DISCLAIMER

The information contained in Victoria University’s 2008 Faculty of Business and Law Handbook was current at 31 August 2007.

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 2008 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 2008.

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.

Pre 2005 (AU$) – cost of the unit of study for students who began their course of study before 1 January 2005 under the Higher Education Contribution Scheme (HECS) or Postgraduate Education Loan Scheme (PELS) arrangements.

From 2005 (AU$) – cost of the unit of study for all Commonwealth Supported students who commenced a new course of study on or after 1 January 2005.

Full Fee (AU$) – cost of the unit of study for students who do not hold a Commonwealth Supported place.

PLEASE NOTE

This handbook provides a guide to courses available within Victoria University’s Faculty of Business and Law in 2008. 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.

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 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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### 2008 COURSES

Note: Courses available to International students include the symbol (I).

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<td>Bachelor of Business (Marketing/Bachelor of Psychology) (I)</td>
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SCHOOL OF ACCOUNTING AND FINANCE

Below are details of courses offered by the School of Accounting and Finance in 2008. 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 (ACCOUNTING) (I)
Course Code: BBAA/BWTA

Campus: Footscray Park, Werribee, Liaoning-China.

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.

Delivery of the new course structure off-shore may be deferred to 2009. 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>Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<th>Full Fee (AU$)</th>
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<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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<td>ECONOMIC PRINCIPLES</td>
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<td>BEO1106</td>
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<td>$908</td>
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Specialisation Units of Study – Accounting

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<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<td>BAO1107</td>
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Elective Units of Study
Seven approved electives.

Professional Development Units of Study

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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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BHO1171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Banking and Finance
BAO1107 ACCOUNTING INFORMATION SYSTEMS 12 0.1250 2 $726 $908 $1,584
BAO3402 INTERNATIONAL BANKING AND FINANCE 12 0.1250 2 $726 $908 $1,584
BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO3404 CREDIT AND LENDING DECISIONS 12 0.1250 2 $726 $908 $1,584
BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12 0.1250 2 $726 $908 $1,584
BEO3447 COMMERCIAL BANKING AND FINANCE 12 0.1250 2 $726 $908 $1,584
BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12 0.1250 2 $726 $908 $1,584

Electives
Seven approved electives.

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584

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

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 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 Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BHO1171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Accounting
BAO1107 ACCOUNTING INFORMATION SYSTEMS 12 0.1250 2 $726 $908 $1,584
BAO2202 FINANCIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO2203 CORPORATE ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO2204 MANAGEMENT ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO3309 ADVANCED FINANCIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO3307 CORPORATE FINANCE 12 0.1250 2 $726 $908 $1,584
BAO3312 ADVANCED MANAGEMENT ACCOUNTING 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Hospitality
BHO1110 INTRODUCTION TO HOSPITALITY 12 0.1250 2 $726 $908 $1,584
BHO1121 FOOD AND BEVERAGE MANAGEMENT I 12 0.1250 2 $726 $908 $1,584
BHO1122 FOOD AND BEVERAGE MANAGEMENT II 12 0.1250 2 $726 $908 $1,584
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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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.
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

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Specialisation Units of Study – Banking and Finance

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Professional Development Units of Study

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

Course Code: BBSA

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.

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>
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<th>Course Name</th>
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**Specialisation Units of Study – Accounting**

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**Specialisation Units of Study – Information Systems**

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**Professional Development Units of Study**

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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

MASTER OF BUSINESS (ACCOUNTING) (I)
Course Code: BMAA

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 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 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.

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<td>BAO6615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>$510</td>
<td>$637</td>
<td>$1,430</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>plus</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO7742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO7700 THESIS (FULL-TIME)</td>
<td>36</td>
<td>0.3750</td>
<td>$2,178</td>
<td>$2,723</td>
<td>$4,752</td>
</tr>
<tr>
<td>or</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO7701 THESIS (PART-TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>$1,092</td>
<td>$1,365</td>
<td>$2,382</td>
</tr>
</tbody>
</table>

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

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>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5561 REPORTING AND PROFESSIONAL PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO7742 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>plus six units of study from:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO5748 FINANCIAL SERVICES COMMUNICATION</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING</td>
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<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
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</tr>
<tr>
<td>BAO6615 ACCOUNTING PROJECT</td>
<td>12</td>
<td>0.1250</td>
<td>$510</td>
<td>$637</td>
<td>$1,430</td>
</tr>
<tr>
<td>BAO5734 FINANCIAL ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5736 MANAGERIAL CONTROL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>plus three units of study from:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO5566 TREASURY</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5567 TAXATION</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5574 STRATEGIC MANAGEMENT ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5575 FINANCIAL ACCOUNTING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5576 ASSURANCE SERVICES AND AUDITING</td>
<td>12</td>
<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</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 BUSINESS (PROFESSIONAL ACCOUNTING) (I)
Course Code: BMBG/BMPA

Campus: City Flinders, SIC-Singapore.

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.

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
</tr>
</thead>
</table>
| Students entering with an undergraduate degree will undertake the following units of study:
BAO5522 MANAGERIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5524 PROFESSIONAL AUDITING 12 0.1250 2 $726 $908 $1,584
BAO5525 FINANCIAL AND CORPORATE ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY 12 0.1250 2 $726 $908 $1,584
BAO5534 BUSINESS FINANCE 12 0.1250 2 $726 $908 $1,584
BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5543 ACCOUNTING SYSTEMS AND PROCESSES 12 0.1250 2 $726 $908 $1,584
BEO6600 BUSINESS ECONOMICS 12 0.1250 2 $726 $908 $1,584
BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BLO5537 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BLO5538 COMPANY LAW 12 0.1250 1 $510 $637 $1,430
BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE 12 0.1250 1 $510 $637 $1,430

Students entering with a Graduate Certificate in Accounting undertake the following units of study:
BAO5522 MANAGERIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5524 PROFESSIONAL AUDITING 12 0.1250 2 $726 $908 $1,584
BAO5525 FINANCIAL AND CORPORATE ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5534 BUSINESS FINANCE 12 0.1250 2 $726 $908 $1,584
BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5542 ISSUES IN MANAGEMENT ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO5734 FINANCIAL ANALYSIS 12 0.1250 2 $726 $908 $1,584
BAO5748 FINANCIAL SERVICES COMMUNICATION 12 0.1250 2 $726 $908 $1,584
BAO5741 QUANTITATIVE ANALYSIS 12 0.1250 2 $726 $908 $1,584
plus any four of the following units of study:
BAO5572 TREASURY RISK MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BEO5686 FINANCIAL DERIVATIVE MARKETS 12 0.1250 2 $726 $908 $1,584
BEO5746 CREDIT AND LENDING MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BEO5685 FINANCIAL INSTITUTIONS MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BLO5738 FINANCIAL INSTITUTIONS LAW 12 0.1250 2 $726 $908 $1,584
BAO7742 BUSINESS RESEARCH METHODS 12 0.1250 2 $726 $908 $1,584

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 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 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.

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
</tr>
</thead>
</table>
| Compulsory Units of Study
BAO5534 BUSINESS FINANCE 12 0.1250 2 $726 $908 $1,584
BAO5734 FINANCIAL ANALYSIS 12 0.1250 2 $726 $908 $1,584
BAO5748 FINANCIAL SERVICES COMMUNICATION 12 0.1250 2 $726 $908 $1,584
BEO5501 QUANTITATIVE ANALYSIS 12 0.1250 2 $726 $908 $1,584

Elective Units of Study
BAO5572 TREASURY RISK MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BEO5686 FINANCIAL DERIVATIVE MARKETS 12 0.1250 2 $726 $908 $1,584
BEO5746 CREDIT AND LENDING MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BEO5685 FINANCIAL INSTITUTIONS MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BLO5738 FINANCIAL INSTITUTIONS LAW 12 0.1250 2 $726 $908 $1,584
BAO7742 BUSINESS RESEARCH METHODS 12 0.1250 2 $726 $908 $1,584
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.

**DOCTOR OF PHILOSOPHY (I)**

Course Code: BPPA

**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.

**Course Structure**

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (A$)</th>
<th>From 2005 (A$)</th>
<th>Full Fee (A$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO8002 PHD (RESEARCH) (FULL TIME)</td>
<td>48</td>
<td>0.5000</td>
<td>2 $2,904</td>
<td>3,630</td>
<td>6,336</td>
</tr>
<tr>
<td>OR</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO8003 PHD (RESEARCH) (PART-TIME)</td>
<td>24</td>
<td>0.2500</td>
<td>2 $1,452</td>
<td>1,815</td>
<td>3,168</td>
</tr>
</tbody>
</table>

**MASTER OF BUSINESS BY RESEARCH (ACCOUNTING AND FINANCE) (I)**

Course Code: BRAA

**Campus**: City 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.

**Course Structure**

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (A$)</th>
<th>From 2005 (A$)</th>
<th>Full Fee (A$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO9800 RESEARCH THESIS (FULL TIME)</td>
<td>48</td>
<td>0.5000</td>
<td>2 $2,904</td>
<td>3,630</td>
<td>6,336</td>
</tr>
<tr>
<td>OR</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BAO9801 RESEARCH THESIS (PART TIME)</td>
<td>24</td>
<td>0.2500</td>
<td>2 $1,452</td>
<td>1,815</td>
<td>3,168</td>
</tr>
</tbody>
</table>

**GRADUATE CERTIFICATE IN ACCOUNTING (I)**

Course Code: BTAA

**Campus**: City 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 subject 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>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (A$)</th>
<th>From 2005 (A$)</th>
<th>Full Fee (A$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY</td>
<td>12</td>
<td>0.1250</td>
<td>2 $726</td>
<td>908</td>
<td>1,584</td>
</tr>
<tr>
<td>BAO5543 ACCOUNTING SYSTEMS AND PROCESSES</td>
<td>12</td>
<td>0.1250</td>
<td>2 $726</td>
<td>908</td>
<td>1,584</td>
</tr>
<tr>
<td>BEO5538 ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>2 $726</td>
<td>908</td>
<td>1,584</td>
</tr>
<tr>
<td>BEO5539 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>2 $726</td>
<td>908</td>
<td>1,584</td>
</tr>
</tbody>
</table>
SUBJECTS

Below are subject details for courses offered by the School of Accounting and Finance in 2008.

IMPORTANT NOTE: 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, St Albans, Sunbury, Werribee, CUHK-Hong Kong, CUFE Beijing, Sunway College – 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 roles 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 businesses 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%. Only non-programmable calculators without text and graphic facilities may be used in examinations.

BAO1106 ACCOUNTING FOR HOSPITALITY AND TOURISM MANAGERS
Campus Footscray Park, Werribee.
Prerequisite(s) BAO1101 Accounting for Decision Making.
Content The aim of this unit of study is to provide students with the broad principles underlying the recording and reporting of financial information, with a major emphasis on the preparation and presentation of General Purpose Financial Reports for the Hospitality and Tourism Industries. Topics include: introduction of hospitality and tourism accounting; a comprehensive review of the accounting system to provide an understanding of the information necessary for effective business management, internal control with particular focus on cash and inventory controls.
Recommended Reading Colman, M., 1998, Hospitality Management Accounting, 6th edn., John Wiley and Sons, New York, U.S.A.
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, Sunbury, Sunway-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; and cash and cash controls; accounting for receivables, inventories, and non-current assets; accounting for partnerships; and introduction to computerised financial accounting systems.
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.
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.
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, Sunbury, Sunway-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
FACULTY OF BUSINESS AND LAW

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.

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
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.

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

BAO2204 MANAGEMENT ACCOUNTING

Campus
Footscray Park, Werribee, Sunway-Malaysia, Liaoning-China.

Prerequisite(s)
BAO1101 Accounting for Decision Making.

Content
This 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.

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, 30%; Final examination, 70%.

BAO2208 COMPUTERISED ACCOUNTING INFORMATION SYSTEMS

Campus
Footscray Park, Werribee, Liaoning-China.

Prerequisite(s)
BAO1107 Accounting Information Systems.

Content
The 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 technologies 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.

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, 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 these systems facilitate the production of accounting information. 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.

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)
BAO1101 Accounting for Decision Making.

Content
This unit of study aims to give students an introduction to the role of electronic commerce in accounting information systems. Topics include: the role of accounting in EC, EC and Transaction Processing, EC and Accounting Software, EC Integration with the existing systems management system, EC and Financial Analysis, EC and internal control and security, EC and audit.

Required Reading

Recommended Reading

BAO2441 PERSONAL FINANCIAL PLANNING

Campus
City Flinders, Footscray Park and Werribee.

Prerequisite(s)
Nil.

Content
The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of personal financial planning. Students will gain a broad understanding of various investment products and the basis of selection to meet the specific goals of clients. Topics include introduction to financial planning, the economics of the financial services industry, financial planning services, various options in financial planning, developing, implementing and reviewing financial plans, matching of ongoing clients needs and financial planning services.

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 Internal Assessment 40%, Final Examination 60%. Students are expected to satisfactorily complete each component of the Assessment to gain a pass in the unit of study.

BAO2500 TRANSPORT FINANCIAL PLANNING

Campus Footscray Park, Werribee.

Prerequisite(s) BAO1101 Accounting for Decision Making.

Content 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, BOO, BOOT; 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.


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, 30%; Final examination, 70%.

BAO3100 THE ENTERPRISE PROJECT

Campus Footscray Park.

Prerequisite(s) BAO2100 Introduction to Small Enterprise, BMO2182 Entrepreneurial Business Management.

Content This unit of study aims to build on the business skills developed during the course to date and apply them in a small enterprise context. Topics include developing enterprise skills of problem solving, communication and networking; development of research skills; understanding how to source finance, project management and report writing.

Required Reading Articles and 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 Internal Assessment, 100%.

BAO3292 BUSINESS ETHICS

Campus Footscray Park, Werribee.

Prerequisite(s) Nil.

Content 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 decisions and business activities will be guided by ethical principles. The unit of study aims to help students to arrive at well-informed and ethically conscious decisions. The unit of study covers the basic theory of ethics to the extent of its usefulness in business decision making processes, ethical criteria, procedural maxims and caveats and the model of ethical decision 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, 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 employers’ perspectives; international business and ethics, multinational corporations and international dimensions of business practices, regulations and culture.

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 international 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.


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.
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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.


**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)** BAO3306 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), including the use of computer assisted audit techniques (CAATs); 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, valuation, 30%; Final Examination, 70%.


**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.

**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, Liaoning-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.

**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** Assignments, 40%; Final Examination (2 hours), 60%. Note: Only hand-held non-programmable calculators may be used in examinations.

**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 Xion 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; integration of computing and sources of finance; managing client profiles through computers; keeping secretarial files for directors, shareholders and minutes through computers and being able to lodge changes with Australian Securities and Investment Commission; costing 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 taxation returns for individuals, partnerships, companies, trusts and superannuation; preparing information for specialised schemes 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.


**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 include: 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.
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) BAO1101 Accounting for Decision Making.
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) BAO1101 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 hypothesis; passive and active trading strategies.
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. 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. Topics include: cash flow, credit policy, retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, and problem loans and recovery.
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 (SERVICE UNIT OF STUDY)
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. Belonging and revenue as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment Final Exam, 50%; Project 1, 25%; Project 2, 25%; Final examination, 50%.

BAO5504 ACTUARIAL MANAGEMENT, INSURANCE AND ASSET CONSULTING
Campus Records Office / City Flinders Campus
Content The unit of study covers an introduction to the role of an actuary in superannuation together with the purpose and requirements of actuarial reviews. It explains the role of an asset consultant in superannuation, methods for valuing assets and importance of asset allocation. It also provides an overview of the regulatory framework of the profession, including an outline of requirements of SIS and other standards.
Learning Outcomes Students will understand and evaluate the role of an actuary, an insurance advisor, and an asset consultant in the management of superannuation funds.
Required Reading To be advised.
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.
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 expenditure; and internal control procedures.


Assessment: Required assignments, 30%; Final examination, 70%.

BAO5510 FINANCIAL ANALYSIS FOR EMPLOYEE RELATIONS

Campus: City Flinders.
Prerequisite(s): Nil.

Content: The unit of study introduces 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 economic 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 context of industrial democracy.

Required Reading: To be advised by lecturer.

Class Contact: Equivalent to three-six hours per semester normally to be delivered as one hour lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.

Assessment: Internal assignments, 100%.

BAO5525 FINANCIAL AND CORPORATE ACCOUNTING

Campus: City Flinders, SIC-Singapore.
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 intercompany investments; introduce specific corporate financial accounting practices, including accounting for company income tax; foreign currencies and leases; and consider current financial reporting issues. Topics include: Corporate financial reporting regulations; company formation; retained profits, reserves and distribution to owners; reorganization of capital; accounting for consolidated entities; purchase consolidation; inter-entity transactions; accounting for leases; accounting for foreign currencies: transactions, forward contracts; subsidiaries; accounting for company income tax; current and emerging issues including corporate governance; financial instruments.

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 studies, class presentations, 40%; Final examination, 60%.

BAO5543 ACCOUNTING SYSTEMS AND PROCESSES

Campus: City Flinders, SIC-Singapore.
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 fairness 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.


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 assessments, 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.
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.

**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; costing 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%.

**BAO5534 BUSINESS FINANCE**

Campus City Flinders.

**Prerequisite(s)** BAO5543 Accounting Systems and Processes.

**Content** To examine and evaluate alternative financing proposals that firms may face in both the shorter and longer term to develop financial literacy, to read the existing literature in financial management and be aware of the theoretical and practical developments in finance, and to develop ability to solve problems through the application of specific techniques of analysis. The objective of the firm and the function of finance. Valuation of securities. Portfolio theory and the capital asset pricing model. Short-term and long-term sources of finance. Capital structure and cost of capital. Dividend policy. Management of working capital. Evaluation and selection of investments. Analysis of financial statements. Mergers and acquisitions.

**Required Reading** Peirson 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%.

**BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING**

Campus City Flinders, SIC-Singapore.

**Prerequisite(s)** BAO5525 Financial and Corporate Accounting.

**Content** The purpose of this unit of study is to enable students to critically analyse the concepts and basis of financial accounting procedures that have been previously studied and to introduce selected advanced areas of study in financial accounting concepts. Topics include: conceptual and regulatory frameworks, the nature and objectives of financial reporting and elements of financial statements, measurement, accounting for intangibles and voluntary disclosures. The unit of study is predominantly geared towards students being encouraged to further develop their cognitive and behavioural skills. Particular attention is given to the continued mastery of technical skills in conjunction with the development of students’ analytic and appreciative 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** Internal assessment, 40%; 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** To introduce students to basic accounting concepts and current accounting practices (both manual and electronic). The unit of study includes: course introduction; role of accounting in the planning and decision making framework; the period and profit concepts; importance of cash management; the manual recording process; classification in accounting reports; the use of an accounting package; incomplete records; the analysis and interpretation of accounting information to evaluate performance and structure; fixed assets; inventory valuation and procedures; funds statements; accounting for partnerships.

**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** Manual Assignments, 20%; Computer based Assignments, 15%; Mid Semester Test, 15%; Final Examination, 50%.

**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 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%.

**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 educations; 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.

**Recommended Reading** Income Tax Assessment Act.

**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 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.


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

**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.

**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** Written assignments and presentations, 50%; Final examination, 50%.

**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 oriented, multinational or transitional firm operating in an international environment.


**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and...
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.
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%.

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 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%.

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 services 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%.

BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM

Campus City Flinders.
Prerequisite(s) Nil.
Content This unit of study includes the following topics: Introduction to accounting-flow of information through the accounting system, accounting principles and conventions, the conceptual framework; Socioeconomic accounting-The Uniform System of Accounts, direct and indirect costs, problems of cost allocation; analysis of accounting reports-comparative and common size reports, ratio analysis, operating ratios; planning and control using budgets-the budgeting process, preparation of budgets, flexible budgets and standard costs, performance reports and variance analysis; cost behaviour and CVP analysis-cost concepts, fixed and variable costs, break even calculations, relevant costs and short term decisions; pricing-methods of pricing, pricing in the hospitality and travel industries; capital budgeting and investment decisions-methods of evaluating long term decisions; introduction to feasibility studies.
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 CPA Australia examination, 40%; Final Examination, 60%.

BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING

Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to re-acquaint students with the background of financial reporting as a precursor to visiting theory development, disclosure problems and emerging issues. This unit of study includes the following topics: historical perspective of accounting; financial reporting framework; an Australian context; theories in financial accounting; measurement and theory development; conceptual framework; a critique; asset disclosure; liability disclosure; contextual problems; emerging issues.
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 CPA Australia examination, 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.
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 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 Peirson 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 CPA Australia examination, 50%; Final Examination, 50%.
FACULTY OF BUSINESS AND LAW

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.
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 students’ 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 appreciate 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.
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) BEO5685 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. 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 leading 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 assess lending proposals. 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. 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 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 for portfolio insurance; hedging with future contracts, index models; measurement and evaluation of portfolio performance, international regulation of securities markets.
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. 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 Jiaotong-China, SIC-Singapore, AHC-Bangladesh, Sunway-Malaysia.
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.
Required Reading Szalej, 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.

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.
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.

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. The student will also participate in an oral examination of the thesis.
Required Reading To be advised by lecturer.
BAO7742 BUSINESS RESEARCH METHODS
Campus City Flinders, SIC-Singapore.
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.
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, 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.
Class Contact Two year duration. Unit of study equal to 48 credit points.
Assessment Dissertation thesis, 100%.

BAO8001 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.
Class Contact Unit of study equal to 24 credit points.
Assessment Dissertation thesis, 100%.

BAO8003 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.
Class Contact Unit of study equal to 24 credit points.
Assessment Research 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 equal to 48 credit points.
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 equal to 24 credit points.
Assessment Research thesis, 100%.

BAO9913 ACCOUNTING INFORMATION SYSTEMS (ENGINEERING AND SCIENCE SERVICE SUBJECT)
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%.

BAO9802 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 equal to 48 credit points.
Assessment Research thesis, 100%.
SCHOOL OF APPLIED ECONOMICS

Below are details of courses offered by the School of Applied Economics in 2008. 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 (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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee

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<tr>
<th>Core Units of Study</th>
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<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
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<tr>
<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>2</td>
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<td>BEO1106 BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
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<td>BHO1171 INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
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<tr>
<td>BLO1105 BUSINESS LAW</td>
<td>12</td>
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<td>1</td>
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<td>BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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<th>Specialisation Units of Study – International Trade</th>
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<tr>
<td>BEO2254 STATISTICS FOR BUSINESS AND MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
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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

#### Core Units of Study

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#### Specialisation Units of Study – Retail Management

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#### Elective

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

### BACHELOR OF BUSINESS (APPLIED ECONOMICS) (I)

**Course Code:** BBEBE  
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.*

#### Core Units of Study

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#### Specialisation Units of Study – Applied Economics

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#### Electives

Seven approved electives.

**Professional Development Units of Study**

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BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL COMMERCE)
Course Code: BBCI
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.

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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) (I)
Course Code: BBEI
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.
### Core Units of Study

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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 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.

**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 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.

**Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.**
SCHOOL OF APPLIED ECONOMICS

Professional Development Units of Study

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BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ELECTRONIC COMMERCE) (I)
Course Code: BBFE

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 practice of risk management, data management and networked systems, with a focus on the relationship between risk management and the development of new computer based systems.

Course Duration
The course is offered over three years on a full-time basis or 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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Specialisation Units of Study – Financial Risk Management

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Support Units of Study

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Co-operative Education (two units) or BBB3100 Business Integrated Learning

BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/GLOBAL LOGISTICS AND TRANSPORT) (OFFSHORE)
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 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 for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.
FACULTY OF BUSINESS AND LAW

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

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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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

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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 equivalency, 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 – Financial Risk Management

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### BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT/ ACCOUNTING) (OFFSHORE)

**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 equivalency, 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.
Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

<table>
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<th>Credit Point</th>
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Core Units of Study

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Specialisation Units of Study – Global Logistics and Transport

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Specialisation Units of Study – International Trade

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

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.
Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.
### 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.

**Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee**

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**Professional Development Units of Study**

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### BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS)

#### 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.
Co-ordinator.

Students will normally study the equivalent of four units of study to be credited to their degree. These units of study may count 'real' international experience as part of their degree, which is particularly crucial if they are going to work for international corporations. In this

Students in undertaking this course will normally undertake a semester abroad. The study abroad semester is intended to provide students with a

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<th>Professional Development Units of Study</th>
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<tr>
<th>Semester Abroad</th>
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<tbody>
<tr>
<td>Students in 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.</td>
</tr>
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</table>

FACULTY OF BUSINESS AND LAW

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

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<th>Core Units of Study</th>
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<tr>
<td>BCO1102 INFORMATION SYSTEMS FOR BUSINESS</td>
</tr>
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<td>BEO1105 ECONOMIC PRINCIPLES</td>
</tr>
<tr>
<td>BEO1106 BUSINESS STATISTICS</td>
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<tr>
<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>BEO3517 INTERNATIONAL TRADE PRACTICES</td>
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<th>Semester Abroad</th>
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<tr>
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Credit Point | EFTSL | SC Band | Pre 2005 (AU$) | From 2005 (AU$) | Full Fee (AU$)
---|---|---|---|---|---
BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS 12 0.1250 2 $726 $908 $1,584
BEO3378 INTERNATIONAL ECONOMICS AND FINANCE 12 0.1250 2 $726 $908 $1,584
BHO3373 INTERNATIONAL MARKETING 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Retail Management
BEO1185
BEO3295
BEO3406 STRATEGIC RETAILING
BHO3405 ELECTRONIC RETAILING

Support Units of Study
BEQ2254 STATISTICS FOR BUSINESS AND MARKETING
BEO3500 APPLIED ECONOMICS RESEARCH PROJECT

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
BAO1101 ACCOUNTING FOR DECISION MAKING
BCO1102 INFORMATION SYSTEMS FOR BUSINESS
BEO1105 ECONOMIC PRINCIPLES
BEO1106 BUSINESS STATISTICS
BHO1171 INTRODUCTION TO MARKETING
BLO1105 BUSINESS LAW
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR

Specialisation Units of Study – Retail Commerce
BEO1195 GLOBAL RETAILING
BEO2254 STATISTICS FOR BUSINESS AND MARKETING
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS
BEO3257 ECONOMICS OF RETAILING
BEO3296 BUYING AND MERCHANDISING
BEO3406 STRATEGIC RETAILING
BHO3405 ELECTRONIC RETAILING

Specialisation Units of Study – Marketing
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS
BHO2258 PRODUCT AND BRAND MANAGEMENT
BHO2285 MARKETING RESEARCH
BHO2434 CONSUMER BEHAVIOUR
BHO3254 ADVANCED MARKETING RESEARCH
BHO3435 MARKETING PLANNING AND STRATEGY

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1
BFP2001 PROFESSIONAL DEVELOPMENT 2
BFP3001 PROFESSIONAL DEVELOPMENT 3
FACULTY OF BUSINESS AND LAW

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.

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

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Specialisation Units of Study – Music Industry

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Specialisation Units of Study – Event Management

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Elective Unit of Study
One approved elective

Professional Development Units of Study

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<th>EFTSL</th>
<th>SC Band</th>
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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

Credit Point | EFTSL | SC Band | Pre 2005 (AU$) | From 2005 (AU$) | Full Fee (AU$)
--- | --- | --- | --- | --- | ---

**Core Units of Study**

BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1103 MICROECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1104 MACROECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BH011171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

**Specialisation Units of Study – Retail Management**

BEO1185
BEO2186
BH03405 ELECTRONIC RETAILING 12 0.1250 2 $726 $908 $1,584
BEO3406 STRATEGIC RETAILING 12 0.1250 2 $726 $908 $1,584
BEO3257 ECONOMICS OF RETAILING 12 0.1250 2 $726 $908 $1,584

**Specialisation Units of Study – Marketing**

BH02257 ADVERTISING AND MARKETING COMMUNICATIONS 12 0.1250 2 $726 $908 $1,584
BH02258 PRODUCT AND BRAND MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BH02434 CONSUMER BEHAVIOUR 12 0.1250 2 $726 $908 $1,584
BH03254 ADVANCED MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BH03435 MARKETING PLANNING AND STRATEGY 12 0.1250 2 $726 $908 $1,584

**Support Units of Study**

BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12 0.1250 2 $726 $908 $1,584
BHO2285 MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584

**Electives**

Two approved units of study, which may be Co-operative Education or BBB3100 Business Integrated Learning.

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**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.

**Credit Point | EFTSL | SC Band | Pre 2005 (AU$) | From 2005 (AU$) | Full Fee (AU$)**
--- | --- | --- | --- | --- | ---

**Core Units of Study**

BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BH011171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

**Specialisation Units of Study – Music Industry**

BEO2403 INTRODUCTION TO MUSIC BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY 12 0.1250 2 $726 $908 $1,584
BEO3408 MUSIC PUBLISHING AND RECORDING 12 0.1250 2 $726 $908 $1,584
BH02405 MUSIC MARKETING 12 0.1250 2 $726 $908 $1,584
BLO2401 MUSIC INDUSTRY LAW 12 0.1250 3 $850 $1,062 $2,083
BM02402 MUSIC INDUSTRY MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BM03405 LIVE PERFORMANCE MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ACCOUNTING) (OFFSHORE)
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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$) (AU$) (AU$)

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BHO1171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Financial Risk Management
BAO2441 PERSONAL FINANCIAL PLANNING 12 0.1250 2 $726 $908 $1,584
BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12 0.1250 2 $726 $908 $1,584
BEO2401 RISK MANAGEMENT AND INSURANCE 12 0.1250 2 $726 $908 $1,584
BEO2431 RISK MANAGEMENT MODELS 12 0.1250 2 $726 $908 $1,584
BEO3347 PLANNING FOR LONG TERM WEALTH CREATION 12 0.1250 2 $726 $908 $1,584
BLO2206 TAXATION LAW AND PRACTICE 12 0.1250 1 $510 $637 $1,430

Specialisation Units of Study – Accounting
BAO1107 ACCOUNTING INFORMATION SYSTEMS 12 0.1250 2 $726 $908 $1,584
BAO2202 FINANCIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO2203 CORPORATE ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO2204 MANAGEMENT ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO3309 ADVANCED FINANCIAL ACCOUNTING 12 0.1250 2 $726 $908 $1,584
BAO3307 CORPORATE FINANCE 12 0.1250 2 $726 $908 $1,584
BAO3312 ADVANCED MANAGEMENT ACCOUNTING 12 0.1250 2 $726 $908 $1,584

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584

BACHELOR OF BUSINESS (RETAIL COMMERCE)
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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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Specialisation Units of Study – Retail Commerce
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Electives
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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

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<tr>
<th>Core Units of Study</th>
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Specialisation Units of Study

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Support Units of Study

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Recommended Electives

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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 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

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<tr>
<th>Credit Point</th>
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or

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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 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

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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 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

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or

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<td>$1,452</td>
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</table>

plus one approved elective
Prizes:
- ANZ BANKING GROUP PRIZE
  - Best Graduating Student – Bachelor of Business in International Trade.
- PEARSON EDUCATION AUSTRALIA PRIZES
  - Best Student in the subject Macroeconomic Principles.
  - Best Student in the subject Microeconomic Principles.
- CHARTERED INSTITUTE OF LOGISTICS AND TRANSPORT AUSTRALIA (VICTORIA) PRIZE
  - Ken Baldock Chartered Institute of Logistics and Transport Award: Most Outstanding Student – Bachelor of Business in Global Logistics and Transport.

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 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

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Thesis Option:
Eights units of study taken from the above list plus:
- BEO7742 BUSINESS RESEARCH METHODS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
- BEO7700 THESIS (FULL-TIME) | 36 | 0.3750 | 2 | $2,178 | $2,723 | $4,752 |
- BEO7701 THESIS (PART-TIME) | 18 | 0.1880 | 2 | $1,092 | $1,365 | $2,382 |

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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</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.

MAJOR OF BUSINESS (FINANCIAL RISK MANAGEMENT)

Course Code: BMFR

Campus: City Flinders.

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

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<th>Course Code</th>
<th>Credit Points</th>
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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.

MAJOR 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

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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 Global Logistics and Transport. 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:** BPPE

**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.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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**MASTER OF BUSINESS BY RESEARCH (APPLIED ECONOMICS)**

**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.

**Course Structure**

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<th>Course Code</th>
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<th>SC Band</th>
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<td>OR</td>
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<td>2</td>
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**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

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<th>Course Code</th>
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Below are subject details for courses offered by the School of Applied Economics in 2008.

**BBF3512 ENVIRONMENTAL LEGISLATION AND ECONOMICS (SERVICE UNIT OF STUDY)**
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%.

**BEQ1101 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%).

**BEQ1103 MICROECONOMIC PRINCIPLES**
Campus City Flinders, City Queen, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.

**Prerequisite(s)** Nil.

**Content** This is the first of two Economic Principles unit 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 analysis. Valuation techniques for externalities, Assessment development proposals, managerial responsibilities and 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** Continuous assessment, 50%; Final examination, 50%.

**BEQ1104 MACROECONOMIC PRINCIPLES**
Campus City Flinders, City Queen, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.

**Prerequisite(s)** BEO1103 Microeconomic Principles.

**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 revised; incomes 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**
Campus City Flinders, Footscray Park, Sunbury, Werribee, AABCD-Liaoning-China, CUF-E-China, BIC-Tianjin-China, Angell-Germany, CUHK Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia, Alberton-Singapore.

**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
- Explain 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 respective 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.

Content This unit of study builds upon the macroeconomic theory and policy already covered in BEO1104 Macroeconomic Principles in order to further the understanding of the relationship between macroeconomic theories and policy. Topics include: the basic theory of income determination; theories of consumption; theories of investment; classical, Keynesian and post-Keynesian view on the demand for and supply of money; the money supply process; IS-LM analysis; neo-classical and alternative views of the labour market; aggregate supply; aggregate demand and output.

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 Mid semester test (week 8), 20%; Assignment(s), 30%; Final examination (2 hours), 50%.

BEO2264 MICROECONOMIC ANALYSIS

Campus Footscray Park, Sunbury.

Prerequisite(s) BEO1103 Microeconomic Principles, BEO1104 Macroeconomic Principles.

Content This unit of study builds upon the microeconomic theory covered in BEO1103 Microeconomic Principles in order to further rigorous analytical treatment. Topics include: mathematical tools; indifference analysis and utility maximisation; demand analysis; production and costs; profit maximisation and supply; perfect competition; the imperfect 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.

BEO2283 APPLIED REGRESSION ANALYSIS

Campus Footscray Park.

Prerequisite(s) BEO1103 Microeconomic Principles, BEO1104 Macroeconomic Principles, BEO1106 Business Statistics.

Content This unit of study provides a comprehensive introduction to regression analysis and its applications to the modern 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%.

BEO2284 BUSINESS FORECASTING METHODS

Campus Footscray Park.

Prerequisite(s) BEO1103 Microeconomic Principles, BEO1104 Macroeconomic Principles, BEO1106 Business Statistics.

Content The unit of study aims to acquaint appropriate forecasting tools used at strategic or tactical levels of management and to provide students with experience 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%.

BEO2302 EUROPEAN BUSINESS ENVIRONMENT

Campus Footscray Park.

Prerequisite(s) BEO1252 International Business Context.

Content The unit of study aims to build upon the international business theory and policy issues, covered in BEO1262 International Business Context, in order to further and understanding of the European business environment. The unit of study builds on theoretical discussion to develop an applied analysis of the economic relationship between Australia and the EU12 and its policy implications for Australia. Topics to be covered include: the historical, developments of economic integration in Europe (the Treaty of Rome and the Maastricht Treaty); a theoretical treatment of economic integration phenomena, the free movement of goods and services, labour, and capital (Schengen Agreement and the Economic and Monetary Union); key policies within the European Union and their implications for Australia; the effect on the business environment of different European cultures, languages, lifestyles and tastes; EU competition, product distribution and business payment methods; barriers to trade and marketing strategies for the EU; an Assessment of the economic relationship between Australia and the EU12 (both at the collective and individual member state level) in the context of the international business environment; and trade implications for a wider EU, encompassing Eastern Europe.

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, 40%; Test 1, 30%; Test 2, 30%.

BEO2381 BUSINESS DECISION METHODS

Campus Footscray Park.

Prerequisite(s) BEO1106 Business Statistics.

Content This unit of study provides a comprehensive introduction to the mathematical modelling and specialised techniques and their applications in the analysis of contemporary economic/business problems faced by firms, organisations and industries. Topics include; decision analysis and the evaluation of information; network models; inventory control models and scheduling; linear programming models and sensitivity analysis; integer programming; waiting line models; game theory and dynamic programming; Markov chain analysis; total quality control.

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 Case studies, 40%; Final examination, 60%.
BE02401 RISK MANAGEMENT AND INSURANCE
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil.
Content This unit of study provides an overview of the contemporary music industry business relationship and associated business practices. Students will be given an understanding of the various business practices that impact on the music industry; and a summary of the different business practices in Asia, Europe and America. Required Reading Chappell, Australia.
Class Contact Equivalent to three 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%.

BE02403 INTRODUCTION TO MUSIC BUSINESS
Campus Footscray Park.
Prerequisite(s) Nil.
Content This unit of study provides an overview of the conceptual and practical aspects of international business in the music industry. Students will be given an understanding of the various business practices that impact on the music industry; and a summary of the different business practices in Asia, Europe and America. Required Reading Simpson, S., 2002, Music Business, Warner Chappell, 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 Continuous assessment, 50%; Final examination, 50%.

BE02404 ELECTRONIC TRADING
Campus Werribee, CUHK-Hong Kong.
Prerequisite(s) BE01103 Microeconomic Principles, BE01104 Macroeconomic 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 Research assignment (approx. 2500 words), 25%; Presentation (approx. 2500 words), 25%; Examination, 50%.

BE02410 RISK ANALYSIS AND MANAGEMENT
Campus Footscray Park.
Prerequisite(s) BE01106 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 Kenyon, A., 1999, Currency Risk and Business Management, Basil Blackwell. Vaughan, E.J., 1997, Risk Management, John Wiley & 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 Case Study, 15%; Project 1, 15%; Project 2, 20%; Final examination, 50%.

BE02431 RISK MANAGEMENT MODELS
Campus City Flinders, Footscray Park.
Prerequisite(s) Nil.
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%.

BE03201 DISTRIBUTION MANAGEMENT AND OPERATIONS
Campus City Flinders, Footscray Park, Sunbury, Werribee, Liaoning-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 and supply chain 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 warehouse operations. Required Reading K. Ackerman, 2000, Warehousing Profitably, Accumulation Publications and Oht. Recommended Reading Ballou, R.H., 2004, Business Logistics/Supply Chain Management 5/e, Prentice Hall. Bowersox, D.J., 2002, Supply Chain Logistics Management, McGraw Hill. Chopra, S., 2004, Supply Chain Management, 2/e, Prentice Hall. Coyle, J.J., Bardi, J.J., and Langley, C.J., 2003, The Management of Business Logistics – A Supply Chain Perspective, 7/e, Thomson Learning. Canada. Contemporary Logistics 7/e, Prentice Hall. Simchi-Levi, D. 2003, Designing and Managing the Supply Chain, 2/e, 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 Assignment, 30%, 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

BE03202 SUPPLY PRINCIPLES
Campus City Flinders, Footscray Park, Sunbury, Werribee, 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 both 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 selected suppliers; administering the contract; measuring performance of the buy and the contract.

Learning Outcomes Through an analysis of supply chain systems, student 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 economics and mathematical models to supply, procurement and contracts – that will contribute to a full knowledge of purchasing practice and techniques. Students will also gain an international perspective on global sourcing and supply chain management and logistics.


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%.

BE03203 SUPPLY AND VALUE NETWORKS
Campus City Flinders, Footscray Park, Sunbury, Werribee, 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.


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%.

BE03257 ECONOMICS OF RETAILING
Campus Footscray Park.
Prerequisite(s) BE03296 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; success of different 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. Unit of study is equal to 12 credit points.


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%.

BE03296 BUYING AND MERCHANDISING
Campus Footscray Park.
Prerequisite(s) BE01195 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.


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, 15%; Assignment, 25%, 3500 words; Tutorial Exercises, 10%; Final examination, 50%.

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 copyright, 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.

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, swaps, and other financial 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 Binomial Model; 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 investment management 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 underpinning, this environment in countries of Southeast and Northeast Asia. Topics include: country profile and risk assessment; trading relationships; market entry 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 various retirement plans and also be able to assist individuals to reach their planned retirement goals. Topics include introduction to wealth creation and retirement planning, 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) BE01103 Microeconomic Principles, BE01104 Macroeconomic 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.

BE03378 INTERNATIONAL ECONOMICS AND FINANCE
Campus City Flinders, City Queen, Footscray Park, Sunway-Malaysia, AABC-Liaoning-China, UIBE-China, CUFU-China, MEI-Hong Kong, Kasetart-Bangkok.
Prerequisite(s) BE01104 Macroeconomic Principles and BE01103 Microeconomic 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.
SCHOOL OF APPLIED ECONOMICS


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%.

BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY
Campus Footscray Park.
Prerequisite(s) BEO2403 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 overseas tour; 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%.

BEO3406 STRATEGIC RETAILING
Campus Footscray Park.
Prerequisite(s) BEO1195 Global Retailing, BHO1171 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 to 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. On completion of this subject, 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 classwork, 10%; Case study presentation, 10%; Final examination, 40%.

BEO3408 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%.

BEO3418 GLOBAL TRANSPORT ECONOMICS
Campus Footscray Park, Werribee.
Prerequisite(s) BEO1103 Microeconomic 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%.

BEO3419 AIRFREIGHT ECONOMICS
Campus Footscray Park, Werribee.
Prerequisite(s) BEO1104 Macroeconomic Principles.

Content This 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 forwarders and ground services; elements of airfreight and passenger transportation; warehousing and material handling; costing of airfreight and passenger transport; government initiatives and competitive passenger airline 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 Assignment, 40%; Test, 20%; Final examination, 40%.

BEO3430 INTERNATIONAL ECONOMIC ANALYSIS
Campus Footscray Park, Werribee.

Prerequisite(s) BEO3378 International Economics and Finance.

Content The unit of study builds upon the theories and concept introduced in BEO3378 International Economics and Finance. Topics include: measurement and determinants of intra-industry 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.


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-Liaoning-China, Kasetsart-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.


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, Werribee.

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 study tour to select countries of a particular region. Students will visit important regulatory institutions, private enterprises and academic

Required Reading EFIC Tradewatch (Available at: www.efic.gov.au), 2000, Transforming Thailand: choices for the new millennium, Department of Foreign Affairs and Trade.

Recommended Reading Department of Foreign Affairs and Trade, Thailand Focus, Asia Inc., April 2003, PPTFI-I: Australia-Thailand FTA Joint Scoping Study, Department of Foreign Affairs and Trade (Available at www.dfat.gov.au).

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) BEO1104 Macroeconomic Principles.

Content The 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 pricing policies; prudential standards; regulation of the financial 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 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 development 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.


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, City Queen, 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.


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 test, 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, UIBE-China, MEI-Hong Kong, Kasetsart-Bangkok.

**Prerequisite(s)** BEO1104 Macroeconomic Principles

**Content**
The unit of study introduces business students to the various export documents required to facilitate an international terade 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 VoTI and application of GST 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).

**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, Footscray Park, 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 Footscray Park.

**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 RESEARCH THESIS (PART-TIME)**
Campus Footscray Park, 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 24 credit points.

**Assessment**
Seminar presentation, 15%; Written thesis, 85%.

**BEO4403 ADVANCED MICROECONOMICS**
Campus Footscray Park.

**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: conceptualisation of research problems; theoretical formulation and contextualisation.

**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**
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 Footscray Park, Werribee.
Prerequisite(s) BE03201 Distribution Management and Operations.
Content This 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.
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 Footscray Park.
Prerequisite(s) BE01104 Macroeconomic 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 grown 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 Footscray Park, 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/procurement policies; legal aspects of international 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 UIBE-China.
Prerequisite(s) Nil.
Content This unit of study introduces to students 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 government procurement policies 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 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 papers and presentation, 40%; Final examination, 60%.

**BE05305 INTERNATIONAL SUPPLY CHAIN STRUCTURE**

**Campus** City Flinders, Liao ning-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 logistical practises 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 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 (3 hours), 50%; Tutorial questions, 10%; Written issue paper, 40%.

**BE05306 SUPPLY NETWORKS AND LOGISTICS STRATEGY**

**Campus** City Flinders, Liao ning-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 role that various logistics service providers play 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%.

**BE05307 GLOBAL PROCUREMENT**

**Campus** City Flinders, Liao ning-China, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study aims for 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%.

**BE05321 PORT AND TERMINAL ECONOMICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces the students to the economics of ports and terminals and their efficient management, 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 multimodalism, 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 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%.

**BE05322 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.

**Recommended Reading** Stopford, M., 1997, Maritime Economics, (2nd edn), Routledge.

**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%.

BE05323 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 much issues and procedures. 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%.

BE05407 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, 50%; Major assignment, 50%; Class presentation, 20%.

BE05408 EVENT EVALUATION AND LEGACY
Campus City Flinders.
Pre-requisite(s) Nil.
Unit Description 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 social impacts of events • Understand the basis for evaluating the environmental 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 • 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 ashegment: A review of the methodologies 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%).

BE05500 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%.

BE05501 SAMPLING AND INFERENTIAL STATISTICS
Campus City Flinders.
Prerequisite(s) BE05500 Probability and Data Analysis.
Content The aim of this unit of study is to introduce students to sampling and estimation, hypothesis testing, confidence intervals and hypothesis testing; tests for normality; goodness of fit tests; tests of statistical independence; non-paramedic 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%.

BE05502 REGRESSION AND TIME SERIES MODELLING
Campus City Flinders.
Prerequisite(s) BE0501 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.

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

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**BE05522 PUBLIC SECTOR ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content**
This subject 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 enterprise, including issues in cost-benefit analysis; and an evaluation of deregulation and privatisation.

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

**Recommended Reading**

**Class Contact**
Equivalent to 36 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 15 credit points.

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

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**BE05538 BUSINESS STATISTICS**

**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.

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

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**BE05544 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.

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

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**BE05551 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 identify, measure, quantify and evaluate the benefits flowing from their application. Topics covered will include: The Ethics of Ethical 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**

**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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**BE05554 STATISTICAL DATA ANALYSIS FOR BUSINESS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content**

**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 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%.

BEQ5566 INTRODUCTORY ECONOMETRICS
Campus City Flinders.
Prerequisite(s) BEQ5554 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 model. Special issues related
estimation: Multicollinearity, Auto-correlation and Heteroskedasticity,
and Special issues related to model specification: Functional forms,
Variable selection, Use lagged variable and Using dummy variables.
Required Reading Maddala, G.S., 2001, Introduction to Econometrics,
3rd edn, J. Wiley.
Recommended Reading Griffiths, W.E., Hill, R.C. and Judge, G.G.,
1993, Learning and Practising Econometrics, 1st edn, J. Wiley.
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%.

BEQ5567 INTERNATIONAL ECONOMICS
Campus City Flinders.
Prerequisite(s) Nil.
Content This unit 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.
edn, South-Western College Publishing.
Recommended Reading Pompfret, R. (ed.), 1995, Australia’s Trade
Policies, Oxford University Press.
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%.

BEQ5601 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.
Required Reading Dunkley, G., 2000, The Free Trade Adventure, Zed
and Exports in the World Economy, Aldershot, Ashgate.
Recommended Reading Havtala, I. and Gunawardana, P.J., 2003,
Analysing Comparative Advantage and Competitiveness: An
Application to Australia’s TAC Industries, Australian Economic papers.
Hoekman, B. and Kostechi, M., 1996, The Political Economy of
the World Trading System, Oxford University Press. Lung, S.M.
Flow Analysis: A Survey, Working Paper No. 7/00, School of Applied
Economics, Victoria University, Victoria.
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%.

BEQ5602 ADVANCED MANAGERIAL ECONOMICS
Campus City Flinders.
Prerequisite(s) BEQ6601 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.
Required Reading Commonweath of Australia, Department of
Finance, 1991, Handbook of Cost Benefit Analysis, AGPS. Salvatore,
D., 1996, Managerial Economics in a Global Economy, 3rd edn,
Recommended Reading Grimalich, E.M., 1981, Benefit-Cost Analysis
of Government Programs, Prentice Hall. Samuelson, W.F. and Marks,
Shughart, W.F. et. al., 1994, Modern Managerial Economics, South-
Western Publishing Co., Cincinnati. Bierman, H. and Smith, S., 1971,
The Capital Budgeting Decisions, Macmillan. Hanley, N. and Spash,
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%.
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.  
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 queuing theory.  
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 36 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, extremities and public goods provisions.  
Required Reading Pindyck, R.S. and Rubinfeld, D.L., 2001, Microeconomics, 5th edn, Prentice Hall.  

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FACULTY OF BUSINESS AND LAW

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

BE06617 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%.

BE06618 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%.

BE06704 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%.

BE07700 THESIS (FULL-TIME)
Campus City Flinders.
Prerequisite(s) BE07742 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.

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%.

BE07701 THESIS (PART-TIME)
Campus City Flinders.
Prerequisite(s) BE07742 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.

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.
Assessment Thesis, 100%.

BE07742 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: conceptualisation 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%.

BE08000 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 equal to 48 credit points.
Assessment Dissertation thesis, 100%.
SCHOOL OF APPLIED ECONOMICS

BE08001 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 24 credit points.
Assessment Dissertation thesis, 100%.

BE08002 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 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 Research thesis, 100%.

BE08003 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 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 Research thesis, 100%.

BE09800 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 equal to 48 credit points.
Assessment Research thesis, 100%.

BE09801 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 equal to 24 credit points.
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 2008. 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.

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.

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BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)
Course Code: BBEV
Campus: Footscray Park, Sunbury.

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.

<table>
<thead>
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<th>Core Units of Study</th>
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**Specialisation Units of Study – Hospitality**

| BHO1110 INTRODUCTION TO HOSPITALITY                                              | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT I                                           | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                                                 | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                                          | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO3473 HUMAN RELATIONS                                                          | 12           | 0.1250 | 1       | $510           | $637           | $1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT                           | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |

**Specialisation Units of Study – Hotel and Catering Management**

| BHO3306 CASINO AND GAMING MANAGEMENT                                             | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES                                   | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO3311 YIELD MANAGEMENT                                                         | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |
| BHO3504 CULTURE AND IDENTITY                                                     | 12           | 0.1250 | 2       | $726           | $908           | $1,584         |

**Elective Units of Study**

Three approved electives.

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**BACHELOR OF BUSINESS (HOTEL, RESTAURANT AND CATERING MANAGEMENT) (I)**

**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 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Hospitality Specialisation + 4 Hotel and Catering Specialisation + 3 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 (HOSPITALITY MANAGEMENT/HUMAN RESOURCE MANAGEMENT) (I)

Course Code: BBHH

Campus: Footscray Park.

Course Objectives

The course aims to combine the academic specialisations of the constituent undergraduate degrees to provide students with a sound education in the principles and practices of the discipline areas of human resource management and hospitality studies.

Course Duration

The course is offered over four years on a full-time basis 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.

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

BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT) (I)

Course Code: BBHM

Campus: Footscray Park, HKIT-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*.
FACULTY OF BUSINESS AND LAW

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.

Delivery of the new course structure off-shore may be deferred to 2009. 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

Seven approved electives.

### Professional Development 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 year. 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.

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

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### Specialisation Units of Study – Hospitality

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<td>Professional Development Units of Study</td>
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**BACHELOR OF BUSINESS (MARKETING/ELECTRONIC COMMERCE)**

**Course Code:** BBKE

**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.
BACHELOR OF BUSINESS (MARKETING/HOSPITALITY MANAGEMENT) (I)

Course Code: BBKH

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-operation 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 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)/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 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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<th>Core Business Units of Study</th>
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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) (I)
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 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.
FACULTY OF BUSINESS AND LAW

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee (AU$) (AU$) (AU$)
BHO2285 MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO2434 CONSUMER BEHAVIOUR 12 0.1250 2 $726 $908 $1,584
BHO3254 ADVANCED MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO3435 MARKETING PLANNING AND STRATEGY 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Tourism Management

BHO1190 INTRODUCTION TO TOURISM 12 0.1250 2 $726 $908 $1,584
BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY 12 0.1250 2 $726 $908 $1,584
BHO2255 TOURISM ENTERPRISE MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING 12 0.1250 2 $726 $908 $1,584
BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM 12 0.1250 2 $726 $908 $1,584
BHO3499 MANAGING SUSTAINABLE DESTINATIONS 12 0.1250 2 $726 $908 $1,584
BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT 12 0.1250 2 $726 $908 $1,584

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BBB3001 CO-OPERATIVE EDUCATION 1 12 0.1250 1 $510 $637 $1,430
BBB3002 CO-OPERATIVE EDUCATION 2 12 0.1250 1 $510 $637 $1,430

BACHELOR OF BUSINESS (MARKETING/MUSIC INDUSTRY) (I)

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.

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 Pre 2005 From 2005 Full Fee (AU$) (AU$) (AU$)
Core Units of Study
BAG1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BHO1171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BLO1105 BUSINESS LAW 12 0.1250 1 $510 $637 $1,430
BM011202 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Marketing

BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12 0.1250 2 $726 $908 $1,584
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12 0.1250 2 $726 $908 $1,584
BHO2258 PRODUCT AND BRAND MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BHO2258 MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO2434 CONSUMER BEHAVIOUR 12 0.1250 2 $726 $908 $1,584
BHO3254 ADVANCED MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO3435 MARKETING PLANNING AND STRATEGY 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Music Industry

BEO2403 INTRODUCTION TO MUSIC BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY 12 0.1250 2 $726 $908 $1,584
BEO3408 MUSIC PUBLISHING AND RECORDING 12 0.1250 2 $726 $908 $1,584
BHO2405 MUSIC MARKETING 12 0.1250 2 $726 $908 $1,584
BLO2401 MUSIC INDUSTRY LAW 12 0.1250 3 $850 $1,062 $2,083
BM02402 MUSIC INDUSTRY MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BM03405 LIVE PERFORMANCE MANAGEMENT 12 0.1250 2 $726 $908 $1,584

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584
BACHELOR OF BUSINESS (MARKETING/APPLIED ECONOMICS) (I)

Course Code: BBMA

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>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
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Specialisation Units of Study – Marketing

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| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BHO2258 PRODUCT AND BRAND MANAGEMENT | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BHO2285 MARKETING RESEARCH | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BHO2434 CONSUMER BEHAVIOUR | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BHO3254 ADVANCED MARKETING RESEARCH | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BHO3355 MARKETING PLANNING AND STRATEGY | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |

Specialisation Units of Study – Applied Economics

| BEC2250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC2254 STATISTICS FOR BUSINESS AND MARKETING | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC2263 MACROECONOMIC ANALYSIS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC2264 MICROECONOMIC ANALYSIS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC2283 APPLIED REGRESSION ANALYSIS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC2284 BUSINESS FORECASTING METHODS | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BEC3366 ECONOMIC POLICY AND RESEARCH | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |

Professional Development Units of Study

| BFP1001 PROFESSIONAL DEVELOPMENT 1 | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BFP2001 PROFESSIONAL DEVELOPMENT 2 | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |
| BFP3001 PROFESSIONAL DEVELOPMENT 3 | 12 | 0.1250 | 2 | $908 | $908 | $1,584 |

BACHELOR OF BUSINESS (MARKETING/INTERNATIONAL TRADE) (I)

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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.
### Core Units of Study

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<tr>
<th>Course Code</th>
<th>Course Title</th>
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<th>EFTSL</th>
<th>SC Band</th>
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### Specialisation Units of Study – Marketing

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### 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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.
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*.

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 (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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<th>SC Band</th>
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### Specialisation Units of Study – Tourism Management

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### BACHELOR OF BUSINESS (HOSPITALITY/TOURISM MANAGEMENT) (I)

**Course Code:** BBTH

**Campus:** Footscray Park, HKIT-Hong Kong.

**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 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. Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

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<th>Core Units of Study</th>
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<tr>
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</table>
BACHELOR OF BUSINESS (TOURISM MANAGEMENT/INFORMATION SYSTEMS)

Course Code: BBTI

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives

The course provides students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both the tourism and information systems disciplines.

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>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
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<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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Specialisation Units of Study – Tourism Management

| BHO1190 INTRODUCTION TO TOURISM | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |

Specialisation Units of Study – Information Systems

| BCO1103 WEB ENABLED BUSINESS SYSTEMS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO1046 COMPUTER SYSTEMS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO2148 SYSTEMS ANALYSIS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO2149 DATABASE SYSTEMS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO3144 SYSTEMS DESIGN | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |

Support Units of Study

| BAO1106 ACCOUNTING FOR HOSPITALITY AND TOURISM MANAGERS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO3149 COMPUTER PROJECT | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BCO3150 SYSTEMS IMPLEMENTATION | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
| BMO2271 ORGANISATIONS | 12 | 0.1250 | 2 | $726 | $908 | $1,584 |
FACULTY OF BUSINESS AND LAW

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*. 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 + 3 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Delivery of the new course structure off-shore may be deferred to 2009. 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>
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Specialisation Units of Study – Tourism Management

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Electives

Seven approved electives.

Professional Development Units of Study

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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 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

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.
### Core Business Units of Study
- **BAO1101 ACCOUNTING FOR DECISION MAKING**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BCO1102 INFORMATION SYSTEMS FOR BUSINESS**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BEO1105 ECONOMIC PRINCIPLES**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BEO1106 BUSINESS STATISTICS**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO1171 INTRODUCTION TO MARKETING**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BLO1105 BUSINESS LAW**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 1
  - Pre 2005 From 2005
    - Full Fee (AUS): $510 $637 $1,430
- **BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584

### Specialisation Units of Study – Tourism Management
- **BHO1190 INTRODUCTION TO TOURISM**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO2255 TOURISM ENTERPRISE MANAGEMENT**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO3499 MANAGING SUSTAINABLE DESTINATIONS**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584
- **BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 2
  - Pre 2005 From 2005
    - Full Fee (AUS): $726 $908 $1,584

### Core International Studies Units of Study
- **ACX1000 COMMUNICATING TRANSCULTURALLY**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 1
  - Pre 2005 From 2005
    - Full Fee (AUS): $510 $637 $1,430
- **AAP3014 DIMENSIONS OF GLOBAL POLITICS**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 1
  - Pre 2005 From 2005
    - Full Fee (AUS): $510 $637 $1,430
- **ASX3000 INTERNATIONAL STUDIES PROJECT**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 1
  - Pre 2005 From 2005
    - Full Fee (AUS): $510 $637 $1,430
- **ACX3001 INTERNATIONAL STUDIES: PROFESSIONAL LEARNING**
  - Credit Point: 12
  - EFTSL: 0.1250
  - SC Band: 1
  - Pre 2005 From 2005
    - Full Fee (AUS): $510 $637 $1,430

### Specialisation Units of Study – International Studies
- 8 units selected from one of the following specialisation sequences offered by the Faculty of Arts, Education and Human Development (FAEHD):
  - Advanced English for Speakers of other Languages
  - Asian Studies
  - Chinese
  - International Cultural Studies
  - Japanese
  - Political Science
  - Sociology of the Global South
  - Spanish
  - Vietnamese

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.

### Elective Units of Study – International Studies
- 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.

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### BACHELOR OF BUSINESS (TOURISM/EVENT MANAGEMENT) (I)

**Course Code:** BBTV

**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.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.
### 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 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**

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<tr>
<th>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<td>BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BHO5703</td>
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<td>BHO5588 HOSPITALITY OPERATIONS MANAGEMENT</td>
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<tr>
<td>BHO5567 HOSPITALITY PROPERTY DEVELOPMENT</td>
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<td>0.1250</td>
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<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
</tbody>
</table>

Plus either

- **Coursework Stream**
  - Select four units of study from the following:
    - BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT
    - BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT
    - BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM
    - BHO5501 ELECTRONIC MARKETING
    - BHO6666 GLOBAL MARKETING MANAGEMENT
    - BHO5408
    - BHO5611
    - BHO5575 NATIONAL CULTURES AND IDENTITIES
    - BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM
    - BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL

- **Thesis Stream**
  - BHO7742 BUSINESS RESEARCH METHODS
  - BHO7700 THESIS (FULL TIME)
SCHOOL OF HOSPITALITY, TOURISM AND MARKETING

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) (I)

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 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

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS$)</th>
<th>From 2005 (AUS$)</th>
<th>Full Fee (AUS$)</th>
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</thead>
<tbody>
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<td>$726</td>
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</table>

Electives – select four units of study from:

- BHO5501 ELECTRONIC MARKETING
- BHO5503 MARKETING COMMUNICATION
- BHO5502 SERVICES AND RELATIONSHIP MARKETING
- BHO5504 BRAND AND PRODUCT MANAGEMENT
- BHO6666 GLOBAL MARKETING MANAGEMENT
- BHO5505 BUSINESS TO BUSINESS MARKETING
- BHO5572 LOGISTICS

plus either:

- Four other approved units of study
- OR
- BHO7742 BUSINESS RESEARCH METHODS
- BHO7700 THESIS (FULL TIME)
- BHO7701 THESIS (PART TIME)

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) (I)

Course Code: BMEM

Campus: City Flinders, IUAS-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 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.
FACULTY OF BUSINESS AND LAW

Course Structure

<table>
<thead>
<tr>
<th>Coursework Option</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tbody>
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<td>2</td>
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</tr>
<tr>
<td>BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING</td>
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<tr>
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<tr>
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<tr>
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</tr>
<tr>
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<td>$1,584</td>
</tr>
<tr>
<td>BHO6621 HOSPITALITY, TOURISM AND EVENTS PROJECT</td>
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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>Thesis Option</td>
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<tr>
<td>BAO5505 ACCOUNTING FOR EVENTS</td>
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<td>0.1250</td>
<td>2</td>
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<tr>
<td>BM05401 SPECIAL EVENT MANAGEMENT</td>
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<tr>
<td>BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING</td>
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<tr>
<td>BHO5617 PRODUCING CREATIVE EVENTS</td>
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<tr>
<td>BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING</td>
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<td>2</td>
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<td>$1,584</td>
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<tr>
<td>BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT</td>
<td>12</td>
<td>0.1250</td>
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<td>$726 $908</td>
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<tr>
<td>BHO7742 BUSINESS RESEARCH METHODS</td>
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<td>0.1250</td>
<td>2</td>
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<td>$1,584</td>
</tr>
<tr>
<td>and Thesis either full-time or part-time</td>
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<tr>
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</tr>
<tr>
<td>BHO7701 THESIS (PART TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>2</td>
<td>$1,092 $1,365</td>
<td>$2,382</td>
</tr>
</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 of Business (Event Management).

MASTER OF BUSINESS (HOSPITALITY AND TOURISM MARKETING) (I)

Course Code: BMHK

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 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 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:

<table>
<thead>
<tr>
<th>Coursework Option</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHO5703</td>
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</tr>
<tr>
<td>BHO5568 HOSPITALITY OPERATIONS MANAGEMENT</td>
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<td>2</td>
<td>$726 $908</td>
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<tr>
<td>BHO6505 INTERNATIONAL TOURISM MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
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<tr>
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<td>2</td>
<td>$726 $908</td>
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<tr>
<td>BHO5501 ELECTRONIC MARKETING</td>
<td>12</td>
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<td>2</td>
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<tr>
<td>BHO5575 NATIONAL CULTURES AND IDENTITIES</td>
<td>12</td>
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<tr>
<td>BHO5611</td>
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<tr>
<td>BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
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<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
</tr>
<tr>
<td>plus four approved elective units of study</td>
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Option B – Thesis Stream

<table>
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<tr>
<th>Coursework Option</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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</tr>
</thead>
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<tr>
<td>BHO5703</td>
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<tr>
<td>BHO5568 HOSPITALITY OPERATIONS MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
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<tr>
<td>BHO6505 INTERNATIONAL TOURISM MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
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<tr>
<td>BHO5650 MARKETING MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
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<tr>
<td>BHO5501 ELECTRONIC MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
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<tr>
<td>BHO5575 NATIONAL CULTURES AND IDENTITIES</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
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<tr>
<td>BHO5611</td>
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<tr>
<td>BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726 $908</td>
<td>$1,584</td>
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<tr>
<td>BHO7742 BUSINESS RESEARCH METHODS</td>
<td>36</td>
<td>0.3750</td>
<td>2</td>
<td>$2,178 $2,723</td>
<td>$4,752</td>
</tr>
<tr>
<td>BHO7700 THESIS (FULL TIME)</td>
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<tr>
<td>or</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>BHO7701 THESIS (PART TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>2</td>
<td>$1,092 $1,365</td>
<td>$2,382</td>
</tr>
</tbody>
</table>

84
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.

MASTERS 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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<th>Compulsory Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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</thead>
<tbody>
<tr>
<td>BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM</td>
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<td>BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT</td>
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<td>BHO5703</td>
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<tr>
<td>BHO5520 INTRODUCTION TO HOSPITALITY INDUSTRY</td>
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<tr>
<td>BHO5521 FOOD AND BEVERAGE STUDIES I</td>
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<td>$726</td>
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<td>BHO5522 FOOD AND BEVERAGE STUDIES II</td>
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<tr>
<td>BHO5567 HOSPITALITY PROPERTY DEVELOPMENT</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
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<tr>
<td>BHO5611加上三个中的一个:</td>
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<tr>
<td>BHO5568 HOSPITALITY OPERATIONS MANAGEMENT</td>
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<td>2</td>
<td>$726</td>
<td>$908</td>
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<td>BHO5720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL</td>
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<td>BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
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</tr>
<tr>
<td>BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
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<td>2</td>
<td>$726</td>
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<td>$1,584</td>
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<tr>
<td>BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</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.

MASTERS OF HOSPITALITY AND TOURISM EDUCATION
Course Code: BMHT

Course not available to commencing students.

Campus: City Flinders.

Course Objectives
The course aims to provide vocational trainers and educators in the hospitality and tourism sector with a graduate educational qualification which will enhance their career advancement opportunities whilst simultaneously adding value to their institutions.

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 the 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 this course an applicant must have normally completed successfully a relevant degree or graduate diploma or equivalent. Any person with aspirations towards a career in hospitality or tourism education or training may apply provided that they hold a relevant degree qualification or equivalent. In the absence of formal qualifications, an applicant may 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

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<th>Course Code</th>
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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 Hospitality and Tourism Education. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Hospitality and Tourism Education.

### MASTER OF BUSINESS (HOSPITALITY AND EVENT MANAGEMENT) (I)

**Course Code:** BMHV

**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**

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Plus two of the following units

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</table>
### Master of Business (Hospitality and Tourism Management) (I)

**Course Code:** BMTH

**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 Coursework 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.

#### Core Units of Study

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Or other electives offered by the Faculty of Business and Law and approved by the course coordinator.
FACULTY OF BUSINESS AND LAW

Group 4 Thesis Option

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<td>$1,584</td>
</tr>
<tr>
<td>BHO7700 THESIS (FULL TIME)</td>
<td>36</td>
<td>0.3750</td>
<td>2</td>
<td>$2,178</td>
<td>$2,723</td>
<td>$4,752</td>
</tr>
<tr>
<td>BHO7701 THESIS (PART TIME)</td>
<td>18</td>
<td>0.1880</td>
<td>2</td>
<td>$1,092</td>
<td>$1,365</td>
<td>$2,382</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 and Tourism 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 (TOURISM MANAGEMENT) (I)

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 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

Core units of study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 Fee (AUS)</th>
<th>From 2005 Fee (AUS)</th>
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<tbody>
<tr>
<td>BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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<tr>
<td>BHO5606 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT</td>
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<td>0.1250</td>
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<td>$726</td>
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<td>BHO5703</td>
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<tr>
<td>BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
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<tr>
<td>Tourism Specialisation</td>
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<tr>
<td>BHO5717 SUSTAINABLE DESTINATION MANAGEMENT</td>
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<tr>
<td>BHO5611</td>
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<tr>
<td>BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM</td>
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Tourism Specialisation

Select four units from:

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<th>SC Band</th>
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<tr>
<td>BMO5611 STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
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Thesis Option

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<td>BHO7700 THESIS (FULL TIME)</td>
<td>36</td>
<td>0.3750</td>
<td>2</td>
<td>$2,178</td>
<td>$2,723</td>
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<tr>
<td>or</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 Tourism 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 (TOURISM AND EVENT MANAGEMENT) (I)

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>Tourism Specialisation</th>
<th>Credit Point</th>
<th>EFTSL</th>
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<th>From 2005 (AUS)</th>
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<tbody>
<tr>
<td>BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM</td>
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<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>2</td>
<td>$726</td>
<td>$908</td>
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Plus two of the following units
BHO5611
BHO5717 SUSTAINABLE DESTINATION MANAGEMENT
BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM

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<th>Event Management Specialisation</th>
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<tr>
<td>BLO5406 LAW FOR EVENTS</td>
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Plus one of the following units:
BM08511 STRATEGIC MANAGEMENT AND BUSINESS POLICY
BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP

DOCTOR OF PHILOSOPHY
Course Code: BPPH

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.

Course Structure

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<td>$2,904</td>
<td>$3,630</td>
<td>$6,336</td>
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<tr>
<td>24</td>
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<td>2</td>
<td>$1,452</td>
<td>$1,815</td>
<td>$3,168</td>
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</table>

MASTER OF BUSINESS BY RESEARCH (HOSPITALITY AND TOURISM)
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.

Course Structure

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tbody>
<tr>
<td>BHO9800 RESEARCH THESIS (FULL TIME) OR BHO9801 RESEARCH THESIS (PART TIME)</td>
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<td>0.5000</td>
<td>2</td>
<td>$2,904</td>
<td>$3,630</td>
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<td>24</td>
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<td>2</td>
<td>$1,452</td>
<td>$1,815</td>
<td>$3,168</td>
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</tbody>
</table>
SUBJECTS

Below are subject details for courses offered by the School of Hospitality, Tourism and Marketing in 2008. IMPORTANT NOTE: 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 HOSPITALITY
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 functions of the Hospitality Industry; consuming hospitality; the commodification of the Hospitality Industry.
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 equivalent to 12 credit points.
Assessment Progressive assessment, 60%; Final examination, 40%.

BHO1121 FOOD AND BEVERAGE MANAGEMENT I
Campus Footscray Park.
Prerequisite(s) BHO1110 Introduction to Hospitality.
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, standardised recipe, food safety and hygiene and 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 equivalent 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.
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 equivalent to 12 credit points.
Assessment Progressive assessment, 60%; Final examination, 40%.

BHO1171 INTRODUCTION TO MARKETING
Campus City Flinders, City Queen, Footscray Park, St Albans, Werribee, Sunbury, AABC-Liaoning-China, CUHK-Hong Kong, Kasetsart-Bangkok, Sunway Kuala Lumpur -Malaysia, Sunway Johor Baru, Malaysia.
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.
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 equivalent 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 Footscray Park, Sunway-Malaysia.
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 equivalent 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.
Pre-requisite(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.
Class Contact 3 hours per week or equivalent.
SCHOOL OF HOSPITALITY, TOURISM AND MARKETING

Assessment  Progressive Assessment Tutorial Multiple Choice Questions and Discussion (10%)  • Based on selected readings and subsequent group discussion. Tourism Product Design Group Assignments (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 Footscray Park, Werribee, 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, supervising and evaluating the sales force; international sales management; ethical issues in selling.


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; the differences between their particular marketing strategies; business buyer behaviour and an 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 the industrial marketing manager; the formulation of an effective marketing mix and sound marketing plan for business to business marketing; the fundamentals of managing a business to business sales force and effectively servicing major (or key) accounts; the distribution of business to business products; the pricing of business to business products.


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) BHO1171 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 attractions 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.


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  Moderately complex problem solving for marketing tourism, hospitality and event products and services from a range of strategies with an ability to apply and evaluate, with guidance, strategies relating to issues of social and cultural diversity; using and synthesising a moderately complex range of relevant information from a critical perspective and communicating this material orally with peers in a formal and informal settings and in a range of marketing related written genres; ability to work autonomously and collaboratively with minimal guidance as a marketing professional.


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 15 credit points.

Assessment  Progressive Assessment, 60%; Examination, 40%.

BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS
Campus Footscray Park, KIT-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-focussed 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.


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.

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.

BH02258 PRODUCT AND BRAND MANAGEMENT
Campus Footscray Park, HKIT–Hong Kong, Sunway-Malaysia.

Prerequisite(s) BH01171 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 methods and strategies; the relationship of production decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product 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 One 2-hour final examination (40%) and in-semester Assessment (60%). In semester Assessment may involve case analysis, group work and class presentations.

BH02282 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 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.


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%.

BH02285 MARKETING RESEARCH
Campus Footscray Park, Sunbury, Sunway-Malaysia.

Prerequisite(s) BEO1106 Business Statistics, BH01171 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.

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%.

BH02286 NATURE BASED TOURISM
Campus Footscray Park.

Prerequisite(s) BH01190 Introduction to Tourism.

Content This unit of study introduces 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.

BH02300 REGIONAL TOURISM MANAGEMENT 1
Campus Footscray Park.

Prerequisite(s) BH01190 Introduction to Tourism.

Content This unit of study introduces students to the role of regional tourism in the overall tourism industry. Topics addressed include local government policy, the impact on tourism of council amalgamations, regional tourism organisations, staffing issues at local and regional level, visitor information centres, fostering community support, and inter-regional co-operation.

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%.

BH02405 MUSIC MARKETING
Campus Footscray Park.

Prerequisite(s) BH01171 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.


**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%.

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**BHO2407 MARKETING ON THE INTERNET**

**Campus** Footscray Park, Werribee, HKT-Hong Kong.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This unit of study aims to give students an understanding of how marketing activities can be applied either in isolation on a business 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 4 Ps 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%.

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**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%.
BHO3300 REGIONAL TOURISM MANAGEMENT 2
Campus Footscray Park.
Prerequisite(s) BHO1190 Introduction to Tourism BHO2300 Regional Tourism Management 1
Content This unit of study aims to build upon the framework developed in the first Regional Management unit of study. There is a strong focus on the development and marketing of regional tourism product with particular emphases on cultural, environmental and special interest tourism. An analytical approach is used to assess both the impacts of regional tourism and success of the various regions. The unit of study involves the use of case studies to help reinforce the theory.
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%.

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.
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%.

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 varietals and regional 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 bears. The application of wine styles to wine and food combining concepts.
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 Progressive assessment, 40%; Final Examination, 60%.

BHO3311 YIELD MANAGEMENT
Campus Footscray Park
Pre-requisite(s) BA01101 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 analytic procedures needed to apply Yield Management in the hospitality and tourism industry.
Class Contact Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.
Assessment Progressive Assessment 60% Final examination 40%.

BHO3373 INTERNATIONAL MARKETING
Campus City Finders, City Queen, Footscray Park, Sunway-Malaysia.
Prerequisite(s) BHO1171 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/ advertising: pricing in international markets; marketing planning on an international scale; organisation and control of international marketing; importing and exporting.
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 Mid-Semester Test, 10%; Major project, 30%; Class participation, 10%; Formal Examination, 50%.

BHO3405 ELECTRONIC RETAILING
Campus Footscray Park, Werribee.
Prerequisite(s) BEO1103 Microeconomic Principles, BEO1104 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.
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BHO3435 Marketing Planning and Strategy

Campus: Footscray Park, Werribee, Sunbury, Sunway-Malaysia.

Prerequisite(s): BHO1171 Introduction to Marketing.

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.


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.

This unit of study aims to develop an understanding of the role, significance and impacts of tourism in the Asia-Pacific region. Students will be provided 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%.

BHO3494 Meetings, Conventions and Events

Campus: Footscray Park, Sunbury, HKIT.

Prerequisite(s): Nil.

Content: The subject is designed to introduce students to the bidding, planning, marketing and operational management of events as well as the underlying principles required to (i) establish an organisational...
structure, (ii) plan and stage an event and (iii) conduct a comprehensive event evaluation. On completion of this unit of study students should be able to: • demonstrate an understanding of the operations and management of an event, the roles and interests of different stakeholders, understand the importance of event evaluation and design quantitative and qualitative evaluations of an event.

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

**Class Contact** To be advised by lecturer

**Assessment**
- *Progressive Assessment* 100%. The Assessment includes individual and group assignments, tests, oral presentation and EventsPro workshop assessment.

**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. Previous destinations have included Queensland, Vanuatu, Bali, Western Samoa, Vietnam and Fiji. Prior to travel students receive a briefing on the problem to be investigated. The trip involves a series of site visits 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** To be advised by lecturer

**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.

**Recommended Reading**

**Recommended Reading**

**Assessment**
- **Progressive Assessment**
  - Class Participation (10%): • Based on group discussion of selected readings and lecture material. In Class Tests (2 x 20%): • Based on readings covered in readings and lectures. Group Presentation and Workshop (20%) 30 Minutes: • Analyze key trends and issues internationally for a designated topic, drawn from academic and industry sources. • A workshop where the presenters generate a class discussion on one or more of the trends and issues for their designated topic area, Group Research Proposal and Research Report (30%) 3500 to 4000 words: • An in-depth analysis of a current trend or tourism issue internationally based on secondary data sources. • A comparison of academic and industry/government viewpoints. • A comparative analysis of the issue internationally, covering at least two countries.

**BHO3499 MANAGING SUSTAINABLE DESTINATIONS**

**Campus** Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.

**Pre-requisite(s)** BHO1190 Introduction to Tourism

**Content** This unit examines the meaning and practice of tourism planning and sustainable destination management and its relationship to economic, physical and human environments in the context of destination competitiveness. It also examines the need for a variety of planning and management techniques as presents, stages and plan touristic management development of tourism destinations at the national, regional and local levels. It emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes. The aims of the unit are to: • illustrate the complex nature of the tourism planning process and the role played by the public and private sectors in this process. • demonstrate the need to integrate various planning and management approaches in the development of tourism. destinations familiarise students with the principles of sustainable tourism planning and management and how these principles relate to the economic, physical and human environments. • acquaint students with the different forms and settings that sustainable tourism planning and management takes.

**Learning Outcomes** At the completion of this unit, students will be able to: • identify the key stakeholders in the planning, development and management of sustainable destinations. • understand the conceptual model of destination competitiveness and the concepts of sustainable tourism planning and management as applied to different destination scales. • demonstrate knowledge of how to manage the economic, socio-cultural and environmental impacts of tourism to achieve sustainable outcomes. • understand the common features of, and contrasts between, tourism planning and sustainable destination management in different settings.

**Required Reading**

**Recommended Reading**

**Assessment**
- **Progressive Assessment**
  - Class Participation (10%): • Based on group discussion of selected readings and lecture material. In Class Tests (2 x 20%): • Based on readings covered in readings and lectures. Group Presentation and Workshop (20%) 30 Minutes: • Analyze key trends and issues internationally for a designated topic, drawn from academic and industry sources. • A workshop where the presenters generate a class discussion on one or more of the trends and issues for their designated topic area, Group Research Proposal and Research Report (30%) 3500 to 4000 words: • An in-depth analysis of a current trend or tourism issue internationally based on secondary data sources. • A comparison of academic and industry/government viewpoints. • A comparative analysis of the issue internationally, covering at least two countries.
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.
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%.

BHO3504 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 explore 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%.

BHO3505 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 6 as 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%.

BHO3506 THE INTERNATIONAL PROFESSIONAL
Campus Footscray Park
Prerequisite(s) BBB3001 Co-operative Education 1; BBB3002 Co-operative Education 2; BHO3473 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.

BHO5501 ELECTRONIC MARKETING
Campus City Flinders, SIC-Singapore.
Prerequisite(s) BHO6505 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; mechanisms 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%.

BHO5502 SERVICES AND RELATIONSHIP MARKETING
Campus City Flinders, SIC-Singapore.
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.


**Assessment** Case study/research assignment, 30%; Class presentation, 20%; Final examination, 50%.

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**BH05503 MARKETING COMMUNICATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This 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, publicity, public relations, direct response marketing and customer service.


**Assessment** Assignment and class presentation, 60%; Final examination, 40%.

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**BH05504 BRAND AND PRODUCT MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** BH05503 Marketing Communication.

**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 products 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.

**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.

**Assessment** Research project and other written assessment, 50%; Final examination, 50%.

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**BH05505 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.


**Assessment** Progressive assessment, 40%; Final examination, 60%.
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.
Required Reading: O’Mahony, B. and Simonsen, R., Introduction to the Hospitality Industry: Readings and course materials, Victoria University.
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%.

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.
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%.

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.
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%.

BHO5525 MARKETING STRATEGY
Campus: City Flinders.
Prerequisite(s): BHO6505 Marketing 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 and Presentation, 40%; Case Analysis, 20%; Examination, 40%.

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 design for short term; the design for long term; the design for non-market strategies; the design for mixed-use development; the design for financial, the design for tax, the design for investment in real estate; the design for property development in Australia; the design for property development in South-East Asia.
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%.

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 problems and issues that arise in the short and long term; systems overview of short-term and long-term problems; technical problems; the design for short term; the design for long term; the design for report preparation; the design 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.

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 costs; influence of product mix, prices and promotional activities on designing and appraising wholesale and retail distribution systems; consideration will be given to trends and factors influencing the development and choice of distribution strategy; achieving interorganisational co-ordination in the distributive network; in-School analysis of role of distribution in a company's overall competitive strategy and managerial skills essential in the administration, implementation and control of distributional functions and strategy for competitive purposes in the market place.
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 presentation, 60%; Final examination, 40%.

**BHO5574 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 stresses the use of knowledge about consumer behaviour in marketing decisions. Contributions of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour are emphasised. Individual behavioural variables needs, motivates, perception, attitudes, personality and learning as a result of socialisation process and group influences (family, social groups, culture and business) are examined in School as they affect the consumer decision-making process. Analysis of how marketing programs, especially the communications mix, can be developed to reflect a commitment for providing consumer satisfaction. This theoretical framework is applied to consumer buying and purchasing decision-making situations of the retail and service industry sectors of Australia with a look at multicultural cultural activity including but not confined to the mainstream 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 and class presentations, 60%; Final examination, 40%.

**BHO5575 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** Minor Project and research paper, 45%; Project/Paper Presentation, 15%; Journal Review paper, 25%; Review Presentation, 15%.

**BHO5583 MARKETING RESEARCH**

**Campus** City Flinders.
**Prerequisite(s)** BHO5505 Marketing Management.
**Content** This unit of study aims to develop analytical skills and the knowledge of market research techniques and confidence in the application of the techniques in tackling practical market research problems. Importance of research in strategic and competitive marketing planning within the mainstream Australia; an overview of the marketing management information systems; need for good research information for Australian managers' sound decision making in targeted domestic and export markets in order to maintain competitive edge; key aspects of the marketing research process; an examination of available research methodologies for consumer market industrial market and service market including high-technology market in Australia related to its traditional trade partners; 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; research errors and problems of confidentiality legislation affecting research investigation conducted in Australia; managerial pragmatism in market problem-solving and researchers' conflict resolution.
**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, 25%; Case study, 25%; Final examination, 50%.

**BHO5586 ACCOMMODATION STRUCTURE AND ORGANISATION**

**Campus** City Flinders.
**Prerequisite(s)** Nil.
**Content** This unit of study includes: the accommodation industry; 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 industry award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SOFT analysis; environmental analysis; strategic choice; implementing strategy; planning in turbulence.
**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%.

**BHO5605 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.
**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%.

**BHO5607 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.
BHO5608 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 emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes.
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%.

BHO5610 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 emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes.
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 project report, 40%; Project presentation 20%; Final examination 40%.

BHO5611 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, semiotics and other qualitative analytical methods and various qualitative 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.

BHO5616 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, entrepreneurial 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%.

BHO5616 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 identification and segmentation and demonstrating the ability to assess the potential of marketing strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes.
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%): • The test is a means of early Assessment of the concepts taught in relation to the marketing of hospitality, tourism and event management products and services • It is based on a specific reading, case study or journal article with short answer questions to assess student learning of these key concepts.

Group Business Report (40%) 3,500 – 4,000 words: In teams of two or three, students will choose one of the hospitality, tourism or event management organisations outlined below: 1. Hospitality organisation (accommodation with foodservice) (e.g., hotel, motel, resort) 2. Hospitality organisation (foodservice only) (e.g., cafe, restaurant, pub, club, function venue, caterer) 3. Travel organisation (e.g., travel agency, tour wholesaler or packager, airline) 4. Tourism attraction organisation (management) (e.g., zoo, theme park, nature based attraction) 5. Tourism events organisation (management) (e.g., professional conference organisers, conventions, racing carnivals, special events and festivals) Write a report within the prescribed word limit on the current and past marketing strategies of the particular organisation you have selected. Analyse the product(s) and service(s) of the organisation thoroughly. Include comments on the quality of the product(s) and services compared with those of major competitors, an analysis of target markets, an analysis of existing pricing strategies as well as an analysis of existing advertising and promotion practices. Once you have completed a thorough analysis of the existing product(s) and services, make specific recommendations to the management of the organisation regarding future strategic marketing activities, justifying your recommendations, supported by evidence.

Presentation of Report Findings (20%) 20 Minutes: The focus should be on: Teams will be required to give an oral presentation of the main findings of their study and their recommendations and implications for future marketing activities for the management of the organisation. Marks will be allocated on both a group basis (10%) and an individual basis (10%). Final Examination (30%) 2 hours duration.

BHO5617 PRODUCING CREATIVE EVENTS

Campus City Flinders.

Prerequisite(s) Nil

Content This unit aims to enhance and extend students ability to think creatively in the design and production of events. A range of tools, processes and techniques will be explored to enhance these to producing unique events. The unit will examine three main areas, specifically -creativity -events and creativity in the global context -design and production of events.

Learning Outcomes At the completion of this unit, students will be able to: • Understand the creative processes • Have an overview of the concepts taught in relation to the marketing of hospitality, tourism and events • 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 • tourist industry groups and their relationship to events • pre/post event tours and their importance • hotels, 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 tourist 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.

Assessment Events and Tourism (30%): Choose an event (local, interstate or international) and discuss these 1.Type of event length of event, reason for the event, how long the event has been running 2.Significance to the destination where it takes place 3.Ability of destination for hosting the event (eg infrastructure, accommodation, labour market) 4.Who are the major organizations or stakeholders involved in the planning and operation of this event? 5.What is the tourism impact of the event? 6.What effect, in your opinion, does the event have on the destination image? 7.What are the major challenges, now and in the future, for both the event and the destination? 8.Recommendations and conclusion This assignment needs to have a theoretical basis underpinning discussion of the event i.e. textbooks and/or academic articles. Assignment needs to be presented using headings and sub-headings but does not need to be in a business report style. Ensure correct referencing is used and a reference list and any appendices are attached. Critical Analysis (40%) Group Assignment 3000-3500 words: Students, working in pairs, are required to prepare a business report of approximately 3000 words on the topic outlined below. The report should be written in an analytical, rather than
BHOS5620 BUSINESS EVENTS 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 expect to work in the future) such as destination marketing organisations, convention bureaux, venue management companies, event management companies, convention hotels, 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.


BHOS5621 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: • 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 challenge 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.


Class Contact Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

Assessment Individual Assignment Essay 20% – 1500 words: Research the following topics (using current research through academic sources) and compose an essay on one of these topics: • Rationale behind corporate business events • Global growth of business events in the last 5 years • Challenges for the industry in view of climate change • Marketing strategies incorporating business events Networking workshop 30%: A networking workshop will be run over a seminar session in the semester. Students need to: • Plan the event venue, time, invitations, organise a speaker (30 minutes) group work   • Invite a friend or colleague to this seminar • Make business cards to give out at the event • Network with as many people at the beginning and end of the event • Submit a report of the evening description of two people they met (jobs, skills, interests) email to two people thanking them for the opportunity to meet them, difficulties they faced and how they overcame them Group Assignment – Proposal and presentation 30% – Prepare a proposal for a client for an incentive travel event in the destination of your choice. Include the following: • Objectives of the event • Rationale for choice of destination and venue • Budget implications • Activities • Itinerary of travel and activities • Present proposal to class (15 mins) Pair Assignment 20%: Development and management of a client data base for an international business meeting (50 people) and relevant reporting for this event using EventsPro.
BH05622 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. Uncertainty is addressed from and its impact on operations and decision making 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%.

BH05623 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%.

BH05624 SUSTAINABLE SYSTEMS IN HOSPITALITY AND TOURISM
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%.

BH05717 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%.

BH05718 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.
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, SIC-Singapore, Sunway-Malaysia, Jiaotong-China, AHC-Bangladesh.
Prerequisite Nil.
Content Upon completion of the unit of study, students will 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 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, EEC, 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 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, time and resource management, problem solving, dealing with 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 within 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.
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; attitude 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 equal to 48 credit points.

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 equal to 24 credit points.

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 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 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 Equivalent to thirty six hours per semester 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 Research thesis, 100%.

BHO8612 MARKETING MANAGEMENT 1
Campus City Flinders.
Prerequisite(s) Nil.

Content Following a discussion of the concept of marketing and its historical development, the unit of study covers key marketing areas including consumer behaviour, marketing research, market segmentation and positioning. The key decision-making areas of product strategy, pricing strategy, promotion and distribution are addressed in School. These foundations of marketing are then integrated through a discussion of strategic marketing planning. Finally, special topics including international marketing, industrial marketing and services marketing are covered briefly.
Below are details of courses offered by the School of Information Systems in 2008. This information is also available online on the University’s searchable courses database at www.vu.edu.au/courses. Courses available to International students are marked with the (I) symbol.

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

Course Code: BBBS

This course is NOT available to commencing students.

**Campus:** Footscray Park, St Albans.

**Course Objectives**
The course combines the key components of the constituent undergraduate degree courses, Bachelor of Arts and Bachelor of Business (Information Systems), to provide students with a sound education in the principles and practice of the related discipline areas of information systems and two of communication studies, professional writing and psychology, set in a business context.

**Course Duration**
The course is offered over four years on a full-time basis or part-time equivalent. Each subject is worth 12 credit points. Students must complete 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 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 Business Units of Study</th>
<th>Credit Point</th>
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**Specialisation Units of Study – Information Systems**

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**Specialisation Units of Study – Arts**

Either

Ten units of study in Psychology, with 6 units of study in Communication Studies or Professional Writing or Eight Units of Study in Communication Studies with 8 units of study in Professional Writing

**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. Delivery of the new course structure off-shore may be deferred to 2009. 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 – Computer Systems Management

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Electives

- Seven approved electives.

Specialisation Units of Study – Electronic Commerce

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Electives

- Seven approved electives.

Professional Development Units of Study

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Professional Recognition

Graduates meet the requirements for admission to membership of the Australian Computer Society.

BACHELOR OF BUSINESS (ELECTRONIC COMMERCE) (I)

Course Code: BBEC

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. Delivery of the new course structure off-shore may be deferred to 2009.

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

Course Code: BBEN

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 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*.

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.

Core Units of Study

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Specialisation Units of Study – Electronic Commerce

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BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/BACHELOR OF SCIENCE

Course Code: BBES

Campus: Werribee.

Course Objectives
The course will provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both the appropriate field of science and of business. The double degree course will equip graduates with the skills to obtain employment in business and government, in major scientific organizations and elsewhere.

Course Duration
The course is offered over four years on a full-time basis or over six years on a 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*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any) and in mathematical methods (either). 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.
FACULTY OF BUSINESS AND LAW

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 Science 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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Point</th>
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Specialisation Units of Study – Electronic Commerce

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Professional Development Business Units of Study

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Specialisation Units of Study – Science

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 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 16 Business Units of Study (7 Core + 7 Specialisation + 2 Professional Development) and 8 Science Units of Study. All units selected are subject to approval by the course coordinator. Delivery of the new course structure off-shore may be deferred to 2009.

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

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Specialisation Units of Study – Information Systems

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Elective
Seven approved electives.
BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/BACHELOR OF ARTS (MULTIMEDIA)
Course Code: BBMU
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.
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 fulfill 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

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<th>Core Units of Study</th>
<th>Credit Point</th>
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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

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

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<th>Core Units of Study</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 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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MASTER OF BUSINESS (ENTERPRISE APPLICATION INTEGRATION)

Course Code: BMEA

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

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<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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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.

MASTER OF BUSINESS (ELECTRONIC COMMERCE AND MARKETING)

Course Code: BMEK

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.

Course Structure

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and either:

Option A

Select four units of study from the following:

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Option B

Two units of study from the list immediately above and BGP7705 MBA MINOR PROJECT (PART-TIME) (EQUIVALENT TO TWO UNITS OF STUDY)

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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 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)

Course Code: BMER

Campus: City Flinders, Jiaotong-Beijing, SIC-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 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.
SCHOOL OF INFORMATION SYSTEMS

Course Structure

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Specialisation Units of Study
Select two units of study from the following

- BMO5650 ENTERPRISE E-COMMERCE
- BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY
- or a subject approved by the Course Co-ordinator

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)

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>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit Points</th>
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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

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 equals 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:

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Coursework Option
Select eight units of study from the following list (four may be selected from a similar course):

- BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS
- BCO6185 EXECUTIVE AND MOBILE COMPUTING
- BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS
- BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS
- BCO6610 INTERNET TECHNOLOGIES IN BUSINESS
- BCO6616 BUILDING INTERNET COMMERCE SYSTEMS
- BCO6641 USER COMPUTING
- BCO6642 SYSTEMS DEVELOPMENT
- BCO6643 KNOWLEDGE ENGINEERING
- BCO6644 OBJECT ORIENTATED PROGRAMMING AND DESIGN
- BCO6646 SYSTEMS SUPPORT PROGRAMMING
- BCO6654 DATABASE DESIGN
- BCO6645 INTERNETWORKING SYSTEMS
- BCO6659 DATABASE TRANSACTION SYSTEMS
- BCO6658 INTERNET COMMERCE
- BCO6673 USABILITY DESIGN FOR E-BUSINESS
- BCO6670 ENTERPRISE NETWORK SYSTEMS

Thesis Option
Five subjects from the above list and

- BCO7700 THESIS (FULL TIME) 36 0.3750 2 $2,178 $2,723 $4,752
- BCO7701 THESIS (PART TIME) 18 0.1880 2 $1,092 $1,365 $2,382

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)
Course Code: BMNE

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>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tr>
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</table>
Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)

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: BPPC
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.

Course Structure
<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
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<td>OR</td>
<td></td>
<td></td>
<td></td>
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<tr>
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MASTER OF BUSINESS BY RESEARCH (BUSINESS COMPUTING)
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.

Course Structure
<table>
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<tr>
<th>Credit Point</th>
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<td>OR</td>
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<td>BCO9801 RESEARCH THESIS (PART TIME)</td>
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GRADUATE CERTIFICATE IN ENTERPRISE RESOURCE PLANNING SYSTEMS
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>
<th>Credit Point</th>
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Below are subject details for courses offered by the School of Information Systems in 2008.

IMPORTANT NOTE: 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 SUBJET)

**Course:** Werribee.

**Prerequisite(s):**

**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

**Course:** 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.

**Recommended Reading:**
- Zik, 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

**Course:** 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 for business systems; Memory devices and memory management; File systems and file management; User interfaces; Hardware and diagnostic tools; Standard Network topologies incorporating LANs and WANS. Students will undertake various practical activities involving both operating and networking systems software installation.

**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:**
- Tests and examination, 60%; Assignments, 40%.

### BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT

**Course:** Werribee, CUHK-Hong Kong.

**Prerequisite(s):** BCO1102 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.

**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, 50%; Tutorial Problems, 10%.

### BCO1102 INFORMATION SYSTEMS FOR BUSINESS

**Course:** City Flinders, City Queen, 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.

**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, 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

**Course:** Footscray Park.

**Prerequisite(s):** BCO1102 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.

**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: 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, 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.


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%.

BCO2041 USING 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 contract 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, computer support, availability and security 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): BCO1048 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, useability, cost and time constraints. Topics include: Systems Design, Application Architecture And Modelling, Database Design, Information Design, User Interface Design, Prototyping, Systems Construction And Implementation, Systems Operation And Support as well as Introductory Object-Oriented Analysis, Design and Modelling techniques.


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%.

BCO2043 MANAGING NETWORK INFRASTRUCTURE
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 recommendations for an organisation’s 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-ISDN, TCP/IP, SNA, OSI; integrating LANs with each other-standards and protocols; integrating LANs and WANs-standards and protocols; network design principles; network management principles; managing
the implications on business practices of 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%.

**B CO2044 COMPUTING PRACTICE**

**Campus** Werribee.

**Prerequisite(s)** B CO2040 Managing the Computing Environment, B CO2043 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 contribute 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** Emsry, 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%.

**B CO2148 SYSTEMS ANALYSIS**

**Campus** Footscray Park.

**Prerequisite(s)** B CO1102 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. 


**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%.

**B CO2149 DATABASE SYSTEMS**

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** B CO1102 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%.

**B CO2444 STRATEGIC INFORMATION SYSTEMS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** B CO1103 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.

**Required Reading** Ward, J. and Peppard, J., 2002, Strategic Planning for Information Systems, 2nd 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%.

**B CO2500 ELECTRONIC COMMERCE TECHNOLOGIES**

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** B CO1102 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 hardware based systems and software topics. 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 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, 30%; Test, 20%; Examination, 50%.
BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES
Campus: Footscray Park, Werribee, CUHK-Hong Kong.
Prerequisite(s): BCO102 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-business, 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 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 concept 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. 2500 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 give 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 subject students should: be able to place the operational and management processes in context; be able to analyse the operation of a 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; 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 System 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. 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 and 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 implementing 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 evaluation. 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.
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 BCO1103 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%.

BCO3149 COMPUTER 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%.
BCO3150 SYSTEMS IMPLEMENTATION
Campus Footscray Park, Werribee.
Prerequisite(s) BCO2502 Developing Electronic Commerce Systems OR BCO3344 Systems Analysis and 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%.

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%.

BCO3345 OBJECT ORIENTATED SYSTEMS
Campus Footscray Park.
Prerequisite(s) BCO1147 Introduction to Programming Concepts
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 OO paradigm. Programming in an appropriate OO language (eg. Java.) Object Oriented Programming with database access. An overview of software OO 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%.

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 organization. They will not only 'know-what' but will also gain the 'know-why' 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 communication is actually being used in practice.
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%.

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.
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%.

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 devastating 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 interrelationship 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.
FACULTY OF BUSINESS AND 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 Final examination, 60%; Assignments, 40%.

BCO3443 THE INFORMATION PROFESSIONAL

Campus Footscray Park, CUHK-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; an appreciation of the development of organizational information systems; an appreciation of the importance of business process integration and the emerging use of the WEB for internal and external information sharing; an appreciation of the development of ERP systems for internal process optimisation and EAI for the organizational information systems; an appreciation of the development of business process integration and the emerging use of Enterprise Resource Planning Systems (ERPs) to realise important strategic advantages for businesses. This unit of study will develop students' knowledge base and conceptual abilities in an area of information systems. 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 Sandoze, K., Corbit, G. and Boykin, 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.

Assessment Part 1. Information Requirements Assessment with Case Study, 15%; Part 2. Enabling Business Processes through ERP, 20%; Examination, 50%.

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 staff 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, managing information systems and executing 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%.

BCO4641 USER COMPUTING

Campus Footscray Park, City Flinders.

Prerequisite(s) Nil

Content Rise of user computing; development of user computing; classification of users. 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 users.
information centres, 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 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, 75%; Presentations, 25%.

### BCO4642 SYSTEMS DEVELOPMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to investigate information systems and systems development in School to provide the student with a comparative framework for and knowledge of several development methodologies. The nature, purpose limitations and management of system development methods. Underlying philosophies; deterministic or evolutionary, hard systems development, soft systems development.

**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, 100%.

### BCO4643 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.

**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, 100%.

### BCO4644 OBJECT ORIENTATED 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.


**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, 100%.

### 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.

FACULTY OF BUSINESS AND LAW

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, 50%; proposal, 50%.

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.

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, 70%; Presentations, 30%.

BCO4654 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 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%.

BCO4656 IT 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 (e-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 research 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 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 Prima 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 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.

**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**
- 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.

**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**
- 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 membership 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.

**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 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.

**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**
- Practical Assessments, 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 equal to 12 credit points.

**Assessment**
- Assignments and Class Presentations, 60%; Final Examination and tests, 40%.
or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

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, reorganising and implementing processes in a typical business organisation.

**Required Reading** Extensive use of SAP R/3 and SAP Netweaver Documentation at help.sap.com.


**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.


**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.


**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.


**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 of Enterprise Resource Planning System 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)** BCO6647 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, process 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.

**Recommended 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**

Software-based practical assignments, 30%; Case studies, papers and oral presentations, 20%; final examination, 50%.

**BC05654 DEVELOPMENT OF INFORMATION SYSTEMS**

**Campus**

City Flinders.

**Prerequisite(s)**

BC05653 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; System Integration and ERP products, input/output design and usability; quality assurance and development metrics; application architecture; security and controls; system documentation.

**Recommended 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**

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.

**BC05655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT**

**Campus**

City Flinders.

**Prerequisite(s)**


**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.

**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 of a combination of working system submission, oral presentations, written reports and/or demonstrations, 100%.

**BC05656 INFORMATION SYSTEMS PROGRAMMING**

**Campus**

City Flinders.

**Prerequisite(s)**

Nil.

**Content**

The unit of study aims to give students 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**


**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**

Assignment 1, 15%; Assignment 2, 35%; Assignment 3, 50%. Students will be tested on the theory and skills associated with assignments.

**BC06179 ENTERPRISE PROJECT SYSTEMS**

**Campus**

City Flinders.

**Prerequisite(s)**


**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 with 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 systems, project structures, project planning, logistics interface, accounting interface, human resources interface, budgeting, project execution, period end closing, reporting and interfaces 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 mode 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%.

**BC06180 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.


**Recommended Reading** Clewett, Franklin, Network Resource Planning for SAP R/3 BAA 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 mode 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 enables students to gain 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 can include, data warehouse, advanced planner and optimiser, workflow, e-procurement and customer relationship management.

**Required Reading** ERP Systems Applications Study Guide, School of Information Systems, Victoria University.


**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 assignments, class tests, oral presentations and/or demonstrations, 100%.

**BC06182 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.


**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%.

**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.


**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** Small Business Case study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

**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 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 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%.

**BCO6503 MANAGEMENT INFORMATION SYSTEMS**

**Campus** City Flinders, China.

**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 system development issues; roles of IT staff and 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 modelling, databases and data modelling, IT project management, management of innovation and technological change, data communications, IT application development, business applications of IT, strategic applications of IT, and the use of Internet technologies in business.
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 
Case Studies and practical assignments, 50%; Examination, 50%.

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 examination exercise, 25%.

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 

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 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%.

BCO6610 INTERNET TECHNOLOGIES IN BUSINESS 
Campus City Flinders.

Prerequisite(s) 
Nil.

Content 
The 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.

Required Reading 

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 purposes, 25%; Use of the internet for business communication, 15%; Personal networks and mobile computing, 15%; Business research of the Internet, 15%; Class Test, 30%.

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 utilised 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 Siebel, Hardcover.

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.

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 
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, sourcing, interaction with computing professionals. Supporting users: 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.
FACULTY OF BUSINESS AND LAW

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 e.g. PDA's, Mobile devices; new development techniques e.g. 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 ORIENTATED 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 WAN context; internet work with bridges; routers; gateways; WAN 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.
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 modeling 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 IT 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: This 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 internet; 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.

BCO6670 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; Inter-networking technologies used in ENS; advanced client-server models for ENS; web 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 or 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%.

BCO6671 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.


critical to the study of usability is the need to focus on the user experience and user-centered design principles. These principles include the following: 1) Overcoming traditional design challenges; 2) Understanding and implementing the role of usability in the development process; 3) Testing and evaluating user interfaces for effectiveness.

### Required Reading

- **Jones and Barlett Publishers**, Canada, 2000, *Designing Web Interfaces*, Jones and Barlett Publishers, USA.
- **Nield, W.,**, 2000, *Designing Web Interfaces*, Jones and Barlett Publishers, USA.
- **Prerequisite(s)**
- Nil.
- **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 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 interaction with web services.
- **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.

### BC06675 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, 70%; Examination, 30%.

### BC06676 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
- **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.

**Content** The foundations of XML including syntax, the XML information set, XML schemas, XML navigation and XML transformation. The use of XML in programming using DOM, SAX and schema based programming. The use of XML in formatting objects for presentation (XSL). The use of XML in modelling, binding and querying data. The use of XML in communication (SOAP).

**Required Reading** To be advised by the 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** Assignments, 50%; Project, 50%.

**BCO6678 IMPLEMENTING IS 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, end user support mechanisms.

**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, 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 (PBEL4WS), 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 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 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.

**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 18 credit points.

**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)** 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 equal to 48 credit points.

**Assessment** Dissertation thesis, 100%.

**BCO8001 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 equal to 24 credit points.

**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.

**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** 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.
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 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 A review of information systems and identification of aspects that warrant exploration and development. An overview of current or possible research topics and an investigation of relevant current issues in information systems.
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%.

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 equal to 48 credit points.
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 equal to 24 credit points.
Assessment Research thesis (or product solution), 100%.
Below are details of courses offered by the School of Law in 2008. 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 (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>
<th>Pre 2005 (A$)</th>
<th>From 2005 (A$)</th>
<th>Full Fee (A$)</th>
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<td>BEO1106 BUSINESS STATISTICS</td>
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<td>plus any three of the following:</td>
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</tr>
</tbody>
</table>

Electives
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 worlds 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.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (A$)</th>
<th>From 2005 (A$)</th>
<th>Full Fee (A$)</th>
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FACULTY OF BUSINESS AND LAW

BACHELOR OF LAWS/BACHELOR OF ARTS (I)

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 6.0.

Course Structure

Compulsory Law Units of Study

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Point</th>
<th>EFTSL</th>
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<th>Pre 2005 From</th>
<th>Pre 2005 To</th>
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<td>ADVOCACY AND COMMUNICATION</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
- BB83200 PROFESSIONAL LEGAL PRACTICE
- BLB4143 PUBLIC INTERNATIONAL LAW
- BLB3132 SECURITY 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

Electives

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.
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.

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 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; 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 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Electives

Minimum of eight units of study from the following:

BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12 0.1250 3 $850 $1,062 $2,083
BLB4137 ASIAN LEGAL SYSTEMS 12 0.1250 3 $850 $1,062 $2,083
BLB4135 AUSTRALIAN EMPLOYMENT LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3133 COMPARATIVE COMMERCIAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4138 CONFLICT OF LAWS 12 0.1250 3 $850 $1,062 $2,083
BLB3138 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB4144 EUROPEAN UNION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3136 FAMILY LAW IN SOCIETY 12 0.1250 3 $850 $1,062 $2,083
BLB4145 HUMAN RIGHTS LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3129 INTELLECTUAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4141 INTERNATIONAL TRADE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4140 PRIVACY AND MEDIA LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4143 PUBLIC INTERNATIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3132 SECURITIES LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3134 TAXATION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1125 TORTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2123 TRADE PRACTICES LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
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 1Class 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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
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Elective Law Units of Study
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<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
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null
them to successfully undertake the course, will be considered for admission.

Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants:  Equivalent National To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

Bachelor of Laws with 1B Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1A Honours – GPA of 8 or more and a Credit or better grade in 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

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee

BLB4139 EVIDENCE 12 0.1250 3 $850 $1,062 $2,083
BLB2126 FEDERAL CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12 0.1250 3 $850 $1,062 $2,083
BLB3131 LAWYERS AND LEGAL ETHICS 12 0.1250 3 $850 $1,062 $2,083
BLB1114 LEGAL RESEARCH METHODS 12 0.1250 3 $850 $1,062 $2,083
BLB2121 LEGAL THEORY 12 0.1250 3 $850 $1,062 $2,083
BLB2120 LEGAL WRITING AND DRAFTING 12 0.1250 3 $850 $1,062 $2,083
BLB2125 REAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1115 TORTS 12 0.1250 3 $850 $1,062 $2,083

Elective Law Units of Study Select four units of study:

BLB4144 EUROPEAN UNION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3136 FAMILY LAW IN SOCIETY 12 0.1250 3 $850 $1,062 $2,083
BLB4145 HUMAN RIGHTS LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3129 INTELLECTUAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4141 INTERNATIONAL TRADE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4140 PRIVACY AND MEDIA LAW 12 0.1250 3 $850 $1,062 $2,083
BBB3200 PROFESSIONAL LEGAL PRACTICE 12 0.1250 1 $510 $637 $1,430
BLB4143 PUBLIC INTERNATIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3132 SECURITIES LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3134 TAXATION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1125 TORTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2123 TRADE PRACTICES LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES 12 0.1250 3 $850 $1,062 $2,083
BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12 0.1250 3 $850 $1,062 $2,083
BLB4137 ASIAN LEGAL SYSTEMS 12 0.1250 3 $850 $1,062 $2,083
BLB4135 AUSTRALIAN EMPLOYMENT LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3133 COMPARATIVE COMMERCIAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4138 CONFLICT OF LAWS 12 0.1250 3 $850 $1,062 $2,083
BLB3138 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083

Unspecified Law unit of study approved by the Head of School

Core Business Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BH01171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Electronic Commerce

BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS 12 0.1250 2 $726 $908 $1,584
BCO2149 DATABASE SYSTEMS 12 0.1250 2 $726 $908 $1,584
BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES 12 0.1250 2 $726 $908 $1,584
BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES 12 0.1250 2 $726 $908 $1,584
BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS 12 0.1250 2 $726 $908 $1,584
BCO3443 THE INFORMATION PROFESSIONAL 12 0.1250 2 $726 $908 $1,584
BCO3150 SYSTEMS IMPLEMENTATION 12 0.1250 2 $726 $908 $1,584

Professional Development Business Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584

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 1A 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>
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<th>Credit Point</th>
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<th>SC Band</th>
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### Compulsory Law Units of Study

- **BLB2122 ADVOCACY AND COMMUNICATION** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1113 AUSTRALIAN ADMINISTRATIVE LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1118 CONSTITUTIONAL LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1102 CONTRACTS 1** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1117 CONTRACTS 2** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2119 CORPORATIONS LAW 1** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2124 CORPORATIONS LAW 2** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3128 CRIMINAL LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4136 EQUITY AND TRUSTS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2126 FEDERAL CONSTITUTIONAL LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3130 INTERVIEWING AND NEGOTIATION SKILLS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3131 LAWYERS AND LEGAL ETHICS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1114 LEGAL RESEARCH METHODS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2121 LEGAL THINKING** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2120 LEGAL WRITING AND DRAFTING** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2125 REAL PROPERTY LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1114 LEGAL RESEARCH METHODS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1115 TORTS** 12 0.1250 3 $850 $1,062 $2,083

### Elective Law Units of Study

Select four of the following:

- **BLB4144 EUROPEAN UNION LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3136 FAMILY LAW IN SOCIETY** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4145 HUMAN RIGHTS LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3129 INTELLECTUAL PROPERTY LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4141 INTERNATIONAL TRADE LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BBB3200 PROFESSIONAL LEGAL PRACTICE** 12 0.1250 1 $510 $637 $1,430
- **BLB4143 PUBLIC INTERNATIONAL LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3132 SECURITIES LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3134 TAXATION LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB1125 TORTS 2** 12 0.1250 3 $850 $1,062 $2,083
- **BLB2123 TRADE PRACTICES LAW AND POLICY** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4137 ASIAN LEGAL SYSTEMS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4135 AUSTRALIAN EMPLOYMENT LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3133 COMPARATIVE COMMERCIAL LAW** 12 0.1250 3 $850 $1,062 $2,083
- **BLB4138 CONFLICT OF LAWS** 12 0.1250 3 $850 $1,062 $2,083
- **BLB3138 CRIMINAL LAW 2** 12 0.1250 3 $850 $1,062 $2,083

One unspecified Law unit of study approved by the Head of School.

### Core Business Units of Study

- **BAO1101 ACCOUNTING FOR DECISION MAKING** 12 0.1250 2 $726 $908 $1,584
- **BCO1102 INFORMATION SYSTEMS FOR BUSINESS** 12 0.1250 2 $726 $908 $1,584
- **BEQ1005 ECONOMIC PRINCIPLES** 12 0.1250 2 $726 $908 $1,584
- **BEO1106 BUSINESS STATISTICS** 12 0.1250 2 $726 $908 $1,584
- **BHO1171 INTRODUCTION TO MARKETING** 12 0.1250 2 $726 $908 $1,584
- **BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR** 12 0.1250 2 $726 $908 $1,584

### Specialisation Units of Study – Applied Economics

- **BEO1105 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS** 12 0.1250 2 $726 $908 $1,584
- **BEO2254 STATISTICS FOR BUSINESS AND MARKETING** 12 0.1250 2 $726 $908 $1,584
- **BEO2259 MACROECONOMIC ANALYSIS** 12 0.1250 2 $726 $908 $1,584
- **BEO2260 MICROECONOMIC ANALYSIS** 12 0.1250 2 $726 $908 $1,584
- **BEO2283 APPLIED REGRESSION ANALYSIS** 12 0.1250 2 $726 $908 $1,584
- **BEO2284 BUSINESS FORECASTING METHODS** 12 0.1250 2 $726 $908 $1,584
- **BEQ3366 ECONOMIC POLICY AND RESEARCH** 12 0.1250 2 $726 $908 $1,584

### Professional Development Business Units of Study

- **BFP1001 PROFESSIONAL DEVELOPMENT 1** 12 0.1250 2 $726 $908 $1,584
- **BFP2001 PROFESSIONAL DEVELOPMENT 2** 12 0.1250 2 $726 $908 $1,584
- **BFP3001 PROFESSIONAL DEVELOPMENT 3** 12 0.1250 2 $726 $908 $1,584
**FACULTY OF BUSINESS AND LAW**

**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 awarded 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 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

BLB3138 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083
One unspecified Law unit of study approved by the Head of School

Core Business Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1106 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1108 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BH01171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Banking and Finance

BAO1107 ACCOUNTING INFORMATION SYSTEMS 12 0.1250 2 $726 $908 $1,584
BAO3402 INTERNATIONAL BANKING AND FINANCE 12 0.1250 2 $726 $908 $1,584
BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BAO3404 CREDIT AND LENDING DECISIONS 12 0.1250 2 $726 $908 $1,584
BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12 0.1250 2 $726 $908 $1,584
BEO3447 COMMERCIAL BANKING AND FINANCE 12 0.1250 2 $726 $908 $1,584
BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12 0.1250 2 $726 $908 $1,584

Professional Development Business Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584

Professional Recognition

It is expected that students will be eligible for membership of the Australian Institute of Banking and Finance as Senior Associates. Graduates would also be eligible to become members of the Law Institute of Victoria.

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.

In calculating the 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.

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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 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122 ADVOCACY AND COMMUNICATION 12 0.1250 3 $850 $1,062 $2,083
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12 0.1250 3 $850 $1,062 $2,083
BLB1118 CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1102 CONTRACTS 1 12 0.1250 3 $850 $1,062 $2,083
BLB1117 CONTRACTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2119 CORPORATIONS LAW 1 12 0.1250 3 $850 $1,062 $2,083
BLB2124 CORPORATIONS LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB3128 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB3138 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB3137 CRIMINAL LAW 1 12 0.1250 3 $850 $1,062 $2,083
BLB3124 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12 0.1250 3 $850 $1,062 $2,083
BLB4136 EQUITY AND TRUSTS 12 0.1250 3 $850 $1,062 $2,083
BLB4139 EVIDENCE 12 0.1250 3 $850 $1,062 $2,083
BLB2126 FEDERAL CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
FACULTY OF BUSINESS AND LAW

Admission Requirements

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.

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
- BLB3133 COMPARATIVE COMMERCIAL LAW
- BLB4138 CONFLICT OF LAWS
- BLB3136 CRIMINAL LAW 2

One unspecified Law unit of study approved by the Head of School

Core Business Units of Study

- BAO1101 ACCOUNTING FOR DECISION MAKING
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS
- BEO1105 ECONOMIC PRINCIPLES
- BEO1106 BUSINESS STATISTICS
- BHO1171 INTRODUCTION TO MARKETING
- BMO1102 MANAGEMENT AND ORGANISATION 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.

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 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: Equitable 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.

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)
Compulsory Law Units of Study
BLB2122 ADVOCACY AND COMMUNICATION 12 0.1250 3 $850 $1,062 $2,083
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12 0.1250 3 $850 $1,062 $2,083
BLB1118 CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1102 CONTRACTS 1 12 0.1250 3 $850 $1,062 $2,083
BLB1117 CONTRACTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2119 CORPORATIONS LAW 1 12 0.1250 3 $850 $1,062 $2,083
BLB2124 CORPORATIONS LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB3128 CRIMINAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12 0.1250 3 $850 $1,062 $2,083
BLB4136 EQUITY AND TRUSTS 12 0.1250 3 $850 $1,062 $2,083
BLB2126 FEDERAL CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12 0.1250 3 $850 $1,062 $2,083
BLB3131 LAWYERS AND LEGAL ETHICS 12 0.1250 3 $850 $1,062 $2,083
BLB1114 LEGAL RESEARCH METHODS 12 0.1250 3 $850 $1,062 $2,083
BLB1102 LEGAL THEOLOGY 12 0.1250 3 $850 $1,062 $2,083
BLB2120 LEGAL WRITING AND DRAFTING 12 0.1250 3 $850 $1,062 $2,083
BLB2125 REAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1115 Torts 12 0.1250 3 $850 $1,062 $2,083

Elective Law Units of Study
Select four units of study:
BLB4144 EUROPEAN UNION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3136 FAMILY LAW IN SOCIETY 12 0.1250 3 $850 $1,062 $2,083
BLB4145 HUMAN RIGHTS LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3129 INTELLECTUAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4140 PRIVACY AND MEDIA LAW 12 0.1250 3 $850 $1,062 $2,083
BBB3200 PROFESSIONAL LEGAL PRACTICE 12 0.1250 1 $510 $637 $1,430
BLB4143 PUBLIC INTERNATIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3132 SECURITIES LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3134 TAXATION LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1125 TORTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2123 TRADE PRACTICES LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES 12 0.1250 3 $850 $1,062 $2,083
BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12 0.1250 3 $850 $1,062 $2,083
BLB4137 ASIAN LEGAL SYSTEMS 12 0.1250 3 $850 $1,062 $2,083
BLB4135 AUSTRALIAN EMPLOYMENT LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3133 COMPARATIVE COMMERCIAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB4138 CONFLICT OF LAWS 12 0.1250 3 $850 $1,062 $2,083
BLB3138 CRIMINAL LAW 2 12 0.1250 3 $850 $1,062 $2,083

One unspecified Law unit of study approved by the Head of School.

Core Business Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12 0.1250 2 $726 $908 $1,584
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12 0.1250 2 $726 $908 $1,584
BEO1105 ECONOMIC PRINCIPLES 12 0.1250 2 $726 $908 $1,584
BEO1106 BUSINESS STATISTICS 12 0.1250 2 $726 $908 $1,584
BH01171 INTRODUCTION TO MARKETING 12 0.1250 2 $726 $908 $1,584
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584

Specialisation Units of Study – Marketing
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12 0.1250 2 $726 $908 $1,584
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12 0.1250 2 $726 $908 $1,584
BHO2258 PRODUCT AND BRAND MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BHO2285 MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO2434 CONSUMER BEHAVIOUR 12 0.1250 2 $726 $908 $1,584
BHO3254 ADVANCED MARKETING RESEARCH 12 0.1250 2 $726 $908 $1,584
BHO3435 MARKETING PLANNING AND STRATEGY 12 0.1250 2 $726 $908 $1,584

Professional Development Business Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12 0.1250 2 $726 $908 $1,584
BFP2001 PROFESSIONAL DEVELOPMENT 2 12 0.1250 2 $726 $908 $1,584
BFP3001 PROFESSIONAL DEVELOPMENT 3 12 0.1250 2 $726 $908 $1,584
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 2A 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. * 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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<th>Course Code</th>
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Elective Law Units of Study

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</table>
In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide
them to successfully undertake the course, will be considered for admission.

* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable
a range of VCE studies undertaken.

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

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

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee

BACHELOR OF LAWS/BACHELOR OF SCIENCE (I)
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
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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 Pre 2005 From 2005 Full Fee
Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee

Compulsory Law Units of Study

BLB2122 ADVOCACY AND COMMUNICATION 12 0.1250 3 $850 $1,062 $2,083
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12 0.1250 3 $850 $1,062 $2,083
BLB1118 CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB1102 CONTRACTS 1 12 0.1250 3 $850 $1,062 $2,083
BLB1117 CONTRACTS 2 12 0.1250 3 $850 $1,062 $2,083
BLB2119 CORPORATIONS LAW 1 12 0.1250 3 $850 $1,062 $2,083
BLB2124 CORPORATIONS LAW 2 12 0.1250 3 $850 $1,062 $2,083
BLB3128 CRIMINAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12 0.1250 3 $850 $1,062 $2,083
BLB4136 EQUITY AND TRUSTS 12 0.1250 3 $850 $1,062 $2,083
BLB4139 EVIDENCE 12 0.1250 3 $850 $1,062 $2,083
BLB2126 FEDERAL CONSTITUTIONAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12 0.1250 3 $850 $1,062 $2,083
BLB3131 LAWYERS AND LEGAL ETHICS 12 0.1250 3 $850 $1,062 $2,083
BLB1114 LEGAL RESEARCH METHODS 12 0.1250 3 $850 $1,062 $2,083
BLB2121 LEGAL THEORY 12 0.1250 3 $850 $1,062 $2,083
BLB2120 LEGAL WRITING AND DRAFTING 12 0.1250 3 $850 $1,062 $2,083
BLB2125 REAL PROPERTY LAW 12 0.1250 3 $850 $1,062 $2,083

SCHOOL OF LAW
FACULTY OF BUSINESS AND LAW

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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 Will 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
- BLB3136 Criminal Law 2

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) (I)

Course Code: BLBT

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

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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.
### Elective Law Units of Study
Select four units of study:

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<th>Code</th>
<th>Name</th>
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### Core Business Units of Study

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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.

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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

**Core Business Units of Study**

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**Professional Development Business Units of Study**

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**BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)**

**Course Code:** BLEV  
**Campus:** 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 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.  
**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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One unspecified Law unit of study approved by the Head of School.
Core Business Units of Study

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Professional Development Business Units of Study

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BACHELOR OF LAWS (GRADUATE ENTRY) (I)

Course Code: BLGE

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 their 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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One unspecified Law unit of study approved by the Head of School.

### Core Business Units of Study

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### Specialisation Units of Study – Human Resource Management

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### Professional Development Business Units of Study

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</table>

### 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.

* 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**

<table>
<thead>
<tr>
<th>Credit Point</th>
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<th>SC Band</th>
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**Compulsory Units of Study**

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</table>
SCHOOL OF LAW

Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)

BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12 0.1250 2 $726 $908 $1,584
BM01110 MANAGING KNOWLEDGE 12 0.1250 2 $726 $908 $1,584
BM02181 OPERATIONS MANAGEMENT 12 0.1250 2 $726 $908 $1,584
BM03327 ORGANISATION CHANGE AND DEVELOPMENT 12 0.1250 1 $510 $637 $1,430
BM03326 PUBLIC ADMINISTRATION 12 0.1250 2 $726 $908 $1,584
BM03422 STRATEGIC MANAGEMENT 12 0.1250 2 $726 $908 $1,584

Elective Units of Study
Eleven units of study selected by the student, with the approval of the Course Co-ordinator, from:

- BLO3332 ADMINISTRATIVE LAW 12 0.1250 1 $510 $637 $1,430
- BLB4137 ASIAN LEGAL SYSTEMS 12 0.1250 3 $850 $1,062 $2,083
- BLO2205 CORPORATE LAW 12 0.1250 2 $726 $908 $1,584
- BLO2406 CYBER LAW 12 0.1250 3 $850 $1,062 $2,083
- BLO2207 EMPLOYMENT LAW 12 0.1250 1 $510 $637 $1,430
- BLO2504 ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
- BLB3136 FAMILY LAW IN SOCIETY 12 0.1250 3 $850 $1,062 $2,083
- BLB4141 INTERNATIONAL TRADE LAW 12 0.1250 3 $850 $1,062 $2,083
- BLO2501 LAND LAW 12 0.1250 3 $850 $1,062 $2,083
- BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12 0.1250 2 $726 $908 $1,584
- BLO3250 LAW OF INSOLVENCY 12 0.1250 2 $726 $908 $1,584
- BLB1114 LEGAL RESEARCH METHODS 12 0.1250 3 $850 $1,062 $2,083
- BLO2206 TAXATION LAW AND PRACTICE 12 0.1250 1 $510 $637 $1,430
- BLB2123 TRADE PRACTICES LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
- BLB3132 SECURITIES LAW 12 0.1250 3 $850 $1,062 $2,083

Any other relevant unit of study offered by the Faculty of Business and Law.

MASTER OF COMPARATIVE COMMERCIAL LAW (I)
Course Code: BMCL

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
Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee (AU$) (AU$) (AU$)

Introductory Core Units of Study
BLB5501 LEGAL RESEARCH AND WRITING 12 0.1250 3 $850 $1,062 $2,083
BLB5500 COMPARATIVE LEGAL SYSTEMS 12 0.1250 3 $850 $1,062 $2,083

Core Units of Study
BLB5502 ASIAN BUSINESS LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5503 INTERNATIONAL TRADE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5505 IMMIGRATION LAW AND PRACTICE 12 0.1250 3 $850 $1,062 $2,083
BLB5506 TELECOMMUNICATIONS LAW AND POLICY 12 0.1250 3 $850 $1,062 $2,083
BLB5507 INTERNATIONAL COMMERCIAL LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5530 COMPARATIVE CORPORATE LAW 12 0.1250 3 $850 $1,062 $2,083

Option A: Electives – select four units of study
BLB5508 MASTERS READING COURSE 12 0.1250 3 $850 $1,062 $2,083
BLB5509 INTRODUCTION TO LAW AND ECONOMICS 12 0.1250 3 $850 $1,062 $2,083
BLB5510 ADVANCED CORPORATE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING 12 0.1250 3 $850 $1,062 $2,083
BLB5512 E-COMMERCE AND THE LAW 12 0.1250 3 $850 $1,062 $2,083
or other electives as approved by the Course Co-ordinator.

OR Option B: Dissertation and Electives
BLB5520 DISSERTATION 24 0.2500 3 $1,700 $2,125 $4,167

plus two electives from Option A Elective list, above.

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 INTERNATIONAL COMMERCIAL LAW (I)

Course Code: BMIL

Campus: City Flinders, City Queen.

Course Objectives
The course aims to teach students an understanding of the legal system used in Australia (the adversarial system) compared with those in other nations (e.g. The inquisitorial systems) and how legal frameworks facilitating international law are created.

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 dissertation component which carries a value of 24 points.) Each student must obtain 144 credit points through academic study to graduate.

Admission requirements
To qualify for admission, an applicant must have a degree, approved by the Head of School, equivalent to any Australian Bachelors degree or Australian postgraduate Diploma. Candidates possessing business and law qualifications that comprise law units of study deemed by the Head of School as equivalent to the two 'Introductory Core' units of study of the course may, by virtue of that qualification, be granted credit for those two units of study.

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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<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
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Coursework Stream
Select four of the following:

- BLB5508 MASTERS READING COURSE
- BLB5509 INTRODUCTION TO LAW AND ECONOMICS
- BLB5510 ADVANCED CORPORATE LAW
- BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING
- BLB5512 E-COMMERCE AND THE LAW
- BLB5513 ADVANCED RESEARCH METHODS IN LAW

Research Stream
BLB5520 DISSERTATION
24 | 0.2500 | 3 | $1,700 | $2,125 | $4,167 |

On successful completion of the two Introductory Core units of study and the six core units of study, students may exit the course at that stage and be eligible to graduate with the award of Graduate Diploma of International Commercial Law.

MASTER OF LAWS (I)

Course Code: BMLA

Campus: City Flinders.

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>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
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Electives
Select four elective units and BLB5520 Dissertation or six elective units:

- BLB5501 LEGAL RESEARCH AND WRITING
- BLB5502 ASIAN BUSINESS LAW
- BLB5503 INTERNATIONAL TRADE LAW
- BLB5505 IMMIGRATION LAW AND PRACTICE
- BLB5506 TELECOMMUNICATIONS LAW AND POLICY
- BLB5507 INTERNATIONAL COMMERCIAL LAW
- BLB5508 MASTERS READING COURSE
- BLB5509 INTRODUCTION TO LAW AND ECONOMICS

- BLB5510 ADVANCED CORPORATE LAW
- BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING
- BLB5512 E-COMMERCE AND THE LAW
- BLB5513 ADVANCED RESEARCH METHODS IN LAW
SCHOOL OF LAW

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Credit Point EFTSL SC Band Pre 2005 From 2005 Full Fee
(AU$) (AU$) (AU$)

BLB5510 ADVANCED CORPORATE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING 12 0.1250 3 $850 $1,062 $2,083
BLB5512 E-COMMERCE AND THE LAW 12 0.1250 3 $850 $1,062 $2,083
BLB5520 DISSERTATION 24 0.2500 3 $1,700 $2,125 $4,167
BLB5530 COMPARATIVE CORPORATE LAW 12 0.1250 3 $850 $1,062 $2,083

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)
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 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

Core Units of Study

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLB5513 ADVANCED RESEARCH METHODS IN LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
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<tr>
<td>BLB5502 ASIAN BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
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<tr>
<td>BLB5503 INTERNATIONAL TRADE LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLB5530 COMPARATIVE CORPORATE LAW</td>
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<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLB5500 COMPARATIVE LEGAL SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLB5505 IMMIGRATION LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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</tr>
<tr>
<td>BLB5506 TELECOMMUNICATIONS LAW AND POLICY</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLB5507 INTERNATIONAL COMMERCIAL LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
</tr>
</tbody>
</table>

And Thesis either full or part time.

BLB5522 DISSERTATION (FULL-TIME) 192 2.0000 3 $13,596 $16,998 $33,334
BLB5523 DISSERTATION (PART-TIME) 96 1.0000 3 $6,798 $8,499 $16,667

The Course Co-ordinator from time to time may substitute one of the following for any core unit:

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
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<tr>
<td>BLB5508 MASTERS READING COURSE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLB5509 INTRODUCTION TO LAW AND ECONOMICS</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLB5510 ADVANCED CORPORATE LAW</td>
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<td>3</td>
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<td>$1,062</td>
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<tr>
<td>BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING</td>
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<td>0.1250</td>
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<td>$850</td>
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<tr>
<td>BLB5512 E-COMMERCE AND THE LAW</td>
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<td>0.1250</td>
<td>3</td>
<td>$850</td>
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</tbody>
</table>

DOCTOR OF PHILOSOPHY
Course Code: BPPL

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.

Course Structure

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<tr>
<td>BLO8002 PHD RESEARCH (FULL TIME)</td>
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<tr>
<td>OR</td>
<td>BLO8003 PHD RESEARCH (PART TIME)</td>
<td>24</td>
<td>0.2500</td>
<td>3</td>
<td>$1,700</td>
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</tbody>
</table>

MASTER OF BUSINESS BY RESEARCH (LAW)
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.
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 if 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 intend 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

Choose four units of study from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<td>BLO5602</td>
<td>ADVANCED AUSTRALIAN IMMIGRATION LAