, property, succession and matrimonial causes).
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment (2,500 words), 40%; Final examination, 60%.

BLB4139 EVIDENCE
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content This unit of study includes the following components: The rules of evidence; the participants (the judge, jury, accused, witnesses and lawyers); adducing evidence; the course of evidence (examination-in-chief, cross-examination and re-examination); exclusionary rules (eg. hearsay, privilege and immunity); (vi) inclusionary rules (eg. res gestai); exceptions to both these rules; and the development of students’ skills in presenting both oral and written argument.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Practical exercise, 25%; Moot court, 25%; Final examination, 50%.

BLB4140 PRIVACY AND MEDIA LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content The aim of this unit of study is to provide students with an overview of the laws that affect broadcasting and print media in Australia. Principle topics in privacy law will include clarification of concepts; the legal profile of privacy; territorial privacy or intrusion; information privacy; the Privacy Act 1988 (Cth) and its sectoral applications; databases and identifiers; comparison between Australian and overseas regimes; industry codes and regulation; common law actions indirectly protecting
privacy interests; and current issues. Topics in media law will include freedom of speech in Australia and elsewhere; civil defamation law; court reporting; contempt of court; reporting political events; contempt of Parliament; the Press Council; illegal publications.

Learning Outcomes At the conclusion of this unit, students will be able to: Critically analyse media law issues within their social context; Discuss the effects of technology, globalisation and convergent media on regulatory systems; Identify legal issues and describe legal remedies and procedures in media law; Develop policy around technology and innovation and plan for change; Write a professional report on an area of media law; Understand the impact of new and convergent media technologies on communications practices; Work well in teams in a problem-based learning environment and develop work plans as a collective; Work as a reflective and ethical media law practitioner; and Identify the interests of key stakeholders within a media issue, including regulators, media owners, professionals, industry bodies, individual citizens, specialised interest groups and 'the community. 


Recommended Reading Chadwick, P. and Mulally, J., 1997, Privacy and the Media, Communications Law Centre, Sydney, Australia.

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 40%; Final examination, 60%.

**BLB4141 INTERNATIONAL TRADE LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analysis of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment Assignment, 40%; Final examination, 60%.

**BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** BLB1114 Legal Research Methods.

**Content** This unit of study involves advanced legal research and writing on a topic of the student’s choice. In consultation with the unit of study co-ordinator, students select their own research topics and formulate their research topic. The topic should not duplicate a topic undertaken by a student in respect of coursework units of study for which a significant paper was written and submitted. The research and writing must be completed during one semester under the supervision of a member of staff and will involve the writing of a research paper of between 5000 and 8000 words.

**Required Reading** To be advised.

**Recommended Reading** To be advised.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment Research assignment (5,000 - 8,000 words), 100%.

**BLB4143 PUBLIC INTERNATIONAL LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study provides an overview of the principles and basic legal rules of the international system. It covers key issues in public international law including: the basis of international legal obligation and history of the discipline; the nature and status of international law in relation to national and constitutional law; the application of international law in the Australian legal order; the sources of international law; the units of study of international law, including states, international organisations, non-state actors and individuals; recognition, sovereignty and equality of states; state jurisdiction; compliance with international law; state responsibility; the law of treaties; the use of force by states; the settlement of disputes; the United Nations, human rights and peacekeeping; the law of the sea; the international regulation of economic activity; the international protection of the environment; the international regulation of criminal activity; the future of public international law.

**Learning Outcomes** At the conclusion of this unit, students will be able to: Critically analyse Public International Law issues and challenges within their political and social context; identify and understand the implications of international law for Australian domestic law and practice, as well as its relevance in international affairs; Work effectively and collaboratively in tutorial groups; Prepare and submit a high-quality Research Assignment in compliance with the 'Assessment' component of this unit; Work productively and communicate well in a group learning environment; Work independently and originally to communicate analysis of Public International Law questions, including preparation, research and writing of the Research Assignment; and Work within diverse social and cultural groups to address questions in Public International Law.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment Assignment (3000 words), 40%; Final Examination (3 hour), 60%.

**BLB4144 EUROPEAN UNION LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study primarily examines EU law and integration in their political, social and economic contexts. It covers a range of topics and issues including: European integration and the EU legal order: foundations, defining events, constitution; the sources of EU law, legislative acts, general principles of law and international agreements; the relationship between EU law and national law: direct effect and supremacy over conflicting national law; judicial remedies; ECJ: reasoning and techniques; enforcement of EU law; EU trade law and policy: the free movement of goods, workers and services and freedom of establishment; competition law and policy; anti-discrimination law; and future directions.

**Learning Outcomes** On completion of this subject, students should be able to: - understand European integration as a process and a goal, from interdisciplinary perspectives; - understand the dynamic institutional interactions, processes and practices of EU governance; - understand the role of the European Court of Justice (ECJ) in constitutionalising the EU; - understand the general framework of EU law and the institutions which make, administer and apply that law; - understand the reception and status of EU law within national legal systems; - understand selected areas of EU substantive law and how the law operates in practice; and - understand the EU’s significance as a global actor.


**Recommended Reading** Anthony Arnell, 1999, The European Union and its Court of

Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment (3000 words), 40%; Final Examination (3 hours) open book, 60%.

**BLB4145 HUMAN RIGHTS LAW**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** Topics will include: history of international human rights law; theoretical and normative debates regarding human rights; the UN human rights regime (the International Bill of Rights, and specialised conventions on genocide, torture, discrimination and so on); international criminal law and war crimes trials (including the International Criminal Court); humanitarian intervention, and other enforcement or implementation measures; the impact of international human rights law on Australian law and institutions.

**Learning Outcomes** After satisfactorily completing this subject, students will: have a fundamental knowledge of the historical development of international human rights law; be familiar with the relevant standards and institutions of the UN; have a close understanding of the provisions of the Universal Declaration of Human Rights, 1948; have an informed perspective on the various theoretical and normative debates over international human rights law; have some understanding of the interaction between international, regional and national human rights regimes and laws.

**Required Reading**
- Recommended Reading
  - K. Piotrowicz and S. Kaye, 2000, Human Rights in International and Australian Law, Butterworths, Chatswood, NSW.
  - Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Assignment (3000 words), 30%; Final Examination (3 hours) open book, 50%.

**BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study will include: intestacy and the administration and distribution of property of persons who have not made a Will; Testamentary capacity and intention; The legal requirements for the making, execution and alteration of a Will; Legacies, Bequests, Devises, Life Interests and Residue; Mutual Wills; Covenants and specialized conventions; have an informed perspective on the various theoretical and normative debates over international human rights law; have some understanding of the interaction between international, regional and national human rights regimes and laws.

**Required Reading**

**Recommended Reading**

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Assignment (3000 words), 40%; Final Examination (3 hours) open book, 50%.

**BLB5500 COMPARATIVE LEGAL SYSTEMS**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** The first part of the unit of study is concerned with an introduction to the major legal systems in the world. The meaning, sources, and structure of law in these legal systems, together with their reception into South and South East Asia will be dealt with in the second part. The role of the legal profession and legal education in those countries will be discussed along with other topics.

**Required Reading**

**Recommended Reading**

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Research paper, 50%; Examination, 50%.

**BLB5501 LEGAL RESEARCH AND WRITING**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** Students will be introduced to primary and secondary legal sources of legal research materials and the means of researching them using both paper based and electronic resources. Students will learn correct research strategies and techniques and methods of citation. Students will be introduced to a range of legal writing styles, methods of critical analysis and the presentation of legal argument.

**Learning Outcomes** On successful completion of this unit, students will be able to:
- locate and interpret legislation and case law as well as secondary legal materials;
- critically evaluate the social, political and cultural situations which have shaped the creation, and affect the use, of law;
- locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.

**Required Reading**
- Recommended Reading

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Research assignment, 40%; Examination, 60%.

**BLB5502 ASIAN BUSINESS LAW**
Campus City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students the content of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including PRC, Hong Kong and Taiwan.

**Required Reading**

**Recommended Reading**

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Two research papers and class presentations of draft papers, 100%.
BLB5503 INTERNATIONAL TRADE LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analysis of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.
Learning Outcomes This unit aims to provide students with: An understanding of international economic relations; Treaty interpretation skills; Critical legal analysis skills; An understanding of the WTO and WTO jurisprudence; and An understanding of contemporary public international law issues relating to the WTO.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignment, 30%; Examination, 70%.

BLB5505 IMMIGRATION LAW AND PRACTICE
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study will introduce students to the sources of immigration law. It will introduce the structure of Australian visas and the Australian citizenship. It will focus on the migration applications. The migration agent registration scheme is also included. The administrative and judicial review of the decisions on immigration applications are also key parts of this unit of study.
Required Reading To be advised. Recommended Reading To be advised.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignment, 25%; Examination, 75%.

BLB5506 TELECOMMUNICATIONS LAW AND POLICY
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study aims to provide an overview and analysis of the law relating to telecommunications, broadcasting and radio communications in Australia. Principal topics include: convergence of media and the legal boundaries affecting telecommunications and services encompassing broadcasting and narrow casting; reform of the telecommunications since 1997; the liabilities of telecommunications carriers and service providers; interconnection issues; regulation of competition; control and ownership issues; the regulatory process; and the role of regulators including AUSTEL, ACCC, the ABA and SARA.
Recommended Reading Leonard, P., Carabine, N. and Henderson, A. (eds), Communications Policy in Australia, Butterworths, Sydney, Australia.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignment, 40%; Examination, 60%.

BLB5507 INTERNATIONAL COMMERCIAL LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study examines a number of legal issues arising in typical international commercial transactions. Among the matters to be discussed are the Vienna Convention on International Sales, contracts for international sale of goods, carriage of goods by sea, air and land, international financing and banking (particularly letters of credit), marine insurance, foreign investment, import control, GATT and WTO, conflict of laws and the resolution of international commercial disputes.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignment, 40%; Examination, 60%.

BLB5508 MASTERS READING COURSE
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content The unit of study will be taught as a series of seminars and discussions, each of which focuses on a particular philosophical approach to legal research. It is anticipated that guest speakers, including recent research masters of PhD graduates will explain the philosophical basis of their research or writing, and present issues for debate and analysis by students. Students will be expected to complete assigned readings prior to each seminar, and to come along prepared to engage in an informed debate.
Required Reading To be advised. Recommended Reading To be allocated week by week according to topics chosen for the semester.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Major research assignment, 70%; Contribution to weekly class discussions and debates, 30%.

BLB5509 INTRODUCTION TO LAW AND ECONOMICS
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study introduces the student to an interdisciplinary analysis of the law: the economic analysis of law. Principle topics include: Outline of the essential analytical framework of microeconomics. The distinction between positive and normative analysis and its significance. Survey of foundation articles and scholarship in the area of law and economics. Use of explicit and hypothetical contractarian models to view the law. Application of the analysis to certain commercial aspects of contract law, tort law, property law and the law of fiduciary obligations. Consideration of the limits and critiques of law and economics.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Research paper, 50%; Examination, 50%.

BLB5510 ADVANCED CORPORATE LAW
Campus City Flinders, City Queen.
Prerequisite(s) BLB5530 Comparative Corporate Law.
Content This unit of study will provide students with advanced knowledge of specialised areas of Australian Corporations Law. Particular attention will be given to areas of Australian insolvency law, such as voluntary administration, schemes of administration, receivership, the powers of liquidators, winding up and dissolution of companies.
Recommended Reading To be advised.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points. Assessment Assignment 1, 50%; Assignment 2, 50%.
BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content The unit of study covers the principles of good legal writing. A critical appreciation of traditional legal English and its impact on comprehensibility. The consumer driven movement towards comprehensible documents. The formation of plain English guidelines. The critics of plain English. The application of plain language guidelines worldwide and the empirical evidence supporting them.
Required Reading A Manual of Readings and Exercises to be provided.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 50%; Individual exercises, 25%; Group exercises, 25%.

BLB5512 E-COMMERCE AND THE LAW
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to provide an overview and analysis of legal issues arising in the electronic commerce environment affecting businesses, consumers and regulators. Topics include: formation of contracts and the impact of legislation governing consumer protection, electronic transactions and content; security, electronic signatures, authentication and privacy; sources of liability including negligence, defamation, confidentiality, and copyright in the digital environment; and jurisdictional questions.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 40%; Examination, 50%; Seminar participation, 10%.

BLB5513 ADVANCED RESEARCH METHODS IN LAW
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study provides a comprehensive introduction to research methodologies in law, including the consideration of possible research topics for academic thesis/dissertations. Included in the unit of study matter of the course are examinations of the research process, considerations of ethical issues in legal research, problem definition and the research proposal, survey research, questionnaire design, quantitative research in law, and an exploration of different research paradigms and writing styles in legal research.
Learning Outcomes On successful completion of this unit, students will be able to: locate and interpret legislation and case law as well as secondary legal materials; critically evaluate the social, political and cultural situations which have shaped the creation, and effect the use, of law; locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment on applying research methodology to legal issues and/or ethical issues in legal research, 25%; Applied legal research assignment (can be done in group or individual mode), 25%; Research Proposal, 40%.

BLB5520 DISSERTATION
Campus City Flinders.
Prerequisite(s) Nil.
Content The dissertation will be undertaken in the following way. Students will select a research topic and negotiate the topic, research questions and research method in consultation with an appointed supervisor. A dissertation of 15,000 words is required for the standard degree, and 25,000 words for the Honours degree.
Required Reading To be advised.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.
Assessment 15,000 word Dissertation, 100%.

BLB5522 DISSERTATION (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Completion of coursework units of study in the professional doctorate in law.
Content The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.
Learning Outcomes The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.
Required Reading The unit is based on independent research and references will be determined by the field of study.
Recommended Reading The unit is based on independent research and references will be determined by the field of study.
Class Contact Students are required to meet regularly with their appointed supervisor.
Assessment Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.

BLB5523 DISSERTATION (PART-TIME)
Campus City Flinders.
Prerequisite(s) Completion of coursework units of study in the professional doctorate in law.
Content The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.
Learning Outcomes The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.
Required Reading The unit is based on independent research and references will be determined by the field of study.
Recommended Reading The unit is based on independent research and references will be determined by the field of study.
Class Contact Students are required to meet regularly with their appointed supervisor.
Assessment Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.
BLBS530 COMPARATIVE CORPORATE LAW
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide a focused introduction to the field of comparative law and to this by examining one of more commercial law unit of study depending on the interests of the lecturer. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Major Assignment 1, 50%; Major Assignment 2, 50%.

BLBS551 INTRODUCTION TO SUPERANNUATION AND ITS REGULATORY ENVIRONMENT
Campus City Queen.
Prerequisite(s) Nil.
Learning Outcomes At the end of this topic you should be able to: describe the development of superannuation in Australia; distinguish between defined benefit funds and accumulated benefit funds; identify the roles of the various service providers in superannuation; describe the key investment characteristics of each of the main classes of superannuation vehicles; outline the current state of superannuation assets in Australia and trends seen in superannuation holdings; outline the basic taxation issues to be considered in superannuation investments; differentiate between corporate funds, master trusts, public sector funds and industry funds on the basis of key superannuation issues.
Required Reading Quinlivan, B., 1997, The Dictionary of Superannuation (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. The Australian Tax Practice 4 Volume loose-leaf service.
Recommended Reading CCH Australia Superannuation: Taxation Materials
Class Contact Up to thirty-six hours, normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment One research assignment (2,500 words), 50%; Final Examination, 50%.

BLBS552 DUTIES OF SUPERANNUATION TRUSTEES
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content Who may be a Trustee? What is a trust? Trustee requirements; SIS restrictions; Roles of a Trustee; Legal Custodian; Executive officer; Fiduciary; Duties of a Trustee; Equitable duties; SIS duties; Partial codification of duties; Trustee subject to private law, Powers of a Trustee; Exercising a power; Types of power; Liability of a Trustee; Personal liability under law of equity; Liability of directors of a corporate trustee; Limitation of liability in trust deed; Statutory protection; Liability indemnity insurance; Right of reimbursement; Penalties under SIS; Becoming a Trustee; Considerations; Appointment; Retirement; Policy committees; Future of Trusteeship; Review.
Learning Outcomes At the end of this topic you should be able to: define the roles of a trustee as a legal custodian, executive officer and fiduciary; list and define the fiduciary duties imposed by the law of equity upon trustees; list and define the statutory duties imposed upon trustees of regulated superannuation funds by SIS; describe the powers of a trustee; understand the liability of trustees and the limitations of that liability; appreciate the impact of recent initiatives on the future of superannuation fund trusteeship.
Recommended Reading CCH Australia Superannuation: Taxation Materials
Class Contact Up to 36 Hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment One research assignment (2,500 words), 50%; Final Examination, 50%.

BLBS553 SUPERANNUATION COMPLIANCE FRAMEWORK
Campus City Queen.
Prerequisite(s) Nil.
Content, Overview, Why keep records and have information systems? What records are kept? Who keeps these records? For how long are these records maintained? How long a period are records to be kept? Compliance, Influencing Records, Legislation, Type of fund, Benefit type, Members Records, Basic member data, Tax, Filming Number, Records for defined benefit funds, Records for defined contribution plans, Plan Accounting Records, Introduction, Contribution income, Investment assets, Investment, Benefit payments, Fund expenses, Fund liabilities, Financial statement, New Members, Eligibility versus compulsion, Joining a plan, Reporting to Members, Annual statement, Information relating to significant events, Information on request, Benefit Payments, Information to members, Processing termination payments, Other administrative considerations, Plan Returns and Reports, ASIC requirements, Public offer funds, Annual reports to members, APRA requirements, Audit requirements, Other annual report, Current Issues, Casual employees, Fund choice, Member investment choice, Divorce, What is a rollover? What can be rolled over? What can’t be rolled over? Tax reasons for rolling over, How rollovers are taxed? Roll over options, Consolidating benefits, Superannuation funds and RSAs, Approved Deposit Funds, Annuities, Review.
Learning Outcomes At the end of this topic you should be able to: describe the Commonwealth Government’s power to regulate superannuation under the Constitution; explain the principles of common law relevant to superannuation, trust law and fiduciary principles: outline the standards under the Superannuation Industry (Supervision) Act 1993 (Cth) and accompanying Regulations (SIS) which superannuation funds are required to meet for concessional tax treatment; distinguish between complying and non-complying superannuation funds and outline the taxation treatment of complying and non-complying superannuation funds, under the Income Tax Assessment Act 1936 (Cth) (1936 Tax Act); explain what member investment choice is, and outline the effects on trustees of a fund offering member investment choice; outline the regulation of funds which fall under the Corporations Act rather than SIS; explain the regulatory structure and taxation of life insurance companies; outline the compulsory provision of superannuation by employers, including the Superannuation Guarantee Charge; outline the changes established by the Financial Services Reform Act (FSR) and the Family Law Legislation Amendment (Superannuation) Act; understand the effect of recent developments.
Recommended Reading CCH Australia Superannuation: Taxation Materials
Class Contact Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
Assessment One research assignment (2,500 words), 50%; Final Examination, 50%.
BLB5554 TAXATION OF SUPERANNUATION
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content The unit of study gives an overview of the policy and legislative framework for the taxation of superannuation. It covers superannuation contributions, the taxation of superannuation funds in Part IX of the Income Tax Assessment Act 1936 (Cth), reasonable benefit limits, the taxation of eligible termination payments and the taxation of pensions and annuities.
Learning Outcomes Students will have a detailed understanding of the policies, technical rules and current practical problems involved in the taxation of superannuation.
Class Contact Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignment (2,500 words), 50%; Final Examination, 50%.

BLB5555 COMMERCIAL CONTRACTS
Campus City Queen.
Prerequisite(s) Nil.
Content The unit of study gives an overview of the fundamentals of contract law and will enable students to understand the principles and their application to commercial transactions. It will examine the historical development of contract, its place in economic and other theories of law and the impact of globalisation on domestic contract regimes. Topics will include: the principles and theories of contract law and their evolution in common law and international commercial law, the formal requirements for valid contracts and their discharge as well as the factors which may vitiate a contract.
Learning Outcomes Students will have an understanding of the fundamental principles of contract law and be able to apply them to commercial transactions.
Class Contact Equivalent to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignment (2,500 words), 50%; Final examination, 50%.

BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION
Campus City Queen.
Prerequisite(s) Nil.
Content This unit of study provides an introduction to processes, other than litigation and arbitration, for resolving disputes. It focuses on negotiation and mediation in the context of current issues producing commercial disputes. Topics include: the theory underlying negotiation and mediation and the contexts in which they are used rather than litigation or arbitration; the causes of commercial conflicts, the roles and objectives of alternative dispute resolution (ADR) processes; the choice between facilitative, advisory and determinative processes; the skills, settings and processes required for finding agreement including identifying and re framing issues; identifying problems in designing and using effective ADR systems; and future trends in ADR.
Learning Outcomes Students will be aware of alternative dispute processes, the processes used within them, the processes on which they rest and the skills required by professionals acting within them.
Class Contact Equivalent to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Two practical exercises during the course, 50%; One research paper or case study (2,500 words), 50%.

BLB5557 COMMERCIAL ARBITRATION LAW
Campus City Flinders, City Queen.
Prerequisite(s) Nil.
Content This unit of study will cover the law relating to domestic arbitration in a comprehensive compass. It will enable students to gain a knowledge of the law applicable to the initiation and conduct of an arbitration as a form of alternative dispute resolution and the obtaining and enforcement of an arbitral award. Specific topics covered will be matters preliminary to arbitration; disputes that may be referred to arbitration; the arbitration agreement; enforcing the duty to arbitrate; appointment of the arbitrator(s); challenges to the appointment of arbitrators; the Commercial Arbitration Act 1984 and its operation in relation to domestic arbitration; the role of arbitral institutions; what is domestic arbitration as opposed to an international arbitration; the role of the court in respect of arbitration; rules applicable to the conduct of arbitrations; procedural powers of arbitrators; confidentiality of proceedings; the arbitral award; making the award; challenges to the award; enforcement of the award; appeals from arbitrators. The relationship of arbitration to other methods of dispute resolution will form part of the unit of study. The unit of study presupposes a good knowledge of contract and commercial law. In addition to the statutory basis for arbitration in Victoria students will be expected to read and discuss a number of leading cases dealing with arbitration since much of the law of arbitration is contained in the cases.
Learning Outcomes A thorough knowledge of the principles of commercial arbitration law.
Required Reading Commercial Arbitration Act 1984 (Vic), International Arbitration Act 1974 (Cth)
Class Contact One semester, thirty-six hours over a 4-day intensive period. Unit of study equal to 12 credit points.
Assessment Take home examination paper or term paper at the election of candidates.

BLB5558 COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE
Campus City Queen.
Prerequisite(s) BLB5557 Commercial Arbitration Law.
Content The unit of study provides specialised professional education for those working in commercial arbitration. It brings together a range of knowledge and skills that are needed by arbitrators in the running of the arbitral process. These skills include the conduct of preliminary and directions hearings; the conduct of the hearing proper including rulings; awards and costs.
Learning Outcomes A thorough knowledge of the conduct of an arbitration from directions hearing through to the handing down of a final arbitral award.
Required Reading Commercial Arbitration Act 1984 (Vic)
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Seminar Participation, 20%; Role Play Moot Arbitration, 80%.

BLB5559 INTERNATIONAL COMMERCIAL ARBITRATION
Campus City Queen.
Prerequisite(s) Nil.
Content This unit of study introduces students to international arbitration and deals with the following topics: the relevant legal instruments creating jurisdiction, the role and work of arbitral institutions, pre-commencement considerations, gathering and dealing with evidence, commencing an arbitration proceeding, nominating and challenging arbitrators, challenging the jurisdiction of the tribunal, interim protective measures, disclosure and discovery, procedural orders and interim awards, oral and written arguments, opening statements, techniques of examination, awards including: *awards on jurisdiction and applicable law, partial awards and final awards, *awards on interest and awards on costs, the correction of awards and additional awards and the enforcement and setting aside of awards.
Learning Outcomes Students will understand and evaluate the role of arbitration in international commercial disputes.
Required Reading Marcus Jacobs, 1992, International Commercial Arbitration in

Recommended Reading Klaus Peter Berger, 2002, Arbitration Interactive: A case study for Students and Practitioners, P Land, New York.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Two practical exercises during the course, 50%; One research essay or case study (2500 words), 50%.

BLB5560 JUDGEMENT, DECISION AND AWARD WRITING
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content Parties who resort to the Arbitral process, whatever its results for them, need assurance that they have a fair hearing. To a small extent, information as to this can come from the conduct of the Arbitrator during the hearing. But the major source of such information is the judgement, decision and award of the Arbitrator. Such documents must accurately disclose the cast of mind of the Arbitrator. They must convey a logical train of thought in the decision making. They must convey that evidence or other materials upon which the Arbitrator has acted and why he has done so. They must convey that evidence or other material upon which the Arbitrator is not prepared to act and why. They must convey a sufficient understanding of the relevant legislation and authorities and the manner in which the Arbitrator has used them in decision making. They must convey a sufficient understanding in the Arbitrator of the Advocates submissions and why some have been upheld and some rejected. Hence the necessity for this unit of study for Arbitrators. It is also necessary for Advocates in that it enable them to detect flaws and errors in judgements and decisions made in the Arbitral process.

Learning Outcomes A thorough knowledge of the principles of judgment, decision and award writing.


Class Contact One semester, thirty six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

Assessment Take home examination paper or term paper at election of candidate. The writing of a judgement, decision etc upon an agreed set of facts.

BLB6001 CULTURAL DIVERSITY AND COMMUNITY PARTICIPATION IN CRIME CONTROL
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study considers recent community based approaches to crime control, policing, criminal justice and treatment of offenders and victims. It considers how cultural values and formations influence perceptions of crime and responses to it within communities, both local and transnational. Case studies include the roles of informal networks, local governance, customary norms and diversion programs. As well as academic insights, students will gain experience as regulators with community relations such as the conduct of consultations and meetings.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of a letter, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One research assignment (2500 words), 50%; One group exercise (2500 words), 50%.

BLB6002 COMPLIANCE AND SELF-REGULATION: THE CORPORATE ROLE
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study studies recent strategies that seek to guide systems and personnel within corporations to take responsibility for preventing and remedying harm. It highlights the emergence of the compliance officer and considers how these officers might deal effectively with external regulatory agencies and with their own executives and colleagues. As well as academic insights, students will gain experience as regulators with the design of internal processes, such as ethics and oversight committees, plans and audits.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One case study (2500 words), 50%; One essay (2500 words), 50%.

BLB6003 CROSS-BORDER REGULATION
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study traces the growth of functional regulatory networks and international organizations (such as Interpol, OECD, IOSCO and the Basle Committee) and the development of informal understandings, cooperative procedures, codes of conduct and international standards for regulation. It considers their relationships with private centers of power and the authority of nation states.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One report (2500 words), 50%; One research assignment (2500 words), 50%.

BLB6004 MULTI-JURISDICTIONAL CRIMINAL JUSTICE
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study follows the characteristic steps through which criminal and other regulatory offences are prosecuted and defended. It assesses the variety of means which are employed to mediate the conflicts of law that arise. These include the use of constitutional and legislative documents, civil liberties and human rights, choices of law and location, conflict of laws doctrine, and extradition and enforcement of judgements treaties.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One report (2500 words), 50%; One case assignment (2500 words), 50%.

BLB6005 RESEARCH METHODS AND PROFESSIONAL STANDARDS
Campus City Flinders, City Queen.
Prerequisite(s) Nil

Content The unit of study identifies the range of professionals involved today in regulatory policy making, such as accountants, engineers, lawyers, medical specialists and psychologists. Through case studies, it compares the approaches they take to research, the formulation of issues, the weighing of evidence and the recommendation of reforms. Topics include the identification of hazards and harms, the determination of breaches, and the treatment of offenders. It examines the ways their expertise is subjected to scrutiny, both internally within codes of professional conduct and externally in the courts and the new administrative law.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment One case study (2500 words), 50%; One essay (2500 words), 50%.
**BLB6607 PUBLIC INTEREST LITIGATION AND CIVIL REMEDY**

Campus: City Flinders, City Queen.

**Prerequisites:** Nil.

**Content:** Both the common law and legislative schemes provide regulatory agencies and private citizens with opportunities to sue wrongdoers for civil remedies. Through case studies and practice guides, the unit of study explores the uses made of civil action. It considers such innovations in litigation as class actions, conditional fees, and civil penalties and responses to litigiousness like case management, ADR, limitation of liability and statutory insurance funds. The civil action will be compared with other strategies including criminal prosecution and law reform campaigns. This unit will be taught with input from a public interest law centre such as the consumer law centre, environmental defender's office or the public interest advocacy centre.


**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** One research assignment (2500 words), 50%; One practical exercise (preparation and delivery of brief), 50%.

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**BLB6608 CONTEMPORARY REGULATORY POLICY AND LAW**

Campus: City Flinders, City Queen.

**Prerequisites:** Nil.

**Content:** Pursuing case studies, the unit of study evaluates the experience with different regulatory strategies, including the strategy of criminalizing conduct, and alternative approaches such as self-regulation, risk management, economic incentives, civil liability, administrative procedures, private contracting and public provision.


**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** One literature study (2500 words), 50%; One research assignment (2500 words), 50%.

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**BLB6630 TAX ADMINISTRATION AND PRACTICE**

Campus: City Queen.

**Prerequisite:** Nil.

**Content:** This unit of study examines the procedural requirements for the efficient tax administration and practice and covers the following topics: (a) the universal concept of income and self-assessment in the Australian taxation system; (b) the interaction of section 51 and section 55 of the Constitution with the Income Tax Assessment Act 1936 and the power of the Commissioner in respect of taxation; (c) the power of the Commissioner to issue notices of assessment and the reliance on section 175 for the validity of assessment and section 177 as conclusive evidence of the tax liability; (d) the objection, review and appeal process to challenge the validity of the assessment; (e) the Freedom of Information Act as an effective tool for the taxpayer to obtain information from the Australian Taxation Office; (f) the private ruling system and the legal effect of a private ruling; (g) the Commissioner's power to access information and documents under section 263, 264 and 264A of the Income Tax Assessment Act; (h) the taxpayer's claim to legal profession privilege; (i) the structure of administrative penalties and the Commissioner's discretionary power.

**Learning Outcomes:** A student who has successfully completed the subject will have a sound knowledge and understanding of the following: (a) the power and the authority of the Commissioner to impose income tax; (b) the statutory framework provided in sections 263, 264 and 264A of the Income Tax Act 1936 giving power to the Commissioner to gather information and documents for the proper administration of the tax legislation; (c) the procedure adopted by the Commissioner to serve a notice of assessment, a notice of amended assessment and recovery of outstanding tax liability; (d) the taxpayer's defence to recovery proceedings, objections and appeal process to challenge the notice of assessment; (e) ATO Rulings and principles in relation to penalty provisions; (f) procedure for the application of private rulings to the Commissioner and the legal effect of private rulings; (g) the penalty tax regime and the Commissioner's discretionary power to impose and remit penalties; (h) the criminal offences and consequences arising from breaches of the tax legislation.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

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**BLB6631 TAXATION OF TRUSTS, COMPANIES AND PARTNERSHIPS**

Campus: City Queen.

**Prerequisite:** Nil.

**Content:** This unit of study aims to provide an analysis of the law relating to the following: (a) the meaning of Trust and Trust Estate; (b) the position of a beneficiary and a trustee in relation to tax liability in general; (c) the special position of infants and beneficiaries under a disability in relation to tax liability under a trust; (d) the nature of beneficiary's interest in fixed and unit trusts; (e) the legal consequences and tax implications arising from deceased estates; (f) issues of capital gains and losses arising under Part IIIA; (g) tax consequences for 'New Generation' trust stripping schemes; (h) withholding tax liability of non-resident beneficiaries of Australian trusts; (i) the application of the 'use test' for interest deductions; (j) the rules in relation to company tax liability by private, public companies and shareholders receiving income by way of dividends; (k) the responsibility of company directors in relation to tax liability by the company; (l) the tax rules in relation to partnership and tax liability by the partners.

**Learning Outcomes:** A student who has successfully completed the subject will have a thorough knowledge and understanding of the following: (a) the relevant trust relationship; (b) whether the Commissioner can ignore the trust relationship in certain situations; (c) the position of trustees and beneficiaries: liability to tax in general; (d) the operation of the provisions of Part IIIA of the Income Tax Act; (e) the tax position of a beneficiary under a legal disability and presently entitled and a beneficiary not under a legal disability and presently entitled; (f) the nature of a beneficiary's interest in fixed, unit trusts, discretionary trusts and deceased estates; (g) Trustees: compliance with Act and payment of Tax.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

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**BLB6632 CAPITAL GAINS TAX: PRINCIPLES AND PROBLEMS**

Campus: City Queen.

**Prerequisite:** Nil.

**Content:** This unit of study aims to provide the student with a sound knowledge and understanding of the Capital Gains Tax regime by studying the following topics: (a) the history of Capital Gains Tax in Australia: economic, fiscal and political considerations; (b) the design and structure of the Capital Gains Tax regime; (c) the essential elements of the Capital Gains Tax Legislation: 'asset' acquisition and 'Capital Gains Tax event'; (d) the relationship of Capital Gains Tax provisions with other provisions in the Act; (e) capital gains receipts as a special kind of income: 'statutory income'; (f) the identification of a Capital Gains Tax event; (g) the extensive meaning of 'property': creating contractual and other rights; (h) the exceptions and exemptions to capital gains and losses; (i) special circumstances and reliefs under the roll-over provisions; (j) special concessions for small business; (k) the effect of death upon the asset; (l) Capital Gains Tax consequences for non-residents making a capital gains or loss; (m) Capital Gains Tax and the value shifting regime; (n) the transfer of assets as a result of court orders.

**Learning Outcomes:** A student who has successfully completed the subject will have: (a) an understanding of the historical background of taxation of Capital Gains in
Australia; (b) an up-to-date knowledge of the Capital Gains Tax statutory framework; (c) a capacity to identify the events that trigger the operation of the Capital Gains Tax legislation and be able to advise; (d) a capacity to identify and differentiate between capital and income for the purpose of the Capital Gains Tax legislation; (e) a working knowledge of the calculation of capital gains and losses.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

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**BLB6633 ISSUES AND PRINCIPLES IN GST LEGISLATION**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to analyse and explain the way the GST legislation operates by looking at the following topics: (a) what is GST? (b) what is the meaning of ‘supply’ and ‘supplier’ in the context of the GST legislation; (c) GST liability and input tax credits; (d) the requirement of registration for GST purposes; (e) basis of accounting, tax periods and payment of GST; (f) GST-free supplies; (g) the application of GST to groups and joint ventures; (h) GST: financial supplies; (i) GST: buying and selling a business as the supply; (j) GST: real property as the supply. The effect of the ‘margin’ method; (k) GST: imports and exports of goods; (l) GST related offences: penalties and criminal consequences.

**Learning Outcomes** A student who has completed this subject will have a thorough knowledge and understanding of the following: (a) the aims, objectives and policy behind the GST legislation; (b) the statutory framework of the GST legislation including its structure and rules; (c) the impact that GST has on business procedures and practices; (d) the way GST applies and operates; (e) who carries the burden of GST: collection and remittance; (f) the special rules of GST exemptions and GST-free supplies; (g) the way GST applies to real estate.

**Required Reading** The tax legislation and course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

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**BLB6634 INTERNATIONAL TAXATION AND TRANSFER PRICING**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide the student with an understanding of the way the Australian taxation system deals with matters of international taxation by studying the following topics: (a) the universal concept of income that underpins the Income Tax Assessment Act 1936; (b) the concepts of ‘resident’ and ‘non-resident’ according to the Income Tax Assessment Act 1936 (c) the avoidance of double taxation and the Double Tax Agreements between Australia and other contracting parties; (d) the interaction between the domestic law, the International Agreement Act and the Double Tax Agreements; (e) the OECD Model Convention and the Double Tax Agreements; (f) the roll of the courts in interpreting Double Tax Agreements; (g) the power of the Commissioner to gather information from overseas jurisdictions about enquiries in taxation matters; (h) the OECD policy on international tax practices; (i) world trends in tax policy; (j) recent developments in transfer pricing; (k) recent developments and practical problems in controlled foreign corporations (CFC) rules.

**Learning Outcomes** A student who has successfully completed this subject will have a thorough understanding of the following: (a) the provisions in the Australian taxation system dealing with international taxation; (b) the way the Income Tax Assessment Act 1936 interacts with overseas jurisdictions; (c) the various provisions in the Double Tax Agreements between Australia and other countries (d) the taxation of trust distribution, dividends and income to foreign residents from an Australian source; (e) the taxation of income, trust receipts and dividends by an Australian resident from a foreign source; (f) the power of the commissioner to gather information in relation to an audit from a foreign taxing authority; (g) the way the OECD Model Convention deals with matters of international taxation.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

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**BLB6635 TAXATION AND INVESTMENT LAW IN ASIA**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the following: (a) the key elements and factors in the evolution of the regime for foreign investment; (b) the regulatory framework related to foreign investment; (c) the role of national government in investment promotion policies and programs; (d) the salient features of the offshore company regime in Lào Ván as a tax haven in the Asian-Pacific region; (e) the legal implications of the ASEAN Free Trade Agreement as a consequence of the Common Effective Preferential Tariff (CEPT); (f) the potential impact of AFTA (Asian Free Trade Agreement) and ASEAN Preferential Trade Agreement to improve economic cooperation in the Asian Pacific region; (g) the importance of bilateral tax agreements between Australia and the Asian countries in relation to transfer pricing and the operation of Part IVA of the Income Tax Act; (h) tax considerations in structuring the ownership of an international business; (i) tax aspects of cross-border mergers and acquisitions; (j) tax planning for out-bound investments.

**Learning Outcomes** A student who has successfully completed the subject will have a sound knowledge of: (a) the taxation regimes of the countries in the Asian region; (b) the various incentives that such countries provide for the attraction of foreign capital; (c) the comparison of the taxation incentives offered by the countries in the Asian region; (d) Lào Ván as a tax haven in the Asian-Pacific region; (e) the economic, legal and taxation systems of the countries in the Asian Pacific region; (f) the advantages and disadvantages for foreign investors wishing to invest in such countries.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

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**BLB6636 ANTI-AVOIDANCE PROVISIONS IN AUSTRALIA, THE US AND EUROPEAN UNION COUNTRIES**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** Topics to be studied include: (a) the legislative framework and operation of Part IVA as a general anti avoidance provision in Australia; (b) the deficiency of sec. 260 of the Act and the background to Part IVA; (c) issues about the operation of Part IVA in the light of recent decisions; (d) the identification of a scheme, tax benefit and dominant purpose for the operation of Part IVA; (e) dividend stripping arrangements.
This unit of study aims to provide an analysis and historical development of the legal professional privilege by studying the following topics: (a) the government’s right to access information and documents to ensure the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; (b) the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; (c) the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the interaction between legal professional privilege and access powers; (e) the rationale for legal professional privilege and the content of the privilege; (f) exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; (g) legal professional privilege and third party communication; (h) the Commonwealth Evidence Act 1995 and legal professional privilege; (i) the Commissioner’s perspective on the legal professional privilege; (j) proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: (a) the historical development of the law on legal professional privilege; (b) the competing interests of the individual’s right to privacy and the state’s right to access information and documents; (c) the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the remedies available to the taxpayer; (e) injunctive relief, judicial review and freedom of information; (f) the circumstances in which legal professional privilege may be claimed and exemptions to the rule; (g) challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

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Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

Required Reading The tax legislation and the course materials available to the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; the common law development of the legal professional privilege to protect the individual’s right to privacy and self-incrimination; the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the interaction between legal professional privilege and access powers; the rationale for legal professional privilege and the content of the privilege; exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; legal professional privilege and third party communication; the Commonwealth Evidence Act 1995 and legal professional privilege; the Commissioner’s perspective on the legal professional privilege; proposals for reform of the law on legal professional privilege.

Learning Outcomes A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer; injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.
books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

**BLB6640 TAXATION IN MULTINATIONAL COMPANIES**
Campus City Queen.
**Prerequisite(s)** Nil.
**Content** This unit of study examines the Income Tax Assessment Act 1936 provisions that apply to multinational companies that operate within Australia by studying the following topics: (a) The concept of multinational corporations; (b) The problems of taxing corporations; (c) The rules relating to the taxation of multinational companies; (d) Anti-avoidance provisions affecting the operations of multinational companies; (e) The operation of double tax treaties to multinational companies.

**Learning Outcomes** A student who has successfully completed the subject will have a thorough understanding of: (a) The law and practice in relation to the taxation of multinational companies operating within Australia; (b) The law and practice in relation to multinational companies with Australian interests operating outside Australia; (c) The relationship between the double tax treaties and multinational companies in relation to taxation.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

**BLB6641 REFORM AND SOCIAL ANALYSIS OF TAX LEGISLATION**
Campus City Queen.
**Prerequisite(s)** Nil.
**Content** This unit of study aims to provide the student with a critical assessment of the social consequences of tax law by studying the following areas: (a) The historical development of the Australian taxation system; (b) The concept of tax as an economic tool to achieve an equitable distribution of wealth in society; (c) The fluid concept of fairness and social justice within the fiscal policies and taxation system in Australia; (d) The relationship between the Australian taxation system and the management of the economy; (e) There is scope within the Australian taxation system for the family rather than the individual being the taxpayer; (f) The Australian taxation system is based on convenience and expediency rather than social justice; (g) The Australian taxation system should take into account ‘bracket creep’; (h) Australian public attitudes to taxation: distributive justice and equality of opportunity; (i) Why religious and charitable institutions are treated differently by the Australian taxation system; (j) The fiscal policies of the major political parties; (k) Tax reform as an implement of social change.

**Learning Outcomes** A student who has successfully completed the subject will have an understanding of: (a) The history of tax; (b) The role of tax in society; (c) The process of tax reform; (d) The manner in which tax reform is implemented; (e) The role of tax as an implement of social change; (f) The relationship between tax and the economic philosophies in society.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

**BLO1105 BUSINESS LAW**
Campus Footscray Park, Werribee, Sunbury, Sunway-Malaysia.
**Prerequisite(s)** Nil.
**Content** This unit of study aims to provide students with an understanding and awareness of the basic principles of Contract Law, a familiarity with relevant case law and an introduction to the statutory provisions pertinent to the course. The instructional methodology is also aimed at providing students with a format from which they may develop an understanding of legal reasoning as it applies to the analysis of contractual relationships. Topics include: an introduction to the Australian legal system; definition of contract; offer and acceptance; termination of offer; consideration; intention to be legally bound; express terms; statutory and common law implied terms; certainty; mistake; misrepresentation; duress, undue influence and unconscionable conduct; legality of purpose; discharge of contract; remedies for breach of contract.

**Learning Outcomes** On completion of the Unit of Study, students should be able to: Identify the legal issues in a business situation. Students should be able to set out the rights, duties and responsibilities of different parties in a business context; Directly extract the appropriate law from particular statutes and case law; and Have a working knowledge of the law relating to contract issues.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial Attendance, 10%; Assignment (2,500 words), 30%; Examination, 60%.

**BLO1452 TOURISM LAW**
Campus Footscray Park.
**Prerequisite(s)** BLO1105 Business Law.
**Content** This unit of study aims to provide supplementary legal knowledge concerning business practices and fields of law especially relevant to the tourism industry. Topics will include forms of potential business organisations, partnership, company, trust. Trade practice and consumer protection legislation affecting the tourism industry, legal status of persons, nationality and citizenship, domestic restrictions and international conventions on the passage of persons and goods, taxation matters affecting the tourism industry, agency status and liability, negotiable instruments and the international transfer of funds.

**Required Reading** Letimer, P., 1990, Australian Business Law, CCH.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Test, 20%; Assignment, 20%; Examination, 60%.

**BLO2205 CORPORATE LAW**
Campus City Flinders, Footscray Park, Werribee, Sunway-Malaysia.
**Prerequisite(s)** BLO1105 Business Law.
**Content** This unit of study aims to provide students with a sound appreciation of the principles relating to different business organisations. Students will consider non-corporate business forms including associations, sole trader, partnerships, trusts and joint ventures. More particularly, the unit of study aims to provide students with a sound understanding of the principles of company law and to develop their ability to apply those principles to situations they may encounter in their professional lives. Topics covered include: types of companies; registration of a company; corporate personality; corporate veil and lifting the corporate veil; company constitution; contracts made by the company; prospectus provisions; share capital; loan capital and security; directors and officers, directors duties; fraud on the minority and oppression of minority shareholders. It is hoped that the unit of study will also encourage and equip students to proceed to advanced study in the unit of study.
Learning Outcomes This unit is designed to enable students to: Knowledge Distinguish between the legal frameworks for various business structures available for conducting business, in particular partnerships and companies; Understand the types of companies that can be incorporated; Understand the internal constitutional regulation of companies and the external regulatory framework of companies in Australia; Know how companies are incorporated, the effect of incorporation on managers, shareholders and outsiders; Know the rights investors and shareholders and remedies of shareholders when their rights are affected; Understand the duties of directors and other officers and their role in corporate governance; Know the dimensions of corporate governance and implications for law and accounting practice; Know the reporting requirements, the rules regarding fundraising and aspects of external administration; Be aware of reform issues. Skills Appreciate the implications of corporate governance issues on management and accounting practice; Be able to engage in the debate about how best to regulate companies; Use their knowledge to enhance good accounting practice; Further develop analysis, problem solving and critical writing skills; Further develop an ability to undertake independent research; Work co-operatively with others; Reflect on their own learning Attitudes See law as a necessary, practical and positive tool for achieving better management and practice in business; Develop an attitude to learning which views reading, reflection and group discussions as essential to learning; Appreciate creative and innovative ways of thinking and working; and Appreciate a sense of law’s interconnection with other disciplines, society in general as well as its international dimension.


Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 30%; Examination and Tests, 70%.

BLO2206 TAXATION LAW AND PRACTICE
Campus Footscray Park, Werribee, Sunway-Malaysia.
Prerequisite(s) BLO1105 Business law.
Content Students will study the constitutional aspects of taxation, concepts of residence, income, capital, capital gains, deductions, GST, FBT, business taxation and tax avoidance.
Recommended Reading Lehmann and Coleman, Taxation Law in Australia, Butterworths. Woollner, Vella, Le Burn and Chipindale, Australian Taxation Law, (latest edition), CCH.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 30%; Final Examination, 70%.

BLO2207 EMPLOYMENT LAW
Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BLO1105 Business law.
Content The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Employment Law. Topics include: an introduction to Australian labour law; the sources of Australian employment law; the nature of the employment relationship; the content of the contract of employment, express terms, implied terms; recruitment and limits of managerial control over hiring; termination and remedies at common law; statutory remedies for arbitrary termination; preventative legislation; discrimination in employment; occupational health and safety issues; reforming the system.
Learning Outcomes On the completion of this unit students should be expected to: understand the historical development of the contract of employment and appreciate how that development has affected the nature of the contract of employment; be able to demonstrate an understanding of the general principles of the contract of employment; understand the need for and consequences of regulation of the contract of employment, and in particular, of termination of employment; understand the history and the political economy of the legal regulation of health and safety in the workplace; be able to explain, analyse and apply the common law provisions which attempt to regulate the workplace; have a grounding for further development in the fundamental legal skills of analysing, applying, synthesizing and evaluating legal rules and principles, and have developed a system of values pertaining to, and a greater interest in the role of the law in regulating workplace regulations.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.

Assessment Assignments and class work, 50%; Final examination, 50%.

BLO2233 HEALTH AND SAFETY LAW
Campus Footscray Park.
Prerequisite(s) BLO1105 Business law.
Content The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Health and Safety. The unit of study covers introduction to: historical limits of government intervention in health and safety; emerging common law constraints; implied responsibilities and duty of care for employers and employees; the impact of legislation on the duty of care; the constitutional powers of the federal government to affect health and safety in the private sector; corporate and trans national issues in health and safety; compensation issues; possible reforms.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 20%; Final examination and tests, 80%.

BLO2300 COMMERCIAL LAW
Campus Footscray Park, Werribee.
Prerequisite(s) BLO1105 Business Law.
Content To extend the student’s knowledge and understanding of the law of contracts by a study of particular kinds of contracts, and other areas of special interest to commerce, industry and consumers. Topics which will be covered include the law of Implied Terms in relation to Goods, title to Goods, the Trade Practices Act in relation to consumer and business protection, Negligence, Manufacturers’ Liability, Agency Law and Banking Law.
Required Reading Letimer, P., Australian Business Law, (current edn), CCH.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignment, 30%; Examination, 70%.

BLO2401 MUSIC INDUSTRY LAW
Campus Footscray Park.
Prerequisite(s) BEO2403 Introduction to Music Business.
Content This unit of study explains the application of a wide spectrum of laws applicable to the recording and publishing industries, including the law of contract, intellectual property, fair trading, defamation and censorship.
Learning Outcomes At the completion of the unit of study students should be able to explain the main legislative provisions giving copyright protection, copyright implications in various music products including broadcasts, sampling and new digital technologies. Students will also be expected to explain the role of a music publisher and a record company, options in recording and publishing contracts and relevant
The unit of study examines the body of law governing the international and domestic carriage of passengers and goods by air, sea, road and rail. Emphasis is given to the regulatory framework of international civil aviation; the liability of air carriers in the carriage of passengers, baggage and cargo; the international regulatory aspects of shipping and liability in sea transport; and the regulation of road and rail transport. The unit of study reviews the main international transport conventions and their implementation in Australia, where relevant. Specific areas covered include: the legal status of airspace under the Chicago Convention on International Civil Aviation 1944; international conventions for the carriage of passengers and goods including air carriers’ liability under the Warsaw Convention 1929 as amended. Reform of the system the Montreal Protocols and Intercarrier Agreements; the United Nations Convention on the Law of the Sea (UNCLOS) 1982 (establishing rules governing the various uses of the oceans); the London Convention on the Limitation of Liability for Marine Claims 1976 and the Limitation of Liability for Marine Claims Act 1989 (Cth.); the International Maritime Organisation (IMO) Liner Conventions primarily concerning cargo; the Berne Convention on International Railway Transport (COTIF) 1980, domestic railway operations governed by Commonwealth and State legislation, including liability regimes, private operator access to Australian railways; the Geneva Convention on the Contract for the International Carriage of Passengers and Luggage by Road 1973 and Protocol 1978; Road Transport: regulation and liability within Australia, liability for dangerous goods; occupational health and safety; privatisation through toll roads; carriage of goods by land under the Carriers and Linenskeepers Act 1958 (Vic); implications of the Trade Practices Act 1974 (Cth) on carrier liability; border controls, regulatory (Customs and Quarantine) aspects of carriage of goods and persons.

Assessment
Examination, 50%; Presentation, 10%; Two assignments 20% each, 40%.

BLO2406 CYBER LAW
Campus Werribee.
Prerequisite(s) BLO1105 Business Law.
Content
To develop a knowledge, and an understanding in the legal and intellectual property issues that arise in the utilisation of electronic commerce practices within the wider business community; an understanding of the legal consequences and practices that arise from the production, implementation and execution of electronic commerce applications. Topics covered: An introduction to the Internet and Cyberlaw: definition of the internet and electronic commerce; identification of relevant areas of law; identification of current issues; commerce infrastructure issues. Copyright, Trade Mark and Patents Issues in Cyberspace: the status of computer programs and stored electronic data under copyright and patents legislation; fair uses; special statutory protections for electronic database contents; licensing and assignment of rights; Contract: formation of contracts in cyberspace; electronic signatures and their authentication; enforcement of contracts and conflict of laws. Privacy, Anonymity and Censorship: cryptography; criminal law regulation (eg. Fraud, communications decency, pornography, etc); Governance: trade practices issues (Trade Practices Act 1974 (Cth.); liability for security breaches; specialised regulatory schemes e.g. data protection legislation.

Assessment
Presentation, 20%; Research Essay (5,000-8,000 words), 80%.

BLO2501 LAND LAW
Campus Footscray Park.
Prerequisite(s) BLO1105 Business Law.
Content
This unit of study aims to provide students with an understanding of how different cultures place different values on property ownership in general and land ownership in particular, the historical development under the English legal system of the right to land usage and ownership; the significance of land to the Australian Aboriginals; to evaluate recent developments in recognition of Native Title in the Aboriginal communities; to understand the factors which shaped current Native Title rights and possible future developments.

Assessment
Assignment, 40%; Examination, 60%.

BLO2502 TRANSPORT LAW
Campus Footscray Park, Werribee.
Prerequisite(s) BLO1105 Business Law.
Content
The unit of study examines the body of law governing the international and domestic carriage of passengers and goods by air, sea, road and rail. Emphasis is given to the regulatory framework of international civil aviation; the liability of air carriers in the carriage of passengers, baggage and cargo; the international regulatory aspects of shipping and liability in sea transport; and the regulation of road and rail transport. The unit of study reviews the main international transport conventions and their implementation in Australia, where relevant. Specific areas covered include: the legal status of airspace under the Chicago Convention on International Civil Aviation 1944; international conventions for the carriage of passengers and goods including air carriers’ liability under the Warsaw Convention 1929 as amended. Reform of the system the Montreal Protocols and Intercarrier Agreements; the United Nations Convention on the Law of the Sea (UNCLOS) 1982 (establishing rules governing the various uses of the oceans); the London Convention on the Limitation of Liability for Marine Claims 1976 and the Limitation of Liability for Marine Claims Act 1989 (Cth.); the International Maritime Organisation (IMO) Liner Conventions primarily concerning cargo; the Berne Convention on International Railway Transport (COTIF) 1980, domestic railway operations governed by Commonwealth and State legislation, including liability regimes, private operator access to Australian railways; the Geneva Convention on the Contract for the International Carriage of Passengers and Luggage by Road 1973 and Protocol 1978; Road Transport: regulation and liability within Australia, liability for dangerous goods; occupational health and safety; privatisation through toll roads; carriage of goods by land under the Carriers and Linenkeppers Act 1958 (Vic); implications of the Trade Practices Act 1974 (Cth.) on carrier liability; border controls, regulatory (Customs and Quarantine) aspects of carriage of goods and persons.

Assessment
Examination, 50%; Presentation, 10%; Two assignments 20% each, 40%.
points.

Assessment Assignment, 40%; Case presentation, 10%; Final examination, 50%.

**BLO3305 ADVANCED CORPORATE LAW**

**Campus** Footscray Park.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** This unit of study aims to build on the knowledge students have gained in Corporate Law concerning the law relating to business structures and companies. Topics include: the role of the Australian Securities and Investment Commission and the Australian Stock Exchange, takeovers, shareholder rights, corporate groups, effect of privatisation and corporatisation of publicly owned enterprises such as Telstra and the SEC, impact of CLERP and other current issues.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Presentation, 15%; Assignment, 25%; Final Exam, 60%.

**BLO3313 ADVANCED TAXATION LAW AND PRACTICE**

**Campus** Footscray Park.

**Prerequisite(s)** BLO2206 Taxation Law and Practice.

**Content** The aim of the unit of study is to make students aware, at an advanced level, of the principles of taxation studied in BLO2206 Taxation Law and Practice. The unit of study covers: taxation administration, tax avoidance, current problems in taxation an introduction to international taxation and double tax treaties, tax structures and tax planning.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

**BLO3332 ADMINISTRATIVE LAW**

**Campus** Footscray Park.

**Prerequisite(s)** Either BLO1105 Business Law or BLO1101 Australian Legal System in Context.

**Content** The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Constitutional and Administrative law. Topics include: challenging a by-law; introduction to decision-making; appeal procedure and the Federal and Victorian Administrative Appeals Tribunal; ombudsman; ultra vires, reason for decisions, consultation and notice; freedom of information; natural justice; private clauses; remedies; constitutional/administrative law overlap.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Case Presentation 10%, Class Participation, 10%; Examination, 50%.

**BLO3351 LEGAL TOPICS A**

**Campus** Footscray Park.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** This unit of study is designed to assist students in their future careers by enhancing their understanding of certain areas of law, which are of particular relevance in a business context. The topic selection varies but past topics have included the law relating to: intellectual property, securities industry, consumer protection, insurance, employment, bailments and liens, privacy and censorship. Special legal topics have been introduced as required.

**Required Reading** To be advised by lecturer.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper, 50%; Final examination, 50%.

**BLO3352 LEGAL TOPICS B**

**Campus** Footscray Park.

**Prerequisite(s)** BLO1105 Business Law.

**Content** This unit of study is intended to increase students’ knowledge of certain areas of the law, and thereby assist them as participants in the business community. The selection of topics may vary, but includes: alternative dispute resolution; administrative law; the law relating to wills, probate and administration; special legislation which will include an examination of the resolution of disputes under the Family Law Act 1975.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 70%; Research Paper, 30%.

**BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES**

**Campus** City Flinders, Footscray Park.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** The unit of study aims to provide a knowledge of the legal framework within which bank and non-bank financial institutions (NBFIIs) operate, including their regulation under legislation, the general law and the Code of Banking Practice; the assessment and operation of securities accepted by them, and the legal consequences of a borrower’s insolvency. Topics include: the legal setting of the Australian banking system, nature of the banker customer relationship, the conduct of financial institutions and their responsibilities to customers, cheques, negotiable instruments, securities, credit cards and electronic banking services, and insolvency.

**Learning Outcomes** On completion of the unit of study, students should be able to recognise the importance and forms of legal regulation, analyse the legal principles which govern the relationship between financial institutions and their customers, identify potential areas of liability to customers and third parties, and demonstrate their understanding of the legal rules governing negotiable instruments, securities and insolvency.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode equal to 12 credit points.
as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Internal assessment and final examination, 100%.

**BLO5341 CATERING AND HOTEL LAW**
Campus Footscray Park.
Prerequisite(s) BLO1105 Business Law.
Content The aim of the unit of study is not to impart a rigorous legal training but to produce intelligent lay persons informed of the legal obligations, rights and privileges attaching to their future professions. Particular areas of the law to be looked at include various aspects of business law and consumer protection law, liquor control, innkeepers, gaming and food law. This unit of study covers the interpretation, comprehension and application of the body of law affecting the hospitality industry. Although the unit of study does not pretend to be exhaustive, it is hoped that it will provide the student with a working knowledge of where relevant law is to be found, what such law consists of, and how it is practically applied.
Required Reading Vermeesch, R.B. and Lindgren, K.F., Business Law in Australia, CCH.
Recommended Reading Bourke’s, Liquor Law of Victoria, Butterworths. Various other references and Acts of Parliament to be advised.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Tests, assignments and examinations, 100%.

**BLO5400 SPORT AND THE LAW**
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study addresses sport policies and practices in the context of the Australian legal system and the law. An overview of the Australian legal system will be followed by an examination of a number of applied legal issues in sport which include: statutory requirements for sport and sport science institutions, injury liability, duty of care, health and safety, anti-discrimination and equal opportunity, contracts, restraint of trade and other trade practices. Consideration will also be given to the legal implications of the introduction of new communication and medical technologies in sporting organisations and practices, natural justice and sport tribunals, defamation, and contract law.
Learning Outcomes To alert students to the wide range of legal issues involved in sport and recreation; To provide students with an understanding of the legal issues involved in commercial aspects of sport and the running of sporting organisations; To give students confidence to deal with legal issues in sport and recreation, including taking part in discussions and making oral presentations; To teach students the ability to read and write in a law style; and To teach students to become competent consumers of legal advice and to recognise the circumstances when they should seek such advice.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Papers/presentations, 50%; Examinations, 50%.

**BLO5406 LAW FOR EVENTS**
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to examine events regulations/statutes, contracts and agreements, insurance and liabilities (local, national and international), workers awards, compensation, benefits, entitlements, working environment considerations and requirements, impact on local community, with an emphasis on the practitioner’s perspective.
Required Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Minor assignment, 40%; Major assignment, 60%.

**BLO5513 LAW OF EMPLOYMENT**
Campus City Flinders.
Prerequisite(s) Nil.
Content The aims of the unit of study are: to assist students to become familiar with aspects of industrial law required for the vocational aspects; to provide students with an understanding of the skills necessary to deal with legal problems which may arise in the industrial arena. The unit of study includes contract of employment; termination of employment; worker’s safety; and equal opportunity law.
Required Reading To be advised by the Lecturer.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case study 1, 50%; Case study 2, 50%.

**BLO5537 BUSINESS LAW**
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to: provide students with a working knowledge and overview of the legal system- students will understand and be able to speak, write and read in the language and technology of business law; provide students with an appreciation of contract and tort law issues - students in their working life should be able to avoid problem situations, and possibly be more aware of the need for reform in particular areas; and, to enable students to learn the techniques of finding the appropriate law when necessary to apply law to a contract problem. The unit of study includes: an introduction to the law, an examination of the litigation process, avenues of proof, the sources of law in Australia, precedent, the court system and tribunals in Victoria; criminal and the law of tort as it relates to business; a study of the law of negligence with a particular emphasis on professional liability for negligent statements and advice, the definition of a contract and the information of contractual situations examining rules of offer and acceptance etc., termination of offers, rules of consideration, revocation of offer and acceptance, intention to be legally bound, certainty and terms; a study of breach of contract of non-performance of particular terms in the contract; an examination of the different remedies available under the law; the interaction of tort law with contract; statutory schemes relating to contract with particular reference to the Trades Practices Act 1974 (Cth) and to the Goods (Sales and Leases) Act 1981 (Vic); discharge of contract by different occurrences such as frustration, mutual agreement, illegality and mistake.
Learning Outcomes On completion of the unit, students should be able to: identify the contractual legal issues in a business situation. Students should be able to set out the rights, duties and responsibilities of different parties in a business context; directly extract the appropriate law from particular statutes and cases law; and have a working knowledge of the law of contract, negligence and related commercial law issues.
Required Reading Parker, D. and Box, G., Business Law for Business Students, (most recent edition), Thomson Custom Publishing. Latimer, P., Australian Business Law, (most recent edition), CCH.
Recommended Reading Khoury, D. and Yamouni, Y.S., Understanding Contract Law, (most recent edition), LexisNexis Butterworths.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignment, 40%; Examination, 60%.

**BLO5538 COMPANY LAW**
Campus City Flinders, SIESingapore.
Prerequisite(s) BLO5537 Business Law.
Content To provide students with: a working knowledge and overview of company law; an appreciation of the company forms, the advantages and disadvantages attached to this business organisation; and to enable students to learn the techniques of finding the appropriate law when they wish to apply law to a company principle. The unit of study includes: historical background to Corporations Law, registration and its legal effects; types of companies and the process of incorporation; corporate
constitution, fundraising and the protection of investors; corporate management; rights of minority shareholders; law of meetings; takeovers; share capital; loan capital; insolvency.

**Learning Outcomes**

On completion of the unit, students should have an in-depth knowledge and understanding of corporations, their creation, management and winding up. Students will have: An understanding of the principles of corporate law; An understanding of the relevant provisions of the Corporations Act 2001 (Cth) and of the common law and equity; Be able to apply the relevant law relating to the creation, operation and winding up of companies; Be familiar with the contexts in which laws relating to companies are significant; Be able to find the relevant law and law reform proposals relating to companies; Be able to analyse applicable policies underlying rules and principles relating to companies; and Have improved skills in legal research and writing, critical analysis, problem solving, advocacy, client presentation and communication.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Mid-semester test, 20%; Essay, 20%; Final examination, 60%.

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**BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)**

BA0552 Managerial Accounting, BA05543 Accounting Systems and Processes, BLO5537 Business Law, BLO5538 Company Law.

**Content**

To give students a broad insight into the principles involved in the Australian Taxation System; to develop an understanding of the unit of study via an examination of relevant provision of statute, case law, and income tax rulings; to investigate particular topics in sufficient detail to enable the graduate student to appreciate the complexities of taxation legislation and practice that often requires ‘specialist’ analysis. The unit of study includes: constitutional background, concept of income, introduction to the fringe benefits; capital gains tax; deductions; trading stock; taxation of individuals; trusts; partnerships; companies.

**Learning Outcomes**

The aim of this unit is to introduce students to the general principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Assignment, 30%; Examination, 70%.

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**BLO5540 BUSINESS AND COMPANY LAW**

**Campus** City Flinders

**Prerequisite(s)**

Nil

**Content**

This unit will equip the students with knowledge of relevant business rules and regulations to help them in managing business organizations dynamically and efficiently. First, the basic principles of contract law will be explained. This topic comprises the nature and legal consequences of contracts, formation of contracts, legal capacity, performance of contract, breach of contract and remedies. The second part of the unit will specifically discuss relevant laws in relation to company law. The coverage of these topics will be minimal and focused on information literacy since the unit aims to provide the students with general guidelines.

**Learning Outcomes**

At the completion of this unit, students will be able to: • Explain the principles of contract as the core of business transactions. • Identify the pertinent sources of law (statutes or/and case laws) applicable to specific business problems. • Understand the basic requirement of company law. • Apply the principles of company law as an important governance of business entities. • Develop an ability to identify the pertinent sources of law (statutes or/and case laws) applicable to specific problem in company activities.

**Required Reading**

S. Wood Ward 2006 Corporate Law in Principle Law Book Company

**Recommended Reading**

P. Latimer, (2007 Australian Business Law CCH)

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Case Review (500 words) 10%; Assignment (2000 words) 30%; Examination of 3 hrs 60%.

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**BLO5550 LAW FOR THE HOSPITALITY INDUSTRY**

**Campus** City Flinders.

**Prerequisite(s)**

Nil.

**Content**

The unit of study includes: an introduction to the law; an examination of the litigation process and resolution of disputes; the sources of law, precedent and the court system; the law of contract; the law of employment and discrimination; insurance law; innkeepers liability; trade practices and consumer protection; the tort of negligence; liquor licensing including types of licences, licensee’s duties and obligations; gaming law and food law.

**Required Reading**

Atherton, T.C. and Atherton, T.A., 1998, Tourism, Travel and Hospitality Law, LBC.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Presentation, 10%; Research Paper, 30%; Final examination, 60%.

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**BLO5555 INDUSTRIAL LAW**

**Campus** City Flinders.

**Prerequisite(s)**

Nil.

**Content**

This unit of study aims to familiarise students with the legal foundations and operations of the federal industrial relations systems. This unit of study considers the role of the constitution, enforcement, federal tribunals, the laws relating to trade union structure and security, and the right to strike.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Test, 60%; Class Papers, 40%.

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**BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW**

**Campus** City Flinders.

**Prerequisite(s)**

Nil.

**Content**

This unit of study aims to provide students with the ability to demonstrate an ability to understand and interpret the provisions of the Migration Act, Regulations and case law and have the capacity to solve and analyse migration problems at an advanced level.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Assignment, 30%; Examination, 70%.

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**BLO5603 ADMINISTRATIVE LAW AND PRACTICE**

**Campus** City Flinders.

**Prerequisite(s)**

Nil.

**Content**

This unit of study aims to provide students with the ability to develop knowledge and skills in the area of Administrative Law in migration context. Topics include consideration of the institutional framework of modern governments in Australia and the various ideological perspectives on the nature and role of government; understanding of the legislative and administrative system of government; and an appreciation of recent legislation in the field of administrative law with reference to the role of the Ombudsman, AAT Tribunals, freedom of information, and the Courts.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**

To be advised by lecturer.

**Class Contact**

Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Assignment, 30%; Examination, 70%.

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**BLO5604 REFUGEE LAW AND PRACTICE**

**Campus** City Flinders.

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BLOS605 AUSTRALIAN IMMIGRATION LAW
Campus City Queen.
Prerequisite(s) Nil.
Content
This unit of study aims to provide participants with an understanding and a working knowledge of Australian Immigration Law, policy, practice and procedures. It prepares students for professional life as a migration agent with an understanding of the ethics and statutory responsibilities of being a migration agent. Topics include: introduction to Australian legal system, general principles of statutory interpretation, philosophy of the Australian migration system, legislative framework for migration law, and practice; Australian citizenship; research tools and information sources for migration agents; professional codes of conduct, ethics and professional practice; Migration Agents Registration Authority's role and responsibilities.

Learning Outcomes
The unit of study will provide students with the ability to understand and interpret the provisions of the Migration Act and Regulations, case law and policy, and have the capacity to (a) investigate alternatives in applying law, policy and administrative practices and (b) discriminate between ethical and unethical operational practices.

Required Reading

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Assignment (3000 words), 30%; Final examination (3.5 hours duration with 15 minutes reading time), 70%.

BLOS606 AUSTRALIA’S VISA SYSTEM
Campus City Queen.
Prerequisite(s) BLOS605 Australian Immigration Law
Content
This unit of study aims to provide participants with an understanding and a working knowledge of Australian Visa system, their respective requirements and application procedures and the ability to research case law to support submission to government. Topics include: legislative and policy framework for Australia’s visa system; mechanisms of immigration control; key visa classes and their requirements; visa application processes; visa conditions.

Learning Outcomes
On completion of this unit students will demonstrate an ability to: understand and interpret the requirements of the Migration Act and Regulations and relevant Commonwealth Government policy and procedures in relation to the Australian visa system and have the capacity to: identify the appropriate visa to meet a client’s needs; identify the requirements and application procedures for a range of different visas; determine the alternative pathways to meet a client’s needs; research case law.

Required Reading

Recommended Reading

Class Contact
Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Assignment (3000 words), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.
sanctions, appeals and reviews; review and appraise alternative pathways to meet clients needs; formulate appropriate submissions to government on behalf of clients; determine appropriate strategies for providing effective advice to clients.

**Required Reading**
- Practice Manual Victoria, Chapter 14.1
- Recommended Reading
  - Melbourne, Cambridge University Press.
  - Australian Immigration Law Course Notes, FG Legal Pty Ltd and Victoria University. Department of Immigration and
  - Multicultural Affairs publications: Australian Citizenship Instructions; The Procedures Advice Manual; Policy Control Instructions
  - MSF; Administrative Circuits. Immigration Review, Butterworths. Immigration Advice and Rights Centre NSW Immigration

**Class Contact**
- Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Role play (30 minute role play), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

**BLO5608 APPLIED MIGRATION LAW AND PRACTICE**

**Campus**
- City Queen.

**Prerequisite(s)**
- BLO5605 Australian Immigration Law and BLO5606 Australia’s Visa System.

**Content**
- This unit of study aims to provide participants with the knowledge and skills required to practise as a professional migration agent, to plan, deliver and communicate effective migration services for clients. The participants will identify personal and professional development needs and develop learning plans. Topics include: communication skills; working with interpreters; ethics and ethical decision making; submission and letter writing; cultural diversity; fee agreements; contracts; file management; application documentation; Legal Aid and DIMA.

**Learning Outcomes**
- On completion of this unit students will demonstrate an ability to: demonstrate consultancy, advocacy and communication skills required to deal effectively with clients; plan and prepare communication strategies with key stakeholders including clients and government; prepare visa applications; plan, organise and deliver effective migration services.

**Required Reading**

**Class Contact**
- Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Role play (30 minute role play), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

**BLO5738 FINANCIAL INSTITUTIONS LAW**

**Campus**
- City Flinders.

**Prerequisite(s)**
- Nil.

**Content**
- The unit of study examines the following areas: The Australian Financial System: - a review of the regulation of banks and NBFI's; the Reserve Bank and its functions; the regulation and deregulation of the Australian finance industry. The relationship between Financial Institutions and Customers: an examination of the legal character of the relationship; the duties of the customer and of the financial institution; the duty of secrecy and the impact of the Commonwealth Privacy Act and of the Financial Transactions Reports Act on the duty of secrecy; the role of the Code of Banking Practice; the impact of the Trade Practices Act on the dealings of financial institutions with customers and third parties. Consumer Credit regulation under the Consumer Credit Code. Lending and Securites: - a review of bankers' lending criteria and the types and legal characteristics of securities accepted by them - in particular the personal guarantee, mortgage and debenture fixed and floating charges; the enforcement of debts through insolvency or winding-up proceedings; and the enforcement of securities. Payment methods: - this topic covers negotiable instruments (including cheques); consumer and commercial electronic funds transfer and regulation under the EFT Code of Conduct. Law Reform Issues.

**Required Reading**
- To be advised by lecturer.

**Recommended Reading**
- Tyree, A. (latest edition), Banking Law in Australia.

**Class Contact**
- Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Assignments and Internal assessment, 40%; Presentation, 10%; Examination, 50%.

**BLO6502 LAW FOR MANAGEMENT**

**Campus**
- Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)**
- Nil.

**Content**
- An introduction to law, including historical origins of our legal system, the sources of the law, the doctrine of precedent and the court hierarchy, the adversary system. Also examination of types of precedent, the identification of the essential elements in the formation of a contract. Examination of the elements of contract including the distinction between a condition, a warranty and an innominate term. Examination of Misrepresentation, Duress, Undue influence, Unconscionability. Consideration of the concept of a tort and the difference between the types of tort. Different types of business structures; sole traders; partnerships, joint ventures; incorporated and unincorporated associations and company law; a survey of the legal rules regulating administrative action.

**Required Reading**

**Recommended Reading**
- To be advised by lecturer.

**Class Contact**
- Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Class Participation, 10%; Examination, 50%; Assignment, 40%.

**BLO7700 THESIS (FULL TIME)**

**Campus**
- City Flinders.

**Prerequisite(s)**
- Nil.
**BLO7701 THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%.

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**BLO8000 DIS Trusteeship (Thesis) (DBG) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Dissertation, 100%.

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**BLO8001 DIS Trusteeship (Thesis) (DBG) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Dissertation, 100%.

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**BLO8002 PHD RESEARCH (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Unit of study is 48 credit points per semester.

**Assessment** Research thesis, 100%.

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**BLO8003 PHD RESEARCH (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Unit of study is 24 credit points per semester.

**Assessment** Research thesis, 100%.

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**BLO9211 SPORT, LAW AND THE ATHLETE**

**Campus** Sunbury.

**Prerequisite(s)** BLO1005 Business law.

**Content** This unit of study will commence with an introduction to the Australian legal system. It will then proceed to give an overview of the law of contract, which is fundamental to understanding much sports law. The students will then be introduced to those laws that have direct and practical application to every day sports administration, particularly as they apply to the athlete. Topics that will be covered include matters relating to the employment of the athlete including employment law, restraint of trade and equal opportunity and anti-discrimination law. The students will also consider issues of injury and compensation and the potential rights and liabilities that may arise for participants as well as sport and recreation administrators. This will involve consideration of the law of assault, negligence, and related matters. The issues of drugs in sport, challenging the decisions of sporting disputes tribunals and alternative dispute resolution will be considered. Finally students will look at how the athlete may protect their reputation through the law of defamation.


**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Law Report Case Study 10%; Research Assignment 30%, Examination 60%. Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

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**BLO9800 RESEARCH THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please enquire.

**Content** Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Unit of study is 48 credit points per semester.
**Assessment** Research thesis, 100%.

**BLO9801 RESEARCH THESIS (PART TIME)**
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.
Recommended Reading Please enquire
Class Contact Unit of study is 24 credit points per semester.
Assessment Research Thesis, 100%.

**ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS**
Campus City Queen.
Prerequisite(s) Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.
Content This unit of study aims to understand how and when Courts will make use of foreign laws to resolve legal disputes in which such law is raised. The unit of study covers the structure of Conflict of Laws, domicile and residence, jurisdiction of courts at Common Law, staying of actions and declining jurisdiction at Common Law, recognition and enforcement of foreign judgements at Common Law, obligations - contracts and torts, property - immovables and movables, husband and wife, the law of succession and concluding theoretical issues.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Unit study equal to 24 credit points.
Assessment Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5002 NOTARIAL PRACTICE - THEORY**
Campus City Queen.
Prerequisite(s) Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.
Content This unit of study aims to provide an in-depth knowledge of the work of a Notary including notarial acts, Bill of Exchange and other professional functions. This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practice as a Notary.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Unit of study equal to 24 credit points.
Assessment Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5003 COMPARATIVE LAW**
Campus City Queen.
Prerequisite(s) Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.
Content This unit of study aims to gain overview of the world’s legal systems that will assist Public practising in countries in the Asia-Pacific Region, especially those with culturally diverse domestic populations maintaining connections to homelands, concentrating on the role of the Notary in civil law transactions such as the formation of contracts, the assignment of property and other transactions requiring notarial completion.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Unit of study is equal to 24 credit points.
Assessment Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5004 NOTARIAL PRACTICE - PRACTICAL**
Campus City Queen.
Prerequisite(s) Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.
Content This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practise as a Notary. Areas covered include the structure and authority of the profession, characteristics and use of the notarial act including Bills of Exchange and Shipping Protests, and conduct and discipline of the profession including use of interpreters and translations and cultural awareness in dealing with clients from culturally diverse backgrounds.
Class Contact Unit of study is equal to 24 credit points.
Assessment Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.
ASSOCIATE DEGREE IN ENTERPRISE SKILLS

Course Code: BADA

Campus: Footscray Park, City King, Footscray Nicholson and Workplace delivery.

Course Objectives:
To provide students with the skills and conceptual understandings required by entrepreneurial managers and business owners in industries founded on high-level technical skills. To enable students to apply their skills in, and knowledge of selected areas of, business and management to the development of unique approaches to their work as managers or supervisors and to the identification of new business opportunities. To provide students with advanced technical skills in areas relevant to their career aspirations. To enable students to develop effective professional practices such as ethical and accountable approaches to work, reflective practice and strategic self and career management. To enable students to develop the personal and professional attributes required in effective technical workplaces. To enable students to demonstrate insight and entrepreneurial thinking in the performance of management and leadership tasks. To provide the foundational knowledge and skills which will support graduates to continue to manage their professional and learning development including further study at undergraduate or postgraduate level.

Course Duration:
The course is offered over two years on a full-time basis or over four years on a part-time basis.

Admission Requirements:
The entry requirements to the Associate Degree in Enterprise Skills are a trade qualification (Certificate Three or Certificate Four) and at least three years work experience. Applicants with relevant higher level qualifications may have their work experience requirements reduced.

Course Structure:
The course consists of four components: An Individual Professional Development Portfolio (12-24 credit points); A work-based Professional Project (24 credit points); 8 units of enterprise skills units providing the opportunity to combine skills based Vocational Education (VE) units with more conceptual Higher Education (HE) units in enterprise, management and business studies (96 credit points) and 4-5 units of advanced technical skills in an area of technical specialisation relevant to the learner’s work and based on both VE and HE choices (60 credit points). An initial recognition of prior learning (RPL) assessment will be conducted for each student. The RPL process will include a diagnosis of ‘capacity to complete’ and negotiation of an Individual Professional Development Portfolio as a basis for structuring each student’s learning program during their enrolment. If literacy skills development is required this will be incorporated into the Individual Professional Development Portfolio.

Unit Code   Hours

Business and Management Core Units of Study
FNSACCT610A  FNSICIND401A  FNSICGEN301A  FNSICGEN302A

BSBAWM404A  DEVELOP AND USE COMPLEX SPREADSHEETS 20
BSBMMK6408A  CONDUCT MARKET RESEARCH 80
BSBFELM512A  ENSURE TEAM EFFECTIVENESS 60
BSBFELM503B  MANAGE EFFECTIVE WORKPLACE RELATIONSHIPS 60
VBN094  BUSINESS ETHICS AND CORPORATE GOVERNANCE 50
FNSACCT404A

Professional Portfolio    Credit Point  EFTSL  SC Band
Core Units of Study
BMO2300  CAREER PLANNING AND DEVELOPMENT 12 0.1250 3
BBB3100  BUSINESS INTEGRATED LEARNING 12 0.1250 3
BAO3100  THE ENTERPRISE PROJECT 12 0.1250 3
Enterprise Technical Units of Study (choose one of three streams)
Management Stream
BMO1192  BUSINESS COMMUNICATION 12 0.1250 1
BMO4422  INNOVATION AND ENTREPRENEURSHIP 12 0.1250 3
BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT 12 0.1250 3
BMO3220  HUMAN RESOURCE MANAGEMENT 12 0.1250 3
Small Business & Entrepreneurship Stream
BMO1192  BUSINESS COMMUNICATION 12 0.1250 1
BMO4422  INNOVATION AND ENTREPRENEURSHIP 12 0.1250 3
BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT 12 0.1250 3
BMO2181  OPERATIONS MANAGEMENT 12 0.1250 3
People Management Stream
BMO1192  BUSINESS COMMUNICATION 12 0.1250 1
BLT2207  EMPLOYMENT LAW 12 0.1250 1
BMO3323  EMPLOYEE RELATIONS MANAGEMENT 12 0.1250 3
BMO3220  HUMAN RESOURCE MANAGEMENT 12 0.1250 3
Elective Units of Study
Students will select any Higher Education units to the value of 36 Credit Points or any Vocational Education units at Credit Matrix levels 4-6 to the equivalent average learning hours.

NOTE: Courses available to International students are marked with the (I) symbol.
BACHELOR OF BUSINESS (MANAGEMENT) (I)
Course Code: BBBM
Campus Footscray Park, Sunbury, Tianjin-China.

Course Objectives
The course enables students to study a generic Management degree as well as being able to select the more traditional vocational electives of human resource management, management - service and operations or industrial relations.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
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<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
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<td>0.1250</td>
<td>3</td>
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<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study — Management

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<th>Specialisation Units of Study — Management</th>
<th>Credit Point</th>
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<td>BMO3220 HUMAN RESOURCE MANAGEMENT</td>
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<td>BMO2181 OPERATIONS MANAGEMENT</td>
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<td>BMO3292 BUSINESS ETHICS</td>
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Electives
Seven approved electives.

Professional Development Units of Study

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BACHELOR OF BUSINESS (MANAGEMENT/MARKETING) (I)
Course Code: BBMM
Campus Sunbury.

Course Objectives
The course aims to provide students with a broad based general business qualification and provide a framework on which participants can build personal competencies. The course will allow graduates to engage effectively in the management process and utilise a broad range of professional managerial and marketing competencies.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development...
Core Units of Study

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Specialisation Units of Study – Marketing

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Specialisation Units of Study – Service Management

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Specialisation Units of Study – Human Resource Management

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Professional Development Units of Study

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BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT) (I)

Course Code: BBRM

Campus: Footscray Park, Sunbury.

Course Objectives

The course will provide students with the opportunity to specialise in human resource management while still being able to select electives in the more generic management and vocational fields of industrial relations and management - service and operations.

Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
FACULTY OF BUSINESS AND LAW

Credit Point  EFTSL  SC Band
BEO1106  BUSINESS STATISTICS  12  0.1250  3
BHO1171  INTRODUCTION TO MARKETING  12  0.1250  3
BLO1105  BUSINESS LAW  12  0.1250  1
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12  0.1250  3

Specialisation Units of Study – Human Resource Management
BLO2207  EMPLOYMENT LAW  12  0.1250  1
BMO3220  HUMAN RESOURCE MANAGEMENT  12  0.1250  3
BMO3323  EMPLOYEE RELATIONS MANAGEMENT  12  0.1250  3
BMO3324  CONSULTING AND COUNSELLING  12  0.1250  3
BMO3325  HUMAN RESOURCES MANAGEMENT EVALUATION  12  0.1250  3
BMO3420  HUMAN RESOURCE INFORMATION SYSTEMS  12  0.1250  3
BMO3476  TRAINING AND DEVELOPMENT  12  0.1250  3

Electives
Seven approved electives.

Professional Development Units of Study
BFP1001  PROFESSIONAL DEVELOPMENT 1  12  0.1250  3
BFP2001  PROFESSIONAL DEVELOPMENT 2  12  0.1250  3
BFP3001  PROFESSIONAL DEVELOPMENT 3  12  0.1250  3

BACHELOR OF BUSINESS (STRATEGIC AND FINANCIAL MANAGEMENT)
Course Code: BBSF
This course is NOT available to commencing students.
Campus Footscray Park, Sunway-Malaysia.

Course Objectives
The course aims to provide students with a focused program designed to develop strong knowledge, skills and competencies in strategic management and financial management.

Course Duration
The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.
Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.
Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

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Specialisation Units of Study – Management

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Specialisation Units of Study – Accounting

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Professional Development Units of Study  

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**BACHELOR OF BUSINESS (HONOURS) (MANAGEMENT) (I)**

**Course Code:** BHBM  
**Campus:** City Flinders.  

**Course Objectives:** The course provides students with an opportunity to undertake advanced theoretical studies and gain supervised research experience which will enhance their competencies in their chosen vocational field. The course also aims to provide students with an understanding and awareness of the technical, professional and ethical requirements of their chosen area of specialisation and business in general.  

**Course Duration:** The course is offered on a full-time basis over one year and on a part-time basis over two years. Students must complete 96 credit points through academic study in order to graduate. The research thesis has a total value of 48 credit points; all other units of study carry a value of 12 credit points.  

**Admission Requirements:** To qualify for admission to the course students must have completed an undergraduate degree with a specialisation in the management discipline or equivalent.

**Course Structure:**

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**MASTER OF BUSINESS (INDUSTRIAL RELATIONS AND HUMAN RESOURCE MANAGEMENT)**

**Course Code:** BMAI  
**Campus:** City Flinders.  

**Course Objectives:** The primary educational aim of the course is to provide students with an understanding of the fundamental concepts and skills in relation to industrial relations and human resource management. The course enables students to build upon these fundamentals by offering the choice of either structured advanced learning in specialised areas relevant to their professional practice, or the development of research skills applied through a minor thesis relevant to their professional needs and practice.  

**Course Duration:** The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis, which carries a total value of 36 credit points. Students must complete 144 credit points to graduate.  

**Admission Requirements:** To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with industrial relations/human resource management, or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure:**  
The course may comprise (a) twelve coursework units of study or (b) thesis and nine coursework units of study:

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<tr>
<td>BM06625</td>
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<td>12</td>
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<tr>
<td>plus one of the following options:</td>
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**Coursework Option:**  

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<th>SC Band</th>
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<tr>
<td>BM05572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
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<tr>
<td>BM06513</td>
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<td>BM06630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>plus four electives from the elective units of study listed below</td>
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**Thesis Option:**  

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<th>EFTSL</th>
<th>SC Band</th>
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<tr>
<td>BM07700</td>
<td>THESIS (FULLTIME)</td>
<td>36</td>
<td>0.3750</td>
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<tr>
<td>or</td>
<td>BM07701 THESIS (PART TIME)</td>
<td>18</td>
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<td>3</td>
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<tr>
<td>plus two electives from the following list:</td>
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<td></td>
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</table>

**Electives:**
On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Industrial Relations/Human Resource Management. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Industrial Relations/Human Resource Management.

### MASTER OF CONTRACTING AND PROJECT MANAGEMENT (I)

**Course Code:** BMCP

This course is NOT available to commencing students.

**Campus City Flinders.**

**Course Objectives**

Graduating students will have a conceptual understanding of relevant models, modes of analysis and techniques for understanding and carrying out contract management, program and project management, and procurement. They will also have developed the ability to apply and evaluate these models, modes of analysis and technique in the context of the legal, ethical and accountability requirements of the public sector.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each subject carries a value of 12 credit points with the exception of the thesis component, which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**

For admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In order to fulfil these requirements applicants may be required to undertake additional or preliminary study as determined by the course co-ordinator.

In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The Master of Contracting and Project Management by Coursework comprises 12 units of study:

- four units of study from list A below;
- five units of study from list B below;
- plus three units of study from list B or C below.

The Master of Contracting and Project Management by Coursework and Thesis comprises 9 units of study plus a minor thesis:

- four units of study from list A below;
- five units of study from list B below including Business Research Methods;
- thesis.

**List A - Core Public Management units of study**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
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<td>BMO6510</td>
<td>GOVERNMENT AND BUSINESS RELATIONS</td>
<td>12</td>
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<tr>
<td>BEO6562</td>
<td>ECONOMICS OF PUBLIC ENTERPRISE</td>
<td>12</td>
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<tr>
<td>BEO5522</td>
<td>PUBLIC SECTOR ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
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<tr>
<td>or</td>
<td></td>
<td></td>
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<tr>
<td>BMO6506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>BMO5520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
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**List B - Contract Management units of study**

<table>
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<tr>
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<td>BLO5537</td>
<td>BUSINESS LAW</td>
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<tr>
<td>BMO5519</td>
<td>CONTRACT AND PROCUREMENT MANAGEMENT</td>
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<td>BMO5570</td>
<td>PURCHASING, SUPPLIER CHOICE AND EVALUATION</td>
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<td>BMO5602</td>
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<td>BMO5601</td>
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List C - Electives

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>BAO5528</td>
<td>ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
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<tr>
<td>BAO5735</td>
<td>ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
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<tr>
<td>BMO5505</td>
<td>BUSINESS TO BUSINESS MARKETING</td>
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<tr>
<td>BM0547</td>
<td>EMPLOYEE DEVELOPMENT AND CHANGE</td>
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<td>BM0575</td>
<td>PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
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Thesis

<table>
<thead>
<tr>
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<tbody>
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<td>0.375</td>
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<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BM07701</td>
<td>THESIS (PART TIME)</td>
<td>18</td>
<td>0.188</td>
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</table>

On completion of eight approved units of study, students who choose to exit the course will be eligible for the Graduate Diploma in Contracting and Project Management. On completion of four approved units of study, students who choose to exit the course will be eligible for the Graduate Certificate in Business.

MASTER OF BUSINESS (WORKPLACE DISPUTE RESOLUTION) (I)

Course Code: BM0R

Campus City Flinders.

Course Objectives
The course aims to provide students with the skills, knowledge and understanding of the theories and issues surrounding workplace conflict resolution and to enable them to practise as professionals in the field.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with management in a health industry or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course may comprise (a) twelve coursework units of study or (b) minor thesis, equivalent to 36 credit points, and nine coursework units of study:

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BLB556</td>
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<tr>
<td>BMO520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
<td>0.125</td>
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<tr>
<td>BMO533</td>
<td>ORGANISATION CONSULTING AND COUNSELLING</td>
<td>12</td>
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<tr>
<td>BMO544</td>
<td>INDUSTRIAL RELATIONS</td>
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<td>0.125</td>
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<tr>
<td>BMO538</td>
<td>PROFESSIONAL ADVOCACY</td>
<td>12</td>
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<tr>
<td>BMO567</td>
<td>MANAGING WORKPLACE CONFLICT</td>
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<td>0.125</td>
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<tr>
<td>BMO630</td>
<td>BUSINESS RESEARCH METHODS</td>
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</table>

plus either:

Coursework Option
Choose four elective units of study from Elective list below.

Thesis Option

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BM07700</td>
<td>THESIS (FULLTIME)</td>
<td>36</td>
<td>0.375</td>
<td>3</td>
</tr>
<tr>
<td>or</td>
<td></td>
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</tr>
<tr>
<td>BM07701</td>
<td>THESIS (PART TIME)</td>
<td>18</td>
<td>0.188</td>
<td>3</td>
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</table>

plus one elective unit of study from Elective list below:

Electives

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tr>
<td>BLB557</td>
<td>COMMERCIAL ARBITRATION LAW</td>
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<tr>
<td>BLO513</td>
<td>LAW OF EMPLOYMENT</td>
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<tr>
<td>BMO537</td>
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<td>BMO547</td>
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<td>BMO550</td>
<td>CONTEMPORARY EMPLOYMENT SYSTEMS</td>
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<td>HUMAN RESOURCE MANAGEMENT</td>
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<td>BMO566</td>
<td>OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
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<td>BMO568</td>
<td>TEAMWORKING</td>
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<td>0.125</td>
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<tr>
<td>BMO569</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
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<td>BMO509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
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<td>BMO623</td>
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<td>BM0744</td>
<td>READINGS IN LABOUR STUDIES</td>
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</table>

On completion of four units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.
MASTER OF BUSINESS (HEALTH INDUSTRY MANAGEMENT) (I)

Course Code: BMHI

Campus City Flinders.

Course Objectives
The course aims to provide students with specialised professional education and skills for those working in management roles in the health industry, or aspiring to such roles. This includes two groups: first, general managers who do or who plan to work in the health industry, and who need management expertise tuned to the characteristics of that industry. This includes those in positions such as managers of health practices, managers in hospitals, and managers in other health service delivery organisations, and for those aspiring to these roles. Second, health professionals who are moving into more general management roles in the health industry. The course brings together a range of knowledge and skills that are needed by such managers. It provides a strong foundation in management, business and professional practice skills. It builds on this with specialised studies in advanced areas of management and business, and with options in specific health industry specialisations. It has options specifically for public sector and for private sector managers.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma (or equivalent) and be employed in or intend to be employed in a position associated with management in a health industry. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course may comprise (a) twelve coursework units of study or (b) minor thesis, equivalent to 36 credit points, and nine coursework units of study:

Core Units of Study
- Choose four approved elective units of study.

or

Thesis Option
- Choose four approved elective units of study.

plus one of the following units:

BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS
BAO6504 ACCOUNTING FOR MANAGEMENT
BLO5537 BUSINESS LAW
BM05522 HUMAN RESOURCES AND EMPLOYEE RELATIONS
BM06513 PROFESSIONAL PRACTICE AND ETHICS
BM06514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES
BM06630 BUSINESS RESEARCH METHODS

plus one of the following units:

BEO5522 PUBLIC SECTOR ECONOMICS
BE06600 BUSINESS ECONOMICS

or an elective unit (may be taken only by students who have basic organisational and management knowledge), as approved by the course co-ordinator.

plus either:

Coursework Option
Choose four approved elective units of study.

or

Thesis Option
- BM07700 THESIS (FULLTIME)
- BM07701 THESIS (PART TIME)

plus one approved elective unit of study.

MASTER OF BUSINESS (MANAGEMENT PRACTICE) (I)

Course Code: BMMP

This course is NOT available to commencing students.

Course Objectives
This course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing this course will be equipped to manage change programs, to implement teams in their organisations, to lead projects, to counsel and nurture staff, to think strategically and to set the conditions for innovative practice, to manage operations and to understand the practice of management in general. Depending on the specialist area selected the course offers graduates opportunities to change their career orientation into change management, organisation development, operations and supply chain management, public sector management, innovation and knowledge management, human resource management or industrial relations management.

Course Duration
The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a value of 36 credit points. Students must complete 144 credit points in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In order to fulfil these requirements applicants may be required to undertake additional or preliminary study as determined by the course co-ordinator. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The Master of Management Practice by Coursework comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives.
The Master of Management Practice by Coursework and Thesis comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis.

Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

### Management Practice Units of Study

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
<td>BMO5520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
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<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
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<tr>
<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
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<td>OPERATIONS AND SERVICE MANAGEMENT</td>
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### Specialisation Support Units of Study

Select two units of study from the list below:

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<tr>
<th>Unit Code</th>
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<td>BMO5568</td>
<td>TEAMWORKING</td>
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<td>0.1250</td>
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</tr>
<tr>
<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

### Specialisations

There are six specialisation streams within the Management Practice Program.

You can select the specialisation that best suits your career aspirations.

#### Change Management and Organisation Development

This specialisation introduces students to the diverse and rapidly growing knowledge and competencies that are required for a manager to effectively lead a change management program.

This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5533</td>
<td>ORGANISATION CONSULTING AND COUNSELING</td>
<td>12</td>
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<tr>
<td>BMO5547</td>
<td>EMPLOYEE DEVELOPMENT AND CHANGE</td>
<td>12</td>
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<tr>
<td>BMO5567</td>
<td>MANAGING WORKPLACE CONFLICT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5573</td>
<td>CHANGE EVALUATION FOR BUSINESS EXCELLENCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

#### Government and Business Management

This specialisation complements the core managerial competencies of the Masters Program with the leadership, analytical skills and other competencies required to equip managers with the skills that they require to advance their careers.

This program is designed for those who work in the public sector, service provider corporations and the government relations areas of private corporations.

This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO6510</td>
<td>GOVERNMENT AND BUSINESS RELATIONS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO6512</td>
<td>INTERNATIONAL POLICY STUDIES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

#### Human Resource Management

This specialisation aims to expose students to contemporary knowledge in the discipline of Human Resource Management and to promote a strategic approach to management of Human Resources. This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5564</td>
<td>HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BMO5565</td>
<td>HUMAN RESOURCE INFORMATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
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</tbody>
</table>

#### Industrial Relations

This specialisation aims to expose students to contemporary knowledge in the discipline of Industrial Relations and promote effective skills in the resolution of employee relations problems. This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
<td>BMO5544</td>
<td>INDUSTRIAL RELATIONS</td>
<td>12</td>
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<td>BMO5548</td>
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<td>MANAGING WORKPLACE CONFLICT</td>
<td>12</td>
<td>0.1250</td>
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</tbody>
</table>

#### Innovation and Knowledge Management

This specialisation aims to provide an overview of the fields of innovation and knowledge management and promotes a strategic approach to the management of knowledge and innovation. This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credit Point</th>
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<th>SC Band</th>
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<tr>
<td>BMO5650</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
<td>12</td>
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<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

#### Operations and Supply Chain Management

This specialisation studies the management of manufacturing, logistics and service companies. It combines strategic and practical approaches to decisions in areas such as
as capacity, quality and information systems. This specialisation includes at least two of the following units of study:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5574</td>
<td>SUPPLY CHAIN AND LOGISTICS MANAGEMENT</td>
<td>12</td>
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<tr>
<td>BMO5575</td>
<td>PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
<td>12</td>
<td>0.125</td>
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</tr>
<tr>
<td>BMO5576</td>
<td>OPERATIONS AND LOGISTICS STRATEGY</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives

With the agreement of course co-ordinator, you may select electives from any of the above specialisations that are not part of your program, plus any of the following units of study:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BAO6504</td>
<td>ACCOUNTING FOR MANAGEMENT</td>
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<tr>
<td>BC0653</td>
<td>MANAGEMENT OF INFORMATION TECHNOLOGY</td>
<td>12</td>
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</tr>
<tr>
<td>BLO5513</td>
<td>LAW OF EMPLOYMENT</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BLO6502</td>
<td>LAW FOR MANAGEMENT</td>
<td>12</td>
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<tr>
<td>BMO5555</td>
<td>INTERNATIONAL EMPLOYEE RELATIONS</td>
<td>12</td>
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<td>3</td>
</tr>
<tr>
<td>BMO5557</td>
<td>TOPICS IN EMPLOYEE RELATIONS MANAGEMENT</td>
<td>12</td>
<td>0.125</td>
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</tr>
<tr>
<td>BMO5550</td>
<td>CONTEMPORARY EMPLOYMENT SYSTEMS</td>
<td>12</td>
<td>0.125</td>
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</tr>
<tr>
<td>BMO5551</td>
<td>OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BMO5566</td>
<td>READINGS IN LABOUR STUDIES</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
<tr>
<td>BMO7744</td>
<td>READINGS IN LABOUR STUDIES</td>
<td>12</td>
<td>0.125</td>
<td>3</td>
</tr>
</tbody>
</table>

Thesis

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>or</td>
<td></td>
<td>18</td>
<td>0.188</td>
<td>3</td>
</tr>
</tbody>
</table>

On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Management Practice. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF BUSINESS (MANAGEMENT) (I)**

Course Code: BMMT

Campus City Flinders.

Course Objectives

This course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing this course will be equipped to manage change programs, to implement teams in their organisations, to lead projects, to counsel and nurture staff, to think strategically and to set the conditions for innovative practice, to manage operations and to understand the practice of management in general. Depending on the specialist area selected the course offers graduates opportunities to change their career orientation into change management, organisation development, operations and supply chain management, public sector management, innovation and knowledge management, human resource management or industrial relations management.

Course Duration

The course may be offered on a full-time basis over three semesters of part time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a total value of 36 credit points. Students must complete 144 credit points in order to graduate.

Admission Requirements

To qualify for admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

The Coursework option comprises 12 units of study. Students are required to select either the Generic Management Stream or one of the Specialisation Streams and complete: Two Core units of study, Four Foundation Units of Study, Four units of study from the Specialisation Units of Study, and two electives. For students who choose the Generic Management Stream, The Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study: Seven Foundation Units of Study including BMO6630 Business Research Methods; and the Thesis. For students who choose one of the Specialisation Streams, the Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study; Four Foundation Units of Study including BMO6630 Business Research Methods; Three Specialisation Units of Study; and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

**MASTER OF BUSINESS IN MANAGEMENT COURSE WORK STRUCTURE**

**GENERIC MANAGEMENT STREAM**

This specialisation is offered to students who do not wish to specialise in their management masters program. This generic stream complements the core managerial competencies of the Masters Program with the leadership, analytical skills and other competencies required to equip managers with the skills that they require to advance their careers.
SCHOOL OF MANAGEMENT

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5650</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5566</td>
<td>OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
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<tr>
<td>BMO6624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
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<tr>
<td>BMO6513</td>
<td>PROFESSIONAL PRACTICE AND ETHICS</td>
<td>12</td>
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<tr>
<td>BMO6630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
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</tr>
</tbody>
</table>

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

**SPECIALISATION STREAM: CHANGE MANAGEMENT AND ORGANISATION DEVELOPMENT**
This specialisation introduces students to the diverse and rapidly growing knowledge and competencies that are required for a manager to effectively lead a change management program.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
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<td>3</td>
</tr>
<tr>
<td>BMO6623</td>
<td>STRATEGIC ANALYSIS AND DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

**Foundation Units of Study**
Students select FOUR Units of Study from the following list:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5522</td>
<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BMO5601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
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<td>MANAGING ORGANISATION KNOWLEDGE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5568</td>
<td>TEAMWORKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BMO5572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<td>BMO6624</td>
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<td>0.1250</td>
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<tr>
<td>BM06630</td>
<td>BUSINESS RESEARCH METHODS</td>
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</table>

**Specialisation Units of Study**
Select FOUR Units of Study from the following list:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO6533</td>
<td>ORGANISATION CONSULTING AND COUNSELLING</td>
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<td>0.1250</td>
<td>3</td>
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<tr>
<td>BMO5547</td>
<td>EMPLOYEE DEVELOPMENT AND CHANGE</td>
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<tr>
<td>BMO5567</td>
<td>MANAGING WORKPLACE CONFLICT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<td>BMO5573</td>
<td>CHANGE EVALUATION FOR BUSINESS EXCELLENCE</td>
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</tr>
<tr>
<td>BMO6624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

**SPECIALISATION STREAM: PUBLIC SECTOR MANAGEMENT**
This program is designed for those who work in the public sector, service provider corporations and the government relations areas of private corporations.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5520</td>
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<td>0.1250</td>
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</tr>
<tr>
<td>BMO6623</td>
<td>STRATEGIC ANALYSIS AND DECISION MAKING</td>
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**Foundation Units of Study**
Students select FOUR Units of Study from the following list:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<th>SC Band</th>
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<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
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<tr>
<td>BMO5601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
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<td>TEAMWORKING</td>
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<td>BUSINESS RESEARCH METHODS</td>
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**Specialisation Units of Study**
Select FOUR Units of Study from the following list:

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<th>Credit Point</th>
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<tr>
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<td>BMO6630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
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<td>3</td>
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</tbody>
</table>

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.
SPECIALISATION STREAM: HUMAN RESOURCE MANAGEMENT
This specialisation aims to expose students to contemporary knowledge in the
discipline of Human Resource Management and to promote a strategic
approach to management of Human Resources.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
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<tr>
<td>BMO5520</td>
<td>12</td>
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</tr>
<tr>
<td>BMO6623</td>
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<td>BMO5564 Human Resource Management</td>
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<td>BMO5565 Human Resource Information Systems</td>
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<td>BMO5572 Strategic Human Resource Management</td>
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<td>BMO5567 Managing Workplace Conflict</td>
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<tr>
<td>BMO5544 Industrial Relations</td>
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<td>BLO5513 Law of Employment</td>
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</table>

| Electives | | |
|-----------| | |
| Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure. | | |

SPECIALISATION STREAM: INNOVATION AND KNOWLEDGE MANAGEMENT
This specialisation aims to provide an overview of the fields of innovation and
knowledge management and promotes a strategic approach to the
management of knowledge and innovation.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
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<tr>
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<tr>
<td>BMO5522 Human Resources and Employee Relations</td>
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<tr>
<td>BMO5533 Organisational Consulting and Counselling</td>
<td>12</td>
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<tr>
<td>BMO5568 Teamworking</td>
<td>12</td>
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<td>BMO5572 Strategic Human Resource Management</td>
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<td>BMO5567 Managing Workplace Conflict</td>
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<td>BMO5544 Industrial Relations</td>
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<td>BLO5513 Law of Employment</td>
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<td>BMO6630 Business Research Methods</td>
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<tr>
<td>BMO5577 Competitive Innovation Management</td>
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<td>BMO5650 Managing Organisational Knowledge</td>
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<tr>
<td>BMO6822 Managing Innovation and Entrepreneurship</td>
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<td>BMO5602 Business Project Management</td>
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<td>BMO6624 Organisational Change Management</td>
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</tbody>
</table>

| Electives | | |
|-----------| | |
| Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure. | | |

SPECIALISATION STREAM: OPERATIONS AND SUPPLY CHAIN MANAGEMENT
This specialisation studies the management of manufacturing, logistics and service
companies. It combines strategic and practical approaches to decisions in
areas such as capacity, quality and information systems.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>Compulsory</td>
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### Foundation Units of Study

Students select FOUR Units of Study from the following list:

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<tr>
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<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
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<td>BMO5533</td>
<td>ORGANISATION CONSULTING AND COUNSELLING</td>
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<td>BMO5568</td>
<td>TEAMWORKING</td>
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<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
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<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
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<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
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<td>ORGANISATION CHANGE MANAGEMENT</td>
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<td>BMO6513</td>
<td>PROFESSIONAL PRACTICE AND ETHICS</td>
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<td>BMO6630</td>
<td>BUSINESS RESEARCH METHODS</td>
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### Specialisation Units of Study

Select FOUR Units of Study from the following list:

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<td>SUPPLY CHAIN AND LOGISTICS MANAGEMENT</td>
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<td>BMO5575</td>
<td>PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
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<td>BMO5576</td>
<td>OPERATIONS AND LOGISTICS STRATEGY</td>
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<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
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### Electives

Students select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

<table>
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<tr>
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<td>PERFORMANCE MANAGEMENT AND REWARDS</td>
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<td>OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
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<td>READINGS IN LABOUR STUDIES</td>
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### THESIS

Students who choose to exit this course will be eligible to receive the Graduate Diploma in Management. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

### DOCTOR OF PHILOSOPHY (I)

**Course Code:** BPM

**Campus:** City Flinders

**Course Objectives:**

The Doctor of Philosophy undertaken purely by research is available within the School of Management. Academic staff with suitable qualifications and proven research skills supervise students undertaking management, industrial relations and human resource management related projects.

**Course Duration:**

The course normally requires four years of full-time study or part-time equivalent.

<table>
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<th>Course Structure</th>
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<tr>
<td>BMO08003</td>
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**DOCTOR OF PHILOSOPHY (I)**

**Course Code:** BPPM

This course is not available to commencing students.

**Campus:** City Flinders

**Course Objectives:**

The Doctor of Philosophy undertaken purely by research is available within the School of Management. Academic staff with suitable qualifications and proven research skills supervise students undertaking management, industrial relations and human resource management related projects.

**Course Duration:**

The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.
Course Structure

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<td>BMO8003 PhD (RESEARCH) (PART TIME)</td>
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**MASTER OF BUSINESS [BY RESEARCH] (I)**

Course Code: BRAM

**Campus** City Flinders

**Course Objectives**

The Master of Business by Research can be offered by the School of Management. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**

The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

**Course Structure**

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<td>or</td>
<td>BMO9801 RESEARCH THESIS (PART TIME)</td>
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SUBJECTS

Below are subject details for courses offered by the School of Management in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR
Campus City Flinders, Footscray Park, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.
Prerequisite(s) Nil.
Content The aims of this unit of study are to provide students with an understanding of organisational behaviour and management theory; to assess critically the underlying values of these theories; to assess critically the utility and application of the management practices informed by these theories in the Australian context; and to analyse critically the values of Australian managers concerning behaviour in organisations and to evaluate the effectiveness of these assumptions. This unit of study includes the following topics: overview of the development of organisation/management theory; analysis of scientific management, human relations theory; individual behaviour/perception, personality, learning, motivation; group behaviour: group dynamics, conflict resolution, leadership, concentrating an Australian case studies and incorporating a consideration of issues of gender, ethnicity and age; applications of management/organisation theory in Australia; communication processes, and quality of working life.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Three internal assessment tasks, 50%; Final examination, 50%.

BM01110 MANAGING KNOWLEDGE
Campus Footscray Park, Sunbury.
Prerequisite(s) Nil.
Content This unit of study aims to provide students with an understanding of the significance of knowledge within organisations. The topics included are: information and knowledge, sources and forms of knowledge, organisational memory and learning, developing knowledge systems, documenting knowledge, documents in electronic environments, knowledge management tools, aligning knowledge management and business strategy, culture and change, selling and measuring knowledge management; and using knowledge for competitive advantage.
Learning Outcomes Students will gain and understanding of the significance of the knowledge within organisations; the tools and strategies that can be used to manage knowledge; and the growing importance of knowledge to competitive advantage.
Required Reading Debowski, S., 2006, Knowledge Management, John Wiley and Sons, Australia.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class Assignments, 60%; Final examination, 40%.

BM01192 BUSINESS COMMUNICATION
Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) Nil.
Content The aims of this unit of study are to develop an understanding of the principles of effective business communication and to develop and integrate oral and written communication skills so as to enhance organisational communication ability. This unit of study includes the following topics: How is business communication relevant?; communication systems within organisations; the structure and organisation of business documents; the problem solving approach to effective communication; logic and reasoning in organisational communication; improving communication competence; the process of writing; oral presentations, improving listening skills, design and editing; academic writing and referencing; non-verbal communication; teams, meetings and collaborative writing; intercultural communication.
Learning Outcomes The aim of this Unit of Study is to give some information to guide learning, and to provide opportunities for practice and reflection so that the students can take charge of their own development.
Class Contact Equivalent to three hours per week. Normally to be delivered as a two-hour workshop and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class assignments, 60%; Examination, 40%.

BM02181 OPERATIONS MANAGEMENT
Campus Footscray Park.
Prerequisite(s) Nil.
Content The aim of this unit of study is to enable business graduates to co-ordinate the operations functions effectively. This requires an understanding of both the activities involved in the operations function and the decision making techniques needed to control it. This unit of study includes the following topics: definition of operations function in manufacturing and service industries; the planning and control of the operations process; application of analytical methods and techniques to production.
Learning Outcomes On completion of this unit, students should be able to demonstrate: An overall appreciation of the operations function and its management in manufacturing and service industries and their supply channels; Insight into integration of the operations function with supply chain partners & business functions; and A practical grounding in the planning and running of the production, logistics and service systems.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Individual assignments and Quiz tests, 15%; Group case presentations and class discussion, 10%; Individual major report, 25%; Final examination, 50%. To successfully pass this unit of study, a minimum mark of at least 40% must be achieved in the final examination and a mark of at least 50% for the major report.

BM02182 ENTREPRENEURIAL BUSINESS MANAGEMENT
Campus Footscray Park.
Prerequisite(s) BA02100 Introduction to Small Enterprise.
Content This unit of study considers the application of managements studies to the small enterprise sector. Topics include comparative business structures; characteristics of small business owner managers; employee relations and training issues in small firms; business planning; and technology and small enterprise management.
Learning Outcomes On completion of the unit, students should be able to: Understand the application of management theory to entrepreneurial business, and Appreciate the key skills required by managers when evaluating the key issues in operating an entrepreneurial enterprise.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 50%; Examination, 50%.
BMO2183 ENTREPRENEURIAL BUSINESS ISSUES
Campus Footscray Park.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content This unit of study aims to introduce students to a deeper understanding of a range of issues important to the success of entrepreneurial business. Topics include opportunity recognition; business planning; innovative marketing; entrepreneurial management issues and franchising.
Required Reading Cases and readings to be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignment, 50%; Examination, 50%.

BMO2271 ORGANISATIONS
Campus Footscray Park, Werribee.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content This unit of study examines the practices and functioning of organisations at micro levels, with an emphasis on how the individual interacts and impinges on such organisational settings. It is designed specifically to provide students with practical skills and a better understanding of themselves as people which will enable them to be more effective managers. The topics covered in this unit of study include: personality, social perception, group dynamics, motivation and the management of personal behaviour such as stress management, conflict negotiation and career management strategies.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Major assignment, 35%; Presentation, 15%; Final examination, 50%.

BMO2281 DESIGN OF THE PRODUCTIVE SYSTEM
Campus Footscray Park.
Prerequisite(s) BMO2184 Operations Support Systems
Content The aim of this unit of study is to familiarise students with the tools and techniques currently employed to aid manufacturers in a wide variety of production processes. This unit includes the following topics: computer integrated manufacturing (CIM), in various industries; future trends; development and obstacles to the implementation of CIM; fundamental concepts in applying CIM to manufacturing and its automation; the role of CAD/CAM, group technology; process planning; robotics; materials requiring planning and inventory control in CIM; planning, implementation and management of CIM; the use of flexible manufacturing systems; design of value engineering and quality into production; concepts and value of definition requirements via specifications and definition of requirements via specifications and documentation; product and development evaluation, including safety, efficiency and reliability testing.
Class Contact Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules: or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments and case study, 30%; laboratory work, 20%; Final examination, 50%.

BMO2300 CAREER PLANNING AND DEVELOPMENT
Campus Footscray Park, Sunbury.
Prerequisite(s) Nil.
Content This unit of study provides students with essential background knowledge in order to inform their career development. It takes a dual focus, examining at the individual level career development theory in the context of the career choices people make, and their involvement in work, while at the social level it examines the way work has developed and will change in the future. Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the Graduate labour market. Topics include: history and sociology of work; forecast future trends in the nature of work; career development theory; self awareness; understanding change in the context of transition to work; organisational versus professional loyalty; career decision making; career strategic planning; politics, culture and legislation of work and advanced job seeking skills.
Learning Outcomes Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the graduate labour market.
Required Reading Frehse, W., 2003, Manage your own Career, Pearson Education, Australia.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Group presentations, 20%; Employer research and Sample job application, 30%; Career Strategic Plan and workshop exercises, 50%.

BMO2354 CONFERENCES AND MEETINGS MANAGEMENT
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aims of the unit of study are to develop understanding and competencies related to the principles and processes required to effectively plan, manage and evaluate conferences and meetings. This unit includes the following topics: principles and practices of planning processes; planning, conducting, managing and evaluating conferences; planning, conducting, managing and evaluating meetings.
Learning Outcomes Students should be able to: demonstrate an understanding of the planning process; demonstrate an understanding of the principles and processes involved in planning, conducting and evaluating conferences and meetings; demonstrate expert competences in order to effectively plan, conduct and evaluate conferences and meetings; and professionally carry out a conference project in a syndicate group.
Required Reading Cases and readings to be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class assignments, 60%; Final examination 40%.

BMO2402 MUSIC INDUSTRY MANAGEMENT
Campus Footscray Park.
Prerequisite(s) Nil.
Content The unit of study provides students with an introduction to the basic concepts and processes needed to be an effective business oriented manager in the music industry and to develop appropriate analytical and evaluative skills. At the completion of the unit of study students should be able to demonstrate the competencies and
skills required in the various management sectors of the music industry.

Required Reading

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Continuous assessment, 50%; Examination, 50%.

BMO2403 MANAGEMENT STRATEGY FOR ELECTRONIC COMMERCE

Campus: Footscray Park, Werribee, CUHK-Hong Kong.

Prerequisite(s)
BMO102 Management and Organisation Behaviour.

Content
To study theories and models of organisational strategy, policy and decision making relating to electronic commerce and to assess critically their value to an organisation and its stakeholders and to develop knowledge, personal skills and competencies in the development of relationships between organisations utilising electronic commerce. Topics and Skills: Exploring E-business and organisational strategy, E-business strategy, practices and impact; Managing e-business innovations; Managing internal and external relationships and e-leadership; Managing e-business information and knowledge; Economics of e-business, the Internet and the World Wide Web; Core competencies and capabilities in e-business; Managing change and culture in e-business; Technical aspects of e-business; E-business governance; Ethics of E-Business; making the investment decision; strategy implementation: managing change; the development of network firms: developing trust and collaborative practices; management of issues for electronic commerce: risk analysis, contingency planning, codes of practice, employee training and the development of standards; global trends and future directions in the management of electronic commerce.

Learning Outcomes
Students will gain an understanding of how to strategically plan and manage and the e-commerce business initiatives in an organisation by:
- Understanding the perspectives and business uses of e-commerce; Identifying appropriate e-business models; Defining and formulating the e-business strategy;
- Understanding the implications for the organization and staff; Developing and implementing strategies for managing information and knowledge; Transferring external relationships; Formation of strategic business networks and virtual organizations; and Identifying e-commerce governance and value for the organization. Required Reading

Recommended Reading

Class Contact
equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Research assignment (individual), 20%; Research assignment (group), 20%; Assignment (individual), 10%; Final examination, 50%.

BMO2531 EVENT PROJECT MANAGEMENT

Campus: Footscray Park, Sunbury.

Prerequisite(s)
BMO102 Management and Organisation Behaviour.

Content
Event project management is really a close collaboration and careful merger of event and project world history. Students will gain essential knowledge on what is project management and an understanding of how project management techniques enable successful event project management for teams to unlock group creativity and productivity by knowing how to set goals; plan and monitor progress toward these goals; sustain high performance; negotiate up, down and across their organizations; put together compelling project presentations; manage risks; create change; and finally, share authority and leadership. This subject develops the technical, organisational and personal skills needed to manage complex events projects in unstable, changeable environments. The emphasis is an achieving objectives while coping with the unexpected. The purpose of project management is to foresee or predict as many of the dangers and problems as possible and plan, organize and control activities so that the project is completed as successfully as possible in spite of all the risks. Topics include: events definition and project definition; project management as a strategic capability; project management concept, structures, leadership and team selection and building; project initiation, needs identification and process; project management tools and techniques; resource scheduling and risk assessment; progress monitoring and change; project control; performance measurement, and evaluation; project audit and closure.

Learning Outcomes
Students will gain an understanding of how project management techniques and tools enable successful project teams to unlock group creativity and productivity by:
- Knowing how to set goals; planning and monitoring progress toward these goals; sustaining high performance project teams; negotiating up, down and across their organizations; putting together compelling project presentations; managing risks; creating change; and sharing authority and leadership all in the project environment.

Required Reading

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Research assignment (individual), 20%; Research assignment (group), 30%; Examination, 50%.

BMO3220 HUMAN RESOURCE MANAGEMENT

Campus: Footscray Park, Sunbury.

Prerequisite(s)
BMO102 Management and Organisation Behaviour.

Content
Human resource management introduces the principal activities which make up the human resource function in organisations and examines the links between effective people management and overall organisational effectiveness. This unit of study includes the following topics: HRM in Australia; ethical and legal foundations of HRM; workforce planning, job analysis and design; staffing the workplace; performance development and review, and performance management systems; rewards management and employee health and safety.

Required Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Class assignments, 60%; Final examination, 40%.

BMO3292 BUSINESS ETHICS

Campus: Footscray Park, Sunbury.

Prerequisite(s)
BMO102 Management and Organisation Behaviour.

Content
This unit of study aims to provide an understanding of the ethics of the current business world by exploring some of the problems of reputation, responsibility and values encountered in business. The unit of study also considers the reasons why management risk must be examined within the perspective of each company’s business challenges. The topics include personal and professional integrity; corporations and cultures; the concept of the individual responsibility; social responsibility; the meaning of work; risk management; work relationships.

Required Reading
To be advised by lecturer.

Recommended Reading

Class Contact
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment
Essay, 20%; Diary, 30%; Tutorial presentation and paper, 25%; Group research report, 25%.
BMO3319 ASIAN BUSINESS ENVIRONMENT
Campus Footscray Park.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content This unit of study aims to provide an introduction to the study of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia’s north. These themes have become the unit of study of numerous reports by Australian government schools, by consultants and international banks and organisations. Familiarity with the issues emerging in this literature will be valuable to graduates employed in either a business or a governmental context. The unit of study aims to add to students’ ability to anticipate and adapt to changes in Australia’s international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinational in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management-confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.
Required Reading Corbett, D.C., Managing in Australia’s Region, draft VUT, Australia.
Class Contact Equivalent to two hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Test, 20%; Assignment, 30%; Examination, 50%.

BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aims of this unit of study are to introduce the application of experiential learning to the teaching of interpersonal and organisational negotiation; to provide a theoretical framework linking communication and negotiation in groups and organisations and to develop students’ skills in negotiation in these contexts. The unit of study includes the following topics: the role of a negotiator; negotiation theory, conflict and bargaining power; communication skills; preparing to negotiate; negotiating tactics; role of the third party in negotiations; negotiation skills training; critical issues in negotiation exercises and international negotiation models.
Learning Outcomes On completion of this unit students should be able to: understand the theoretical basis of the negotiation process; understand a theoretical framework linking the group and the organisation as communication and negotiation systems; appreciate the experiential teaching mode as a powerful way of learning about interpersonal and group communication and negotiation; apply various approaches to organisational negotiation; and have developed some understanding of the negotiation process in International situations.
Required Reading To be advised by the lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Seminar presentation, 20%; Group assignment, 30%; Final examination, 50%.

BMO3323 EMPLOYEE RELATIONS MANAGEMENT
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content Employee Relations Management the nature and meaning of Australian employee relations and an analysis of the components of the systems. Conflict the nature and function of conflict in a work situation. Parties in Employee Relations employer associations and trade unions, their history, rules and objectives, current issues and challenges. The role and functions of governments in employee relations. Dispute Settlement Techniques, conciliation, arbitration and class bargaining. The changing nature of dispute settlement. Industrial Tribunals their role in the settlement of industrial conflict and history of wage determination. The structure and operation of Federal and State tribunals.
Learning Outcomes By the end of this unit students will: Be able to apply ideas, concepts and theories to analyse employee relations in Australia; have an understanding of the parties, processes and rules of Australian employee relations; and critically evaluate contemporary developments in employee relations management.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class role play exercise, incl. 300 word reflective piece, 15%; Tutorial workbook and class exercises, 10%; Essay (1500-2000 words), 25%; Final examination, 50%.

BMO3324 CONSULTING AND COUNSELLING
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO3220 Human Resource Management.
Content The aims of this unit of study are to enhance students’ understanding of workplace interpersonal relationships and communication skills; to provide students with an understanding of the theory and practice of interviewing especially their interview types, purposes and aims; to enable a student to develop knowledge and skills with regard to the interviewing and counselling processes at the individual, group and organisational level; and to assess critically the role of consulting, interviewing and counselling activities in organisations. This unit of study includes the following topics: the importance of interviewing for human resource managers; consulting and counselling as specific forms of interviewing; interview interpersonal and assertiveness skills; intercultural communication; the counselling and consulting roles of the human resource manager; confidentiality and ethics.
Required Reading Book of Readings.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Class presentation, 20%; Journal, 20%; Video role play, 20%; Final examination, 40%.

BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO3476 Training and Development.
Content The aims of this unit of study are to enhance students’ understanding of the influences that shape the strategic provision of training; to enable students to evaluate critically training systems; to develop students’ abilities to match training and development techniques methods with learning styles; and to enable students to determine and evaluate the output of training and development activities so as to demonstrate their usefulness to an organisation. This unit of study includes the following topics: the strategic planning approach to training within organisations; designing training for effective learning; instructional theory and behavioural considerations; objectives in adult learning and types of learning goals; evaluation of training systems; and evaluation of the training function.
Learning Outcomes On completion of the course students should be able to: understand the effects of internal and external organisational environment on the human resource function; design human resource programs that are sensitive to political, physical, cultural and cognitive-behavioural considerations; link training systems to audience learning style based on a clear understanding of training techniques, philosophies and technologies; determine the cost-benefit of internal versus external provision; and manage and evaluate the human resource function with a detailed understanding of methodological and pragmatic considerations.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Written report, 50%; Final examination, 50%.

**BMO3326 PUBLIC ADMINISTRATION**
Campus Footscray Park.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aims of this unit of study are to provide an introduction to public sector management and an understanding of the theory and practice of public administration in Australia and to explore the complexities facing a public sector manager. The unit of study includes the following topics: the Westminster system; Australia’s three levels of government; federal, state and local government; public policy; political parties and pressure groups; framework for managing in the public sector; change, efficiency, effectiveness and accountability in the public sector within the context of contemporary issues.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research assignment and presentation, 50%; Final examination, 50%.

**BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT**
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aims of this unit of study are to develop a sound knowledge of organisations, their design and development; implementing change strategies and evaluating change. This unit of study includes the following topics: images of managing change; why organisations change; what changes in organisations; diagnosis; resistance to change; implementing change; linking vision and change; strategies and skills for communicating change and consolidating change.
Learning Outcomes On completion of the unit, students should be able to: describe the levels of change in organisation and the implications these have for managers; explain and give examples of different degrees of organisation change; list and explain the most common reasons for resistance to change; list and describe the change strategies for the individual, work group, inter-group, and organisation level; explain the advantages and limitations of using participation to introduce change; and discuss the major managerial applications of the change process.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Problem Based Project, 20%; Case Study Report, 30%; Final examination, 50%. Students are expected to complete each component of the assessment to gain a pass in the unit of study.

**BMO3328 HEALTH AND SAFETY MANAGEMENT**
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The unit of study aims to develop students’ understanding of the nature of health and safety at work, and management strategies to minimise injury and disease in the workplace. The role of management, government and trade unions in addressing health and safety is also critically assessed. Topics include the incidence and nature of occupational illness; interdisciplinary perspectives on occupational health and safety; theories of injury causational; occupational stress; working hours, precarious employment and emerging OHS issues; regulation and trade unions in OHS; management systems and employee empowerment; preventive strategies; workers’ compensation and rehabilitation practices.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Case study analysis, 50%; Final examination, 50%.

**BMO3350 ASIAN EMPLOYMENT RELATIONS**
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study aims to develop student knowledge on the formation and nature of employment relations in the following Asian countries; Japan, South Korea, Hong Kong, China, Taiwan, Singapore, Philippines, Thailand, Malaysia and India. The unit of study will be introduced by a discussion of the nature of employment relations. This will be followed by the development of a theoretical framework for analysis of the formation of employment relations in the context of industrialisation. The analysis will include assessment of theories purporting to explain the development of employment relations such as convergency theories, dependency theories, cultural theories and institutionalist theories. The theoretical framework will then be applied to the above mentioned countries.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research essay (3,000 words), 50%; Final examination, 50%.

**BMO3351 WORKPLACE INDUSTRIAL RELATIONS**
Campus Footscray Park.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aims of this unit of study is for students to develop a critical understanding of the interaction between management, employees and unions at the workplace. Topics include the changing nature of employment and the implications of trends in precariousness employment for the future of work; redefining employment relations in the knowledge economy, strategic employee relations policies and practices; the role of workplace unionism and workplace bargaining; non-union workplaces; workplace consultative processes and grievance handling; women workers and affirmative action and managing diversity.
Required Reading A collection of current readings will be compiled for students to purchase.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Written assignment, 30%; Final examination, 50%; Class presentation, 20%.

**BMO3352 INTERNATIONAL MANAGEMENT**
Campus Footscray Park.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The aim of this unit of study is to develop an understanding of the critical
On completion of this unit, students should be able to:

- Use appropriate theories, principles and models to analyse and evaluate organisational structures, organisational processes and behaviour so enabling effective managerial problem solving; and show evidence of enhanced personal investigative, analytical and interpretative skills and competencies.


Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Case Study, 20%; Industry Report, 30%; Exam, 50%.

**BMO3421 MANAGING THE SERVICE ORGANISATION**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO1102 Management and Organisation Behaviour.

**Content:** The aims of this unit of study are to provide students with an understanding of the theory and practice of training and development; to assess critically the effectiveness of adult learning principles and training and development techniques; to enable students to develop knowledge and skills with regard to the design, management and evaluation of training and development; and to enable students to apply the training needs of individuals and to design an appropriate development program. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: BMO3220 Human Resource Management.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Assignments, 60%; Final Examination, 40%.

**BMO3422 STRATEGIC MANAGEMENT**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO1102 Management and Organisation Behaviour.

**Content:** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: To be advised by lecturer.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Industry analysis, 20%; Group case study, 30%; Final examination, 50%.

**BMO3476 TRAINING AND DEVELOPMENT**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO220 Human Resource Management.

**Content:** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: BMO3220 Human Resource Management.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Assignments, 60%; Final Examination, 40%.

**BMO3421 MANAGING THE SERVICE ORGANISATION**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO1102 Management and Organisation Behaviour.

**Content:** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: BMO3220 Human Resource Management.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Assignments, 60%; Final Examination, 40%.

**BMO3422 STRATEGIC MANAGEMENT**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO1102 Management and Organisation Behaviour.

**Content:** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: To be advised by lecturer.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Industry analysis, 20%; Group case study, 30%; Final examination, 50%.

**BMO3476 TRAINING AND DEVELOPMENT**

**Campus:** Footscray Park, Sunbury.

**Prerequisite(s):** BMO220 Human Resource Management.

**Content:** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; and interpretative skills and competencies.

Required Reading: To be advised by lecturer.

Recommended Reading: BMO3220 Human Resource Management.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Assignments, 60%; Final Examination, 40%.
managed training methods; and design training systems - that will be responsive to the needs of a non-English background workforce.

**Required Reading**

**Recommended Reading**
An extensive reading list is handed to students at the beginning of the semester.

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Group presentations, 20%; Syndicate group project, 30%; Final examination, 50%.

**BMO3851 ENGINEERING MANAGEMENT 2**
Campus Footscray Park.

**Prerequisite(s)**
ENM2852 Engineering Management 1

**Content**
This unit of study aims to provide students with basic knowledge of processes of quality management systems in line with ISO9000 and processes of management in an engineering industry, principles of basic management functions, understanding of resources management, resource levelling, history of Australian industrial relations and arbitration system role of unions and employers, and practical requirements of running a small engineering company.

**Required Reading**
Current Available Textbook - To be advised

**Recommended Reading**

**Class Contact**
Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials/computer sessions. Unit of study equal to 12 credit points.

**Assessment**
Class tests and assignments, 40%; End of semester examination, 60%.

**BMO4400 HONOURS RESEARCH (FULL TIME)**
Campus City Flinders.

**Prerequisite(s)**
BMO4430 Research Methods.

**Content**
Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading**
To be advised by lecturer.

**Recommended Reading**
To be advised by lecturer.

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment**
Seminar presentation, 15%; Written thesis, 85%.

**BMO4401 HONOURS RESEARCH THESIS (PART-TIME)**
Campus City Flinders.

**Prerequisite(s)**
BMO4430 Research Methods.

**Content**
Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading**
To be advised by lecturer.

**Recommended Reading**
To be advised by lecturer.

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment**
Written thesis, 85%; Seminar presentation, 15%.

**BMO4420 ORGANISATIONAL BEHAVIOUR AND ANALYSIS**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to focus directly on both management and leadership while providing a clear synthesis and integration of current thought and an organisation theory; to develop students’ investigative and interpretative skills as they relate to the analysis of organisations; and to further develop the managerial skills and competencies. The unit of study considers the following themes: overview of organisational analysis and managerial effectiveness; criteria used for effective diagnosis of organisations; impact between organisations and organisational behaviour. The seminar program will also elaborate selected themes in manufacturing management, administrative management, public sector management and human resource management with students reviewing current literature and developing critical appraisals.

**Required Reading**
To be advised by lecturer.

**Recommended Reading**

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Research project and presentation, 50%; Literature review and report, 25%; Case study, 25%.

**BMO4422 INNOVATION AND ENTREPRENEURSHIP**
Campus Footscray Park, Sunbury.

**Prerequisite(s)**
Nil.

**Content**
It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply its knowledge effectively. The aims of this unit of study are: to provide an in-School study of the concepts of innovation, entrepreneurship and entrepreneurship and an appreciation of the environment in which they are practiced and to study and appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition; the innovation, entrepreneurial and entrepreneurial process; new venture ideas; market opportunities; competitive advantage; human resource issues; personal ethics; identifying and marshalling key stakeholders; financial considerations: acquisition of resources, and ownership and structure; innovators in action: managing rapid growth, managing a troubled organisation, and crafting a personal strategy.

**Required Reading**
To be advised by lecturer.

**Recommended Reading**

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Individual assignment, 20%; Sighted Examination, 30%; Business plan and presentation, 50%.

**BMO4423 STRATEGIC ANALYSIS**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
All managers are involved in the strategic management process. It is therefore important that their knowledge and skills in this area be developed. The objective is to highlight and explore the principal elements in the external and internal environments impacting on organisations and to apply strategic analysis, knowledge and skills. This unit of study is designed to develop each participant’s knowledge, skills and competencies in identifying organisational strengths, weaknesses, opportunities and threats in the national and international context. This unit of study includes the following topics: the strategic management process; environmental analyses; recognising and analysing trends; formulation of strategy; strategic choice; implementation and evaluation; and contingency planning.

**Required Reading**
To be advised by lecturer.

**Recommended Reading**
To be advised by lecturer.

**Class Contact**
Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Case study, 20%; Strategic plan and presentation, 50%; Literature review and report, 30%.
BMO4430 RESEARCH METHODS
Campus City Flinders.
Prerequisite(s) Nil.
Content The aims of this unit of study are: to introduce students to the processes and principles used in planning, conducting, reviewing and reporting the results of research; enhance students’ knowledge, skills and competencies in conducting research; and provide guidance in completing a thesis. This unit of study includes the following topics: the process and principles involved in planning and executing a research project; research ethics; conceptualisation of a research problem and its contextualisation within a body of theory; operationalisation of concepts to test theoretical conceptualisation; the development and selection of appropriate measurement instruments for data collection and analysis of data; report and thesis writing; and dissemination of findings.
Required Reading To be advised by lecturer.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Literature search and review, 30%; Final research proposal, 50%; Presentation of research proposal, 20%.

BMO5401 SPECIAL EVENT MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an understanding of generic management knowledge, competencies and skills required to administer artistic, sporting, cultural, promotional, special interest, industry, educative and entertainment events. It also assists students to gain and use specific competencies, skills and techniques, which ensure the achievement of successful events. The unit of study content includes types and significance of special events; trends regarding events - local, national and international; procedures and issues in event management; attributes of event managers; the challenges and risks of managing a large scale event; human resource issues in running events; win/win negotiation and compromise, lobbying and motivating key people; team formation and staff motivation; venue management; contingency and crisis management; planning for security and emergencies; social and environmental impacts of events.
Learning Outcomes At the conclusion of this unit students should be able to: define the terms ‘Event’ and ‘Event Management’; identify key processes in event management; identify critical issues in event management; identify key attributes of successful event managers; use team building skills to build an event management team; understand the need for decisiveness and awareness of critical issues to be addressed; recognise the importance of accountability and compliance; and Understand the role of event evaluation in the management of events.
Required Reading Special Event Management Workbook (Normally available from the bookshop)
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 50%; Case studies, 50%.

BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit studies the development of the use of contracting and outsourcing in the public sector, assesses the various models of contracting and ‘private public partnerships’ that are in use, and discuss the advantages and disadvantages of each model in terms of public accountability and governance. Case studies are used to examine and develop understanding of the range of strategic management, implementation, and public accountability issues that are involved in tendering and contracting, and how these issues may be best managed. The subject examines the legal and other risks associated with contracting and procurement. Procurement investigation followed by supplier choice, review and evaluation.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 50%; Case studies, 50%.

BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR
Campus City Flinders.
Prerequisite(s) Nil.
Content The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to focus directly on both management and leadership while providing a clear synthesis and integration of current thought on major organisation theory; to develop students’ investigative and interpretative skills as they relate to the analysis of organisations; and to further develop their managerial skills and competencies. The unit of study includes the following themes: overview of organisation analysis and managerial effectiveness; criteria for effective approaches to diagnosis and action in organisations; focus on the impact between organisations and organisation behaviour; develop interpersonal skills which would facilitate organisation growth and secure a more motivated and committed work force; identify how leaders can expand their options to enhance their effectiveness; distinguish between constructive and destructive political dynamics; and the design, implement action and evaluation of organisation change.
Learning Outcomes On completion of this Unit of Study, students should be able to: Demonstrate an understanding of the contemporary issues related to aspects of the working environment; Demonstrate an awareness of the relationship between managerial strategies and organisation structures, human resources, political systems and cultures; Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.
Required Reading Bolman, Lee & Deal, Terrence, 2003, Reframing Organisations, 3rd edn, Jossey-Bass, San Francisco. Students are required to purchase ‘Learning Materials’ from the University Bookshop.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 50%; Case Study, 50%.
**BM05522 HUMAN RESOURCES AND EMPLOYEE RELATIONS**

**Campus City Flinders.**

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide managers with knowledge of key human resource and employee relations issues, and examines the strategic function of Human Resource Management in organisational effectiveness. This unit of study includes the following topics: the development of human resource management; taking a strategically proactive approach to HRM; workforce planning and staffing; performance review and development within performance management systems; rewards management; workplace relations; developing a healthy and safe work environment, and international human resource management.

**Required Reading** Book of Readings.

**Recommended Reading**

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 50%; Assignments, 50%.

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**BM05531 IR/HRM POLICY AND PRACTICE**

**Campus City Flinders.**

**Prerequisite(s)** Nil.

**Content** The aims of the unit of study are to: identify key issues and problems of contemporary importance in the field of human resources; analyse the issues and problems identified; seek and evaluate solutions to these problems. Topics include: work organisation; productivity and wages determination; the conduct of skills audits; coping with change in the workplace; work and job analysis and design; organisational communication; organisational climate and culture; corporate strategy and employee development; career planning; employee attitude surveys; human resources policy development and implementation.

**Required Reading** To be advised by lecturer.

**Recommended Reading**

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 50%; Report, 25%; Essay, 25%.

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**BM05533 ORGANISATION CONSULTING AND COUNSELLING**

**Campus City Flinders.**

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to: develop students' ability to critically evaluate HRD systems for effectiveness and efficiency, and to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.


**Recommended Reading**

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Individual presentation, 15%; Group assignment (3000 words), 40%; Individual assignment (2500 words), 45%.

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**BM05534 HUMAN RESOURCE DEVELOPMENT AND EVALUATION**

**Campus City Flinders.**

**Prerequisite(s)** BM0520 Organisation Analysis and Behaviour.

**Content** This unit of study aims to develop students’ ability to critically evaluate
awareness about the environmental constraints in which industrial relations processes take place, as well as the skills in professional advocacy required for the processes to be effective.

Learning Outcomes On completion of the subject students will have developed the knowledge and ability in professional advocacy to apply theory to practice in industrial relations processes.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment A program of continuous assessment based on the preparation and presentation of case studies, 50%; Participation in and evaluation of experiential learning exercises, 50%.

BMO5544 INDUSTRIAL RELATIONS
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this unit of study is to provide students with an understanding of the nature of industrial relations in Australia and the interface between industrial relations institutions, workplaces and employment outcomes. Topics include exploring the causes and management of industrial conflict; employment regulation in Australia, management employee relations strategies; the role of unions and governments; industrial tribunals; and enterprise bargaining.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Seminar Paper, 40%; Industrial Report, 20%; Research Paper, 40%.

BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to develop students’ understanding of the important role of employee development initiatives in bringing about change in organisations. The following topics are covered: The role of employee development in organisations past and present; analysing employee development needs and writing program and learning objectives; critical analysis of needs analysis methods; selecting appropriate employee development methods; understanding the links between employee development and organisational development; employee learning and organisational learning, and employee development and organisational change.

Required Reading Book of Readings.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 50%; Case Studies, 50%.

BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide an understanding of the nature of contemporary employment systems in industrialised countries; develop an understanding of the ways in which the redefinition of the firm in the knowledge economy is affecting employment relationships; explore the major changes occurring in employment systems, and develop an understanding of the implications of these changes for the management of employees. The following topics include: contrasting major differences in employment systems in OECD countries and differing policy responses; situating Australian employment systems within the broader framework of OECD countries; understanding major forces for change in employment systems; growth of the knowledge economy and redefinition of the firm; skill formation in the knowledge economy; development and implications of precarious employment; developments and implications of the growth in outsourcing and self-employment; trends in organisational and job insecurity; impact of differing levels of collectivism; managing a diverse workforce; development and impact of growing wage inequities; policy and practice implications of these changes.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Essay, 30%; Research paper, 30%; Test, 40%.

BMO5564 HUMAN RESOURCE MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide the opportunity for students to develop the capacity to apply theoretical and conceptual knowledge to solving everyday human resource management related issues and problems in the workplace. First, the unit of study will consider the broad major current themes and debates in the field. Second, student will be given the opportunity to develop their understanding of concepts and theories which underpin HRM. Third, students will be exposed to discussion on the practical techniques used in relations to HRM in organisations. It will include topics such as managing the human resource environment, human resource management systems, developing people, rewarding people and directions for human resource management.

Learning Outcomes On completion of the unit, students should be able to: Appreciate duality of staff and line management responsibility for the management of human resources; Recognise the strategic advantages attainable from effective human resources management planning and implementation techniques; Understand the application of systems models to human resources management functions; Recognise the important change in role of the Human Resources Manager brought about by the application of computer systems to the human resources functions; and Apply principles in the area of human resources practices and appreciate legislative requirements.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Review Report, 40%; Presentation, 10%; Case Studies/Research Paper, 50%.

BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to investigate factors associated with the analysis, design and implementation of Human Resource Information Systems (HRIS’s). The unit of study covers issues in needs analysis, user requirements, system selection and practical use of HRIS software that students are likely to encounter in a typical business organisation. It also includes a study of the change management issues associated with HRIS implementation and the development of HRIS’s for strategic purposes.

Learning Outcomes On completion of this unit, students will be able to: demonstrate knowledge of the administrative and strategic value of an HRIS and Web-based HR; demonstrate knowledge of issues relating to the analysis, design, implementation and maintenance of HRIS’s and their subsequent level of use; demonstrate knowledge of the change management issues involved in the implementation of an HRIS; use the HR module of SAP to set up an organisation, create jobs, positions, tasks, work centres, etc; use the HR module for recruitment, management and development of employees; design and create reports; and show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of human resources.

Required Reading Book of Readings.

BMO5566 OCCUPATIONAL HEALTH AND SAFETY

MANAGEMENT

Campus City Flinders.
Prerequisite(s) Nil.

Content

The unit of study aims to provide an understanding of factors contributing to occupational health and safety outcomes; provide an understanding of principles underpinning contemporary regulation of occupational health and safety and explore contemporary approaches to the management of occupational health and safety. The topics include: interdisciplinarity perspectives on occupational health and safety; explaining occupational injury and disease; common workplace hazards; the regulation of OHS; contemporary workplace issues and OHS; worker involvement in OHS; OHS management systems: effectiveness and constraints; role of senior management commitment in effective OHS management.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 50%; Case studies, 50%.

BMO5567 MANAGING WORKPLACE CONFLICT

Campus City Flinders.
Prerequisite(s) Nil.

Content

This unit of study aims to provide students with an understanding of the nature of workplace conflict; explore the processes for the resolution of conflict at workplace level; and develop knowledge and skills necessary for the effective processing of conflict.


Recommended Reading A manuscript of readings prepared for the unit of study and available for purchase through the University Bookshop.

Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Presentation, 40%; Report, 30%; Reflective journal, 30%.

BMO5568 TEAMWORKING

Campus City Flinders.
Prerequisite(s) Nil.

Content

Students completing this unit of study will develop skills, knowledge and competence in the implementation, management and leadership of teams. The topics include: the history of team working, individual team skills and models; typical team applications; creating enabling environments for teams; deciding when teams are, or are not, appropriate; team performance measures and rewards for teams; dysfunctional impacts of teams and teams as surveillance mechanisms; teams as part of high performance work systems; teams in cross cultural contexts and global organisations; interorganisational and virtual teams.

Required Reading Case studies and Readings: BMO5568 Teamworking.

Recommended Reading Belbin, M., 1996, Team Roles at Work, Butterworth Heineman, Oxford.

Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 50%; Case Studies, 50%.

BMO5570 PURCHASING, SUPPLIER CHOICE AND EVALUATION

Campus City Flinders.
Prerequisite(s) Nil.

Content

Investigation and specification of the requirement for products, services and contracts. - Design of strategic purchasing initiatives to provide broad ranging contracts and suppliers of goods and services for extended periods. - Procurement investigation followed by supplier choice, review and evaluation or in-house supply. - Direction and management of projects ranging from short term, low cost to major infrastructure or human service contracts.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 60%; Case studies, 40%.

BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT

Campus City Flinders.
Prerequisite(s) Nil.

Content

This unit of study critically examines the extent to which human resource management is strategic to organisational success. Alternative models of business strategy and the integration of human resource management are considered. The changing external environment of globalisation and competition and resultant restructuring of industries, labour markets and organisations is analysed in order that the factors influencing managerial choice and employee choice in relation to the different strategies can be assessed. This unit of study will focus on the relationship between strategy and human resource management and in this broader view of human resource management it is concerned with the work systems and models of employment.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Major research assignment and presentation, 60%; Test, 40%.

BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE

Campus City Flinders.
Prerequisite(s) Nil.

Content

This unit of study aims to develop students’ ability to critically evaluate HRD systems for effectiveness and efficiency, to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.


Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Individual Presentation, 15%; Group assignment (3000 words), 40%; Individual Assignment (2500 words), 45%.

BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT
Campus City Flinders, SICSingapore, Jiaotong-China.
Prerequisite(s) Nil.
Content The unit of study aims to study the concept of supply chain management in the sourcing, provision and delivery of goods and services. Practical application of this concept encompassing physical movement and storage, information systems support and relationships between partners in the supply chain. Supply chains as integration of strategies and operations to achieve and customer requirements. This integration to span materials management, manufacturing support and physical distribution, and equivalent service steps, along the supply chain. Major logistics functions including order processing, inventory management, distribution centres, transport and customer service. Simple extension into international supply networks. Strategic planning of the whole supply chain for a product or service group including performance measurement, order-winning criteria and required policy actions. Unit of study delivery includes a site visit to view a distribution centre.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research and Application Report, 40%; Major Logistic Project, 60%.

BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content To study the manufacturing planning and control (MPC) of manufacturing businesses and their supply chains using Enterprise Resource Planning (ERP) Systems. MPC enables the satisfaction of customer orders through demand management, production scheduling, materials requirements planning, capacity planning, the purchase of materials, manufacture, storage and distribution. Enterprise Resource Planning (ERP) Systems are used to integrate enterprise-wide information into a database and make that information available to managers. This unit of study uses an actual ERP system (SAP R/3) to exemplify the practical application of such systems. The unit of study will have a production planning focus and examine complete processes such as order processing and production scheduling. To understand how business processes can use the Internet, area networks and other communications methods to plan and enable the manufacture and supply of products and services to customers. Unit of study delivery includes a site visit to view a real MPC system.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research and Application reports, 60%; Seminar, 20%; Computer Assignment, 20%.

BMO5576 OPERATIONS AND LOGISTICS STRATEGY
Campus City Flinders.
Prerequisite(s) At least one prior Operations or Supply Chain unit of study such as BMO5574 Supply chain and Logistics Management.
Content Operations and Supply Chain functional strategies are important to all manufacturing and service organisations. They are also a critical component of business strategy for the focal firm and its supply chain partners to provide goods and services to customers. Hence this unit of study enables students to understand the content and formation of operations and logistics functional strategies with applications to manufacturing and service organisations and their supply chains. Students construct a plan for design and implementation of the sourcing, manufacture and distribution of products and services which integrate the aspects of product and process definition, operations strategy, planning and control, the level of factory/ process automation and the inclusion of employees as drivers of the system. The unit of study includes operations strategy content, product/process profiles, service delivery, supply chain strategy and strategic planning process. Unit of study delivery includes a guest lecturer or a site visit.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Research topic report, 30%; Operations and Logistics project, 70%.

BMO5577 COMPETITIVE INNOVATION MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: Radical/competitive innovation, key sources of radical/competitive innovation; major tools and frameworks used in industry, within Australia and internationally, to identify opportunities for radical/competitive innovation; developing and retaining a radical innovation capability: planning for and implementing a program to achieve radical/competitive innovation; major barriers to radical/competitive innovation and some ways these barriers can be overcome.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Assignments, 70%; Case Studies, 30%.

BMO5589 INDUSTRIAL RELATIONS AND THE BUILDING INDUSTRY
Campus City Flinders.
Prerequisite(s) Nil.
Content An introduction to industrial relations and a study of policy questions and techniques associated with the practice of industrial relations, specifically in the building industry. Topics covered include the industrial relations framework, the parties to industrial relations, negotiation principles, conflict resolution, industrial awards, legal aspects of employment and contemporary industrial relations issues.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Essay, 30%; Class Assignment and Test, 70%.

BMO5590 MANAGEMENT IN THE ASIA-PACIFIC REGION
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study provides an analysis of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia’s North. These themes have become the unit of study of numerous reports by Australian government Schools, by consultants and international bans and organisations. Familiarity with the issues emerging in this literature will be valuable to MBA’s employed in either a business.
BMO5601 OPERATIONS AND SERVICE MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The aim of this unit of study is to provide students with the concepts and practical elements of a business production system which makes and distributes goods and services to customers. Students will gain an understanding of the concept of service design; understanding of various manufacturing and supply chain policies; design transformation processes; investigate and analyse practical manufacturing and service management situations, and better understand service management as the conversion of resources, human effort and goods to achieve profitable and quality outcomes. Unit of study delivery includes a site visit to view a manufacturing or service facility.

Learning Outcomes On completion of this unit, students should be able to:
- understand the concept of service design and provision in a range of situations;
- understand various manufacturing and supply chain policies and their application and relevance to Australian industries; design transformation processes which use material, human and other resources to create products for customers; investigate, analyse and report on practical manufacturing and service management situations; and view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.


BMO5602 BUSINESS PROJECT MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to add to students' ability to anticipate and adapt to changes in Australia's international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinational is in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management - Confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.

Required Reading Carbell, D.C., Managing in Australia's Region, Draft VUT.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Literature review and report, 20%; Syndicate project, 30%; Final examination, 50%.

BMO5650 MANAGING ORGANISATION KNOWLEDGE
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study aims to develop understanding and knowledge of the concepts of the knowledge era and of supporting technologies for knowledge creation and sharing. Topics covered include the knowledge era; an understanding of the terms used in discussions of knowledge - information, data, tacit and explicit knowledge; the nature of knowledge; the role of knowledge; an understanding of the theory and practice of knowledge management; knowledge sharing, intellectual capital and collaborative intelligence; knowledge management strategies; knowledge measurement and evaluation; an understanding of the need to leverage knowledge and identifying organizational value for business success and the links between knowledge, learning and organizational change.

Learning Outcomes On completion of this subject students should be able to demonstrate an understanding of the knowledge era - concepts and competencies.

Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop. Unit of study equal to 12 credit points.
Assessment Research Assignment (Individual), 20%; Assignment Reflective and CoPs Mapping (Individual), 20%; Research Assignment (Group), 60%.

BMO6506 WORK AND ORGANISATION SYSTEMS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study examines the major issues that managers need to understand and respond to in the context of significant changes in the world economy. These developments necessitate a rethinking of management, and they pose major challenges to conventional ideas of management. Such issues are considered in terms of the interaction between people and the organisational context within which they work. The unit of study emphasizes two approaches. First, to gain knowledge and understanding of management and what it is and, in the process, learn how to be a more effective manager. Fundamental concepts about organisations, individuals and groups in relation to management are themes included. Second, because reflective practice is at the heart of critical thinking, students will be asked to take a critical approach to their own practice, and the context in which they work.

Learning Outcomes On completion of this Unit of Study, students should be able to:
- Demonstrate an understanding of the contemporary issues related to aspects of the working environment; Demonstrate an awareness of the relationship between managerial strategies and organisation structures, human resources, political systems and cultures; Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.

Required Reading Bolman, Lee & Deal, Terrence, 2003, Reframing Organisations, 3rd edn, Jossey-Bass, San Francisco. Students are required to purchase "Learning Materials" from the University Bookshop.

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Class Contact Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Assignments, 50%; Examination, 50%.

**BMO6507 EMPLOYEE RELATIONS STRATEGIES**

Campus City Flinders, Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to explore the significance of employee relations and human resource factors in business strategy and planning. Topics include the wider environment and patterns of employee relations in Western and Asian countries, the impact of new production systems on employee relations, the integration of business strategy and employee relations, business strategy and management in payment and reward systems, differing corporate strategies to the development of employee skills and participation, the role of employee relations strategies in the process of organisational change, the development of enterprise bargaining and union restructure, the function of internal labour markets and their relationship with payment systems and skill formation, occupational health and safety and workplace reform and negotiation skills.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Essay, 50%; Examination, 50%.

**BMO6508 OPERATIONS MANAGEMENT**

Campus City Flinders, Jiaotong-China, AHC-Bangladesh, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** The unit of study prepares students to manage manufacturing and service areas which they will encounter in their careers. Operations management is a blend of the concepts required to understand and control each function and of the analysis required to plan and measure production achievements. Factory visits and inputs from class members will constitute part of this unit of study.

**Learning Outcomes** On completion of this unit, students should be able to: understand the concept of service design and provision in a range of situations; understand various manufacturing and supply chain policies and their application and relevance to Australian industries; design transformation processes which use material, human and other resources to create products for customers; investigate, analyse and report on practical manufacturing and service management situations; and view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 15%; Major assignment, 35%; Examination, 50%.

**BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE**

Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims are to develop the knowledge, personal skills and competencies to effectively lead their organisations; manage the roles and responsibilities of members of the Boards and as senior executives of government or private sector organisations; and make corporate decisions based on ethical principles and social responsibility.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 15%; Assignments, 35%; Case Study and Presentation, 50%.

**BMO6510 GOVERNMENT AND BUSINESS RELATIONS**

Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an understanding of the theory and practice of government and business relations in Australia and overseas and to develop students’ investigative, analytical and interpretative skills and competencies with regard to the study of government and business relations. On completion of the unit of study students should be able to describe the major functional domains of government in Australia and the role of governments in countries with whom we trade; understand the approaches available to business leaders, organisations and governments to influence or to direct public policy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Continuous assessment and case studies, 60%; Examination, 40%.

**BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY**

Campus City Flinders, Jiaotong-China, AHC-Bangladesh, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study is designed to develop each participant’s knowledge, skills and competencies in identifying organisational strengths and weaknesses and opportunities and threats in national and international contexts.

**Learning Outcomes** On completion of this unit of study, it is expected that students will be able to undertake environmental analyses, complete an internal analysis of an organisation, apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation and develop a strategic plan for an organisation.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation and assignments, 50%; Examination, 50%.

**BMO6512 INTERNATIONAL POLICY STUDIES**

Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop and use conceptual frameworks for the comparative analysis of public policy making; to determine recent developments in the study of policy analysis and the processes of policy formulation, implementation and evaluation; and to study major issues central to global policy.

**Required Reading** To be advised by lecturer.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 15%; Assignments, 35%; Case Study and Presentation, 50%.

**BMO6513 PROFESSIONAL PRACTICE AND ETHICS**

Campus City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to introduce students to ways in which professional practice and ethics are theorised, and how that is applied in the understandings and practice of professionals and para-professionals in a range of industries including health. It prepares students to lead, manage and engage with staff in these industries, and to relate their ethical practice as managers and professionals. This unit
of study includes the following topics: theories of ethics as applied in management and in a range of industries including health; values, risk and responsibility; role of technical knowledge and reflective practice, knowledge and management; legal, ethical and practice requirements of professional bodies in industry; application of management skills to leading and managing professionals and para-professionals in industry.

**Learning Outcomes**

On completion of this unit, students will understand the ethical responsibilities of the professional staff they are working with, and that they themselves have as managers. As managers, they will understand and be able to work with the relationship between professional ethics and corporate codes of conduct. They will understand, appreciate and be able to work with the ethical and practice frameworks that prevail in a range of industries including health. They will be able to apply these understandings to relate as managers and as colleagues with professional staff in these industries.

**Required Reading**


**Recommended Reading**


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Essay, 30%; Practice Report, 30%; Case study, 40%.

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**BM06514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES**

**Campus** City Flinders.

**Prerequisite(s)** BM05520 Organisation Analysis and Behaviour, or BM06506 Work and Organisation Systems.

**Content**

This unit of study aims to give students an understanding and appreciation of the quality assurance requirements and processes that apply in the health field, so that as managers they will be able to lead and manage quality specialists, and exercise oversight of all staff with responsibility for quality processes and assurance. This unit of study includes the following topics: use of clinical standards, performance management and client satisfaction for assessing quality assurance in health care; benchmarks, indicators and evidence of quality; continual improvement and quality assurance practices; interaction of generalised and localised/specific quality assurance models; quality requirements of Australian health bodies; implementation of quality assurance programs in health practice sites (resources, training, standards of care).

**Learning Outcomes**

On completion of this unit, students will understand the broad approaches that underlie specific quality assurance processes in health industries, and will have a general understanding of the quality requirements that health professional and para-professionals work to. They will be able to provide leadership and manage the implementation of these processes in health settings.

**Required Reading**


**Recommended Reading**


**Class Contact**

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Essay, 30%; Practice Report, 30%; Case study, 40%.

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**BM06532 INTERNATIONAL MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content**

This unit of study is designed to develop an understanding of International Business from a management perspective. Specifically to consider contemporary issues in International management that illustrate the unique challenges faced by managers in the international business environment. Moreover to cover a range of international issues from a global perspective by focusing on cultural dimensions and the key concerns to multinational and global corporations. Topics to be covered include: the international business environment; managing resources in the international context; managing international business operations.

**Required Reading**

To be advised by lecturer.

**Recommended Reading**


**Class Contact**

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Case Study, 40%; Case Study Presentation, 10%; Final Examination, 50%.

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**BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP**

**Campus** City Flinders, Jiaotong-China, AIC-Bangladesh.

**Prerequisite(s)** Nil.

**Content**

This unit of study is designed to develop each participant’s knowledge, skills and capabilities in understanding organisational strengths, weaknesses, opportunities and threats in national and international contexts, and in understanding how these are used in strategic decision making. Topics covered include: environmental analysis, internal organisational analysis, models and techniques for developing strategic alternatives and for implementing and evaluating strategies, and factors affecting how strategic decisions are made, implemented and evaluated in organisations.

**Learning Outcomes**

On completion of the unit, students should be able to: demonstrate an understanding of the issues that influence how innovation and entrepreneurship is managed in organisations; appreciate the issues involved in preparing a plan for stimulating and facilitating innovative activity; and show evidence of enhanced personal knowledge, skills and competencies as they relate to the management of innovation and entrepreneurship.

**Required Reading**

To be advised by the lecturer.

**Recommended Reading**

To be advised by the lecturer.

**Class Contact**

Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**

Case Study, 20%; Business planning assignment, 40%; Presentation, 10%; Sighted Examination, 30%.

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**BM06623 STRATEGIC ANALYSIS AND DECISION MAKING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content**

This unit of study is designed to develop each participant’s knowledge, skills and capabilities in understanding organisational strengths, weaknesses, opportunities and threats in national and international contexts, and in understanding how these are used in strategic decision making. Topics covered include: environmental analysis, internal organisational analysis, models and techniques for developing strategic alternatives and for implementing and evaluating strategies, and factors affecting how strategic decisions are made, implemented and evaluated in organisations.

**Learning Outcomes**

On completion of the unit, students will be able to: Undertake an environmental analysis; Complete an internal analysis of an organisation; Apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation; Develop a framework for a strategic plan for an organisation; and Understand and be able to apply in practice the complex factors that impact upon rational and non-rational strategic decision making.

**Required Reading**

A booklet of readings prepared for this unit of study and available for purchase through the University Bookshop.
Class Contact 
EquivalenH to thirty six hours per semester normally to be deliverHed as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment 
Action Learning Project, 40%; Literature Research Report, 50%; and Presentation of Research findings, 10%.

BM06630 BUSINESS RESEARCH METHODS

Campus 
City Flinders.

Prerequisite(s) 
Nil.

Content 
The aims of this unit of study are to: introduce students to the processes and principles used in planning, conducting, reporting and reviewing research in a business context; and to develop competencies required for conducting research. Topics include reviewing the literature; defining the research problem; research ethics; survey design, data collection, measurement and analysis; focus groups and case study analysis; and multimethod analysis.

Learning Outcomes 
After successful completion of this unit students should be able to: Understand the principles involved in planning and executing a research project; Conceptualise a research problem and to assess it in the context of current knowledge on the subject; Operationalise concepts to formulate and to test hypotheses; Develop or select appropriate measurement instruments for data collection and hypotheses testing; Understand the principles for collection and analysis of data and other information; and; Write reports and review the results of research.

Required Reading 

Recommended Reading 

Class Contact 
 Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment 
Literature search and review, 30%; Seminar Presentation, 20%; Research Proposal, 50%.

BM07700 THESIS (FULLTIME)

Campus 
Footscray Park, City Flinders.

Prerequisite(s) 
BM06630 Business Research Methods.

Content 
The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

Required Reading 
To be advised by supervisor.

Recommended Reading 
To be advised by supervisor.

Class Contact 
 Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

Assessment 
Thesis, 100%. Pass/Fail based on a panel examination of the thesis.

BM07701 THESIS (PART TIME)

Campus 
Footscray Park, City Flinders.

Prerequisite(s) 
BM06630 Business Research Methods.

Content 
The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

Required Reading 
To be advised by supervisor.

Recommended Reading 
To be advised by supervisor.

Class Contact 
 Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and ar/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.

Assessment 
Thesis, 100%. Pass/Fail based on a panel examination of the thesis.
BM07744 READINGS IN LABOUR STUDIES
Campus City Flinders.
Prerequisite(s) Nil.
Content The main purpose of this unit of study is to develop students' reading, research and analytical skills and to prepare students for advanced studies in industrial relations. Course content includes a book review on a topic of general interest; several pieces of analytical reading to be both presented in class and written formally; development of a critical literature review; and development of research papers. Each component is to be thoroughly discussed in class in a way which seeks to enhance students' skills of analysis and critique.
Required Reading To be advised by lecturer.
Recommended Reading Nil.
Class Contact Nil.
Assessment Research Paper, 20%; Literature Review, 40%; Book Review, 40%.

BM08000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised by lecturer.
Recommended Reading Nil.
Class Contact Nil.
Assessment Research Paper, 100%.

BM08001 DISSERTATION (THESIS) (DBA) (PART-TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised by lecturer.
Recommended Reading Nil.
Class Contact Nil.
Assessment Research Paper, 100%.

BM08002 PHD (RESEARCH) (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised by lecturer.
Recommended Reading Nil.
Class Contact Nil.
Assessment Research Paper, 100%.

BM08003 PHD (RESEARCH) (PART TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Required Reading To be advised by lecturer.
Recommended Reading Nil.
Class Contact Nil.
Assessment Research Paper, 100%.

BM09800 RESEARCH THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content Preparation of research thesis.
Class Contact Nil.
Assessment Research Thesis, 100%.

BM09801 RESEARCH THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content Preparation of research thesis.
Class Contact Nil.
Assessment Research Thesis, 100%.
Below are details of courses offered by the Victoria Graduate School of Business in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS) / MASTER OF BUSINESS ADMINISTRATION
Course Code: BMOX

Campus City Flinders.

Course Objectives
Objectives of the program include: • The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to a recognised qualification in Enterprise Resource Planning Systems. • Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional enterprise resource planning expertise. • Provision of units of study that cover a broad range of topics within the business, management and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, and strategic planning. • Development of generic skills commonly applied in practice and valued by employers throughout the Enterprise Resource Planning Systems industry including analytic, appreciative, personal and interpersonal skills.

Course Duration
The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration, finance or information systems or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course comprises of 16 units of study, consisting of 14 core units of study and 2 elective units of study.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BC05501 BUSINESS PROCESS ENGINEERING</td>
<td>12</td>
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<td>2</td>
</tr>
<tr>
<td>BC05651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BC06603 ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BC06615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BM05574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06624 ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA06504 ACCOUNTING FOR MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06505 MARKETING MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06506 WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06507 EMPLOYEE RELATIONS STRATEGIES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA05534 BUSINESS FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06508 OPERATIONS MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06511 STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

Elective Units of Study
Select two electives from the following:

<table>
<thead>
<tr>
<th>Elective Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BC05647 APPLICATIONS PROGRAMMING TECHNIQUES</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BC06179 ENTERPRISE PROJECT SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BC06676 BUSINESS INTELLIGENCE SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BM05565 HUMAN RESOURCE INFORMATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM05575 PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

MASTER OF BUSINESS ADMINISTRATION
Course Code: BPM8/PL/PF

Campus City Flinders, AHC-Bangladesh, Jiaotong-China, SICSingapore, Sunway-Malaysia.

Course Objectives
The course aims to provide appropriate Business Management skills to managers from diverse backgrounds who are graduates of commerce, business, engineering, science or humanities.

Course Duration
The course may be offered on a full-time basis over a period of three semesters or part-time equivalent. Each subject carries a value of 12 credit points except the thesis which carries a value of 36 credit points and the MBA project which carries a value of 36, 24 or 12 credit points subject to the elective subject combination chosen by the student. Students must complete 144 credit points through academic study in order to graduate.

Admission Requirements
To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

The course is endorsed for offer to full fee overseas students.

In addition to the requirements listed above, overseas students must have a minimum proficiency in the English language as demonstrated by: International English Language...
FACULTY OF BUSINESS AND LAW

Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure
The course comprises of twelve units of study, consisting of core units of study and elective units of study. Of the twelve core units of study listed, students are required to complete a minimum of eight. These eight core units of study are to be approved by the Course Co-ordinator. Up to four core units of study may be deleted on the basis of appropriate undergraduate studies and/or appropriate work experience. These units of study must be replaced with electives approved by the Course Co-ordinator.

Core Units of Study
Select a minimum of eight of the following units of study:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BEO6500</td>
<td>ECONOMICS FOR MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
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<tr>
<td>BEO6501</td>
<td>QUANTITATIVE ANALYSIS</td>
<td>12</td>
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<tr>
<td>BLO6502</td>
<td>LAW FOR MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BC06503</td>
<td>MANAGEMENT INFORMATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BAO6504</td>
<td>ACCOUNTING FOR MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BN06505</td>
<td>MARKETING MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06507</td>
<td>EMPLOYEE RELATIONS STRATEGIES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06508</td>
<td>OPERATIONS MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BA05534</td>
<td>BUSINESS FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06511</td>
<td>STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BM06622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

Elective Units of Study
Four electives approved by the Course Co-ordinator.

DOCTOR OF BUSINESS ADMINISTRATION
Course Code: BPPB
Campus City Flinders.
Course Objectives
This course has been developed to address the emerging shortage of suitably qualified doctoral graduates in business. The Doctor of Business Administration aims to produce graduates who can apply appropriate business disciplines and techniques to help solve the problems of business and government resources management in an innovative and resourceful manner and participate in the interactive process of research.

Course Duration
The course will normally require full-time study over three years or the part-time equivalent.

Admission Requirements
Applicants for the Doctor of Business Administration degree are required to hold a Master of Business degree or its equivalent and to have completed at least two years appropriate work experience. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</thead>
<tbody>
<tr>
<td>BGP8016</td>
<td>INTERNATIONAL BUSINESS</td>
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<td>BGP8017</td>
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**Thesis Option:** Choose one Discipline.

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**DOCTOR OF PHILOSOPHY**

Course Code: BPPP

This course is not available to commencing students.

**Course Objectives**
The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Duration**
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.

**Course Structure**

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**DOCTOR OF PHILOSOPHY**

Course Code: BPVV

**Course Objectives**
The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Duration**
The course normally requires four years of full-time study or part-time equivalent.

**Course Structure**

Subject to their area of specialisation, students will undertake one of the following options:

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**MASTER OF BUSINESS [BY RESEARCH]**

**Course Code:** BRAP

**Campus** City Flinders

**Course Objectives**
The Master of Business by Research can be offered by the Victorian Graduate School of Business. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**
The course normally requires two years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 192 credit points.

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**DOCTOR OF PHILOSOPHY**

**Course Code:** CPPP

**Campus** City Flinders

**Course Objectives**
The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Duration**
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points.

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SUBJECTS

Below are subject details for courses offered by the Victoria Graduate School of Business in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BCP8002 PHD (RESEARCH) (FULL TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Recommended Reading To be advised.
Class Contact Unit of study is 48 credit points per semester.
Assessment Research thesis, 100%.

BCP8003 PHD (RESEARCH) (PART-TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.
Recommended Reading To be advised.
Class Contact Unit of study is 24 credit points per semester.
Assessment Research thesis, 100%.

BGP6513 BUSINESS RESEARCH METHODS
Campus City Flinders, SIC Singapore, Sunway-Malaysia, Jiaotong-China, AHC Bangladesh.
Prerequisite(s) Nil.
Content The unit of study aim is to equip students with an understanding of Business Research Methods in order to equip them with the necessary skills for completion of their minor thesis. On completion of the unit of study, students would be able to be more conversant with the major principles involved in planning and executing research projects, conceptualise a research problem and contextualise it within a body of theory, operationalise concepts to test theoretical conceptualisations, have knowledge in developing and/or selecting appropriate measurement instruments for data collection, know various procedures in collection and analysis of data and acquire skills in report writing and dissemination of findings.
Required Reading To be advised by lecturer
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 12 credit points.
Assessment Examination, 40%; Research methods project report, 40%; Class Participation, 10%; Class presentation, 10%.

BGP7700 THESIS (FULL-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 36 credit points.
Assessment Pass/fail based on a panel examination of the final thesis submission, 100%.

BGP7701 THESIS (PART-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.
Assessment Pass/fail based on a panel examination of the final thesis submission, 100%.

BGP7702 MBA MAJOR PROJECT (FULL-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 36 credit points.
Assessment Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.
BGP7703 MBA MAJOR PROJECT (PART-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.
Assessment Pass/Fail based on progress reports and assessment of final report by two appointed examiners. 100%.

BGP7704 MBA MINOR PROJECT (FULL-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.
Assessment Pass/Fail based on progress reports and assessment of final report by two appointed examiners. 100%.

BGP7706 MBA MINOR PROJECT (PART-TIME)
Campus City Flinders.
Prerequisite(s) BGP6513 Business Research Methods.
Content The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.
Assessment Pass/Fail based on progress reports and assessment of final report by two appointed examiners. 100%.

BGP8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The
final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Required Reading To be advised by lecturer.

Recommended Reading To be advised by lecturer.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

Assessment Dissertation thesis, 100%.

BGP8002 PhD Research (Full-Time)

Campus City Flinders.

Prerequisite(s) Nil.

Content A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master’s degree; or a four-year bachelor’s degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University’s master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master’s candidate may transfer into a PhD program provided that the Committee approves a recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular disciplines, equally comparable with an original PhD proposal - not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Required Reading To be advised by supervisor.

Recommended Reading To be advised by supervisor.

Class Contact Unit of study is 48 credit points per semester.

Assessment Research thesis, 100%.

BGP8003 PhD Research (Part-Time)

Campus City Flinders.

Prerequisite(s) Nil.

Content A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master’s degree; or a four-year bachelor’s degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University’s master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master’s candidate may transfer into a PhD program provided that the Committee approves a recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular disciplines, equally comparable with an original PhD proposal - not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

Required Reading To be advised by supervisor.

Recommended Reading To be advised by supervisor.

Class Contact Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

Assessment Research thesis, 100%.
regulation and international agencies, and the role of culture in international business activities.

**Learning Outcomes**
The objective of this unit is: To provide students with an overview of current thinking in issues associated with international business; To assist students in developing critical thinking skills necessary for undertaking research at the doctoral level; To assist in developing the ability to synthesize the disparate issues in the literature, and to present findings clearly and succinctly in written and oral presentations; and To assist students in developing skills suitable to communicating complex theoretical issues and ideas.

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Four hours per week or equivalent for one semester. Unit of study equal to 16 credit points.

**Assessment**
Individual and group research projects and presentations, 50%; Examination, 50%.

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**BGP8017 STRATEGY AND INNOVATION**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
Managers use strategic decision making to find innovative ways to provide established products and services, to clarify conflicting priorities and evaluate new opportunities, streamline and focus marketing efforts and transform the business into a vessel for achieving business goals. The unit of study is designed to examine current issues associated with key facets of strategy and innovation. This includes business strategy, the strategy decision making process, information systems support, approaches to innovation adoption and information systems as an innovation in the business.

**Learning Outcomes**
The objective of this unit is for students to gain knowledge and awareness of what is involved in strategic decision making and innovation adoption, and to develop critical thinking, problem solving, technical and communication skills through an examination of: Business strategy; The strategic decision making process; How information systems can support strategic decision making; and Approaches to innovation adoption.

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Unit of study equal to 16 credit points.

**Assessment**
Individual and group research projects and presentations, 50%; Examination, 50%.

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**BGP8018 CONTEMPORARY BUSINESS RESEARCH**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
The unit of study introduces students to concepts and procedures associated with sources of knowledge. In particular, it considers empiricism, which attempts to describe, explain and make predictions based on observations of the real world. It will deal with the collection of valid and appropriate data relevant to specific research questions, and will explore, at an advanced level, a range of qualitative and quantitative methodologies.

**Learning Outcomes**
The objective of this unit is to: To introduce students to a broad range of issues that frame corporate value by applying the Value Reporting Framework to international businesses; To develop skills in identifying, measuring, analysing and acting on the drivers of success that determine corporate value by using active student centred learning; and To optimise critical thinking skills by providing the student with the ability to make decisions based on what they have learned in their other functional business courses.

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Unit of study equal to 16 credit points.

**Assessment**
Individual and group research projects and presentations, 50%; Examination, 50%.

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**BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
The unit of study introduces students to the issues involved in the production of research in applied fields of business administration. It will enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Topics include conceptualisation of research problems, theoretical formulation and contextualisation, problems and pitfalls in research development, Meta analysis of past research, operationalisation of research problems to test hypotheses, measurement and levels of measurement, procedures for data collection, analysis and presentation, report writing and dissemination of research findings. It is an activity-based unit of study that includes the appointment of a provisional supervisor and the production of a research proposal.

**Learning Outcomes**

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Unit of study equal to 16 credit points.

**Assessment**
Presentation of the research proposal at a peer review seminar followed by submission for approval to the Postgraduate Studies Committee of the Faculty of Business and Law.

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**BGP8020 PERFORMANCE MANAGEMENT**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
Performance management is the scientific study and application of knowledge concerning the measurement of performance, its use in guiding managerial decision making and in demonstrating accountability. The unit of study is designed to examine current issues associated with key facets of performance management. This includes alignment of employee, unit and organizational behaviour, accelerating change, the operation and effect of performance management techniques on the management and delivery of goods and services, and critical examination of the key questions that are central to the understanding and assessment of modern performance management praxis and debate.

**Learning Outcomes**
The objective of this unit is: To introduce students to a broad range of issues that frame corporate value by applying the Value Reporting Framework to international businesses; To develop skills in identifying, measuring, analysing and acting on the drivers of success that determine corporate value by using active student centred learning; and To optimise critical thinking skills by providing the student with the ability to make decisions based on what they have learned in their other functional business courses.

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Unit of study equal to 16 credit points.

**Assessment**
Individual and group research projects and presentations, 50%; Examination, 50%.

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**BGP8021 CORPORATE GOVERNANCE**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
Management, control, and organizational governance is considered through the relationship between ownership and management, the responsibilities of managers, owners, investors and regulators. Principles of corporate governance, duties of directors, employee entitlements, stakeholder theory and issues of audit and accounting. Processes and practices of corporate governance are considered through the role of managers in a civil society, ethics and human behaviour, and corporate social responsibility. The content may be delivered from a comparative perspective.

**Learning Outcomes**
The objective of this unit is for students to: Develop a knowledge of corporate governance and the roles, duties, responsibilities and functions of boards, members and officers so as to understand their personal liabilities and responsibilities as a director or manager of a corporation, especially one governed by the Companies Code/Act or the Commonwealth Authorities and Companies Act; Be familiar with various governance models in the public and private sectors; Be aware of the emerging issues and methodologies in governance research; Understand the role and responsibilities of the Audit Committee; Develop the knowledge, personal skills and competencies to efficiently act as a member of a board; and Understand business and public sector ethics and how to manage corporate ethical behaviour.

**Required Reading**
To be advised by the lecturer.

**Recommended Reading**
To be advised by the lecturer.

**Class Contact**
Unit of study equal to 16 credit points.

**Assessment**
Individual and group research projects and presentations, 50%; Examination, 50%.

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**BGP9002 DBA RESEARCH PROJECT A**
Campus City Flinders.

**Prerequisite(s)**
Nil.

**Content**
Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.

**Required Reading**
To be advised by the supervisor.

**Recommended Reading**
To be advised by the supervisor.
Class Contact Unit of study is equal to 96 credit points.
Assessment The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words.

BGP9003 DBA RESEARCH PROJECT B
Campus City Flinders
Prerequisites Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.
Content Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.
Required Reading To be advised by the supervisor.
Recommended Reading To be advised by the supervisor.
Assessment The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words.

BGP9005 DBA RESEARCH PAPER A
Campus City Flinders
Prerequisites Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.
Content The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.
Required Reading To be advised by the supervisor.
Recommended Reading To be advised by the supervisor.
Class Contact Unit of study is equal to 64 credit points.
Assessment The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper A should be approximately 15,000 words.

BGP9006 DBA RESEARCH PAPER B
Campus City Flinders
Prerequisites Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.
Content The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.
Required Reading To be advised by the supervisor.
Recommended Reading To be advised by the supervisor.
Class Contact Unit of study is equal to 64 credit points.
Assessment The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper B should be approximately 15,000 words.

BGP9007 DBA RESEARCH PAPER C
Campus City Flinders, SIC-Singapore, Jiaotong-China, Sunway-Malaysia.
Prerequisites Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.
Content The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.
Required Reading To be advised by the supervisor.
Recommended Reading To be advised by the supervisor.
Class Contact Unit of study is equal to 64 credit points.
Assessment The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper C should be approximately 15,000 words.
OFFICE OF BUSINESS

Below are details of courses offered by the Office of Business in 2009. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses

NOTE: Courses available to International students are marked with the (I) symbol.

BACHELOR OF BUSINESS (YEAR 1)
Course Code: B888

Campus: Sunbury, Werribee, City Flinders.

Course Objectives
The aim of the course is to provide students with a basic grounding in the principles and practice relevant to business in today’s corporate world. It is anticipated that students will transfer into a prescribed business degree program thus deepening knowledge in particular areas and developing a specialist skill base.

Course Duration
The course is offered over three years on a full-time basis or part-time equivalent. Students must complete core business units of study to the value of 84 credit points in order to transfer into a specialisation.

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Admission Requirements
To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure
As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
</tr>
<tr>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
</tr>
<tr>
<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>

plus seven Specialisation and seven Elective units of study approved by the Course Co-ordinator and taken from other Bachelor of Business courses offered by the University.

Professional Development Units of Study

<table>
<thead>
<tr>
<th>Professional Development Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFP1001 PROFESSIONAL DEVELOPMENT 1</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BFP2001 PROFESSIONAL DEVELOPMENT 2</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
<tr>
<td>BFP3001 PROFESSIONAL DEVELOPMENT 3</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
</tr>
</tbody>
</table>
SUBJECTS
Below are subject details for courses offered by the Office of Business in 2009. IMPORTANT NOTICE: Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

BBB3001 CO-OPERATIVE EDUCATION 1
Campus Footscray Park, Werribee, Sunbury. Queen.
Prerequisite(s) Nil.
Content In this unit of study students will: Explore their workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Explore key processes such as employment legislation and industrial relations, reporting accountability and performance appraisals; Identify the key generic skills required by their employer/industry, and their relationship to Victoria University’s Core Graduate Attributes; Reflect on the integration of their academic and workplace learning.
Learning Outcomes Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within their industry sector/profession.
Required Reading A compendium of readings available online via WebCT.
Class Contact This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.
Assessment Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Situation Analysis Report, 20%; Reflective E-Journals, 40%; Self-Appraisal Report, 40%.

BBB3002 CO-OPERATIVE EDUCATION 2
Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BBB3001 Co-operative Education 1.
Content In this unit of study students will: critically evaluate their own technical and generic skills against those required by their employer/profession; Identify areas of personal and professional skills development and develop appropriate strategies to address the skills gaps identified; gather evidence of their experiences and skills development for integration into a career portfolio; identify the benefits of developing networks and professional contacts within their industry sector; reflect on the integration of their academic and workplace learning.
Learning Outcomes Students will acquire a greater understanding of their future career and study plans and will significantly enhance their prospects of achieving successful graduate employment outcomes.
Required Reading A compendium of readings available online via WebCT.
Class Contact This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.
Assessment Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Reflective E-Journal, 40%; Career Plan Report, 20%; Employment Related Report, 40%.

BBB3100 BUSINESS INTEGRATED LEARNING
Campus City Flinders, Footscray Park, Werribee, Sunbury.
Prerequisite(s) Nil.
Content In this unit of study, students will: Explore their workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Critically evaluate their own technical and generic skills against those required by their employer/profession; Gather evidence of their experiences and skills development for integration into a career portfolio; Reflect on the integration of their academic and workplace learning.
Learning Outcomes Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within their industry sector/profession.
Required Reading A compendium of readings available online via WebCT.
Class Contact This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.
Assessment Students are required to undertake a minimum of 150 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Situational Analysis Report, 20%; Reflective E-Journals, 40%; Career Plan Report, 20%; Self Appraisal, 20%.

BFP1001 PROFESSIONAL DEVELOPMENT 1
Prerequisite(s) Nil.
Content This unit is the first of three units that focus on the professional development of students by covering three broad areas of business knowledge, personal attributes and professional skills. In this first unit of study (Professional Development 1) students will be provided with an introduction to the underpinning concepts of business and the related environment. It will examine both the internal and external elements of a business to understand the context within which it operates. The emerging political, social, economic, technological and ethical issues impacting on business will be identified and investigated. Students will explore the personal and professional attributes necessary to engage with the business environment. In this context students will develop and refine skills that will support activities in other units of study.
Learning Outcomes At the completion of this unit, students will be able to: appreciate the social, cultural, political, economic & legal dimensions of the business environment; understand comparative business structures; explore personal and interpersonal emotional intelligence; identify aspects of social and cultural diversity; identify personal skills, interests and motivations; distinguish between different types of knowledge; use a variety of information gathering & analysis methods; explore entrepreneurial business issues and understand the problems of imperfect information.
Required Reading Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions

Recommended Reading Stephen Covey, 2004, The 7 Habits of Highly Effective People, Free Press, New York

Class Contact Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

Assessment Business Environment Project (30%) and Oral Presentation (10%) Problem Working Activities (40%) Self Appraisal Report (1,000 words) (20%).

BFP2001 PROFESSIONAL DEVELOPMENT 2

Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia.

Prerequisite(s) BFP1001 Professional Development 1

Content This unit is the second of three units that focus on the professional development of students by covering three broad areas of business knowledge, personal attributes and professional skills. The primary focus of this unit of study is to enable students to understand and refine the knowledge and skills gained in the first Professional Development unit of study (BFP1001 Professional Development 1) and other discipline-based units. Students will assess and judge business information in conditions of uncertainty, to help inform effective business decision making. Students will critically evaluate their own technical and general skills enabling them to identify strategies they need to develop for career planning and ongoing lifelong learning.

Learning Outcomes At the completion of this unit, students will be able to: assess opportunities in a changing business environment; identify the systems that support business decision making; communicate issues, arguments and decisions about a business problem; use knowledge structures and systems for strategic decision making; develop an awareness of their own individual strengths; develop procedures to ensure ethical business decision making; reflect on the differences between leadership and management; identify and assess the contributions they can make in professional relationships; develop strategies for managing competing values and create a project plan.


Class Contact Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

Assessment Reflective e-Journal 20%; Self Appraisal report 10%; Business Proposal (Team assignment 15% and Oral Presentation 15%); Develop Project Plan 40%.

BFP3001 PROFESSIONAL DEVELOPMENT 3

Campus City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia.

Prerequisite(s) BFP2001 Professional Development 2

Content This unit is the third and the last of the units in the professional development stream covering three broad areas of business knowledge, personal attributes and professional skills. In this capstone unit of study, students will demonstrate their understanding of the business environment and the knowledge and skills required for professional practice, via the implementation of a business project to demonstrate professional practice and leadership. Projects may be located in the workplace, the community or on-site and may be supported by Alumni and Business Mentors as Project Managers. Students will critically evaluate their personal and professional skills and how these can be used to support business and personal decision making. In a workplace setting students will be able to examine issues of problem identification, planning and problem solving strategies. Students will be able to reflect on the transition from academic to workplace environments and assess their current and future career plans.

Learning Outcomes At the completion of this unit, students will: identify factors to create sustainable business in a changing environment; be able to participate in business decision making; develop a career plan within their own professional environment; be able to resolve conflicting and competing demands; engage in ethical practice; implement a business project; develop entrepreneurial activities; assess and select an action from multiple solutions and manage project execution.

ACKNOWLEDGEMENT OF COUNTRY
We acknowledge the Elders, families and kinships of the Wurundjeri tribe of the Kulin Nation who were the custodians of University land for many centuries. We acknowledge that the land on which we meet was the place of age-old ceremonies of celebration, initiation and renewal, and that the Kulin Nation people’s living culture had and has a unique role in the life of this region.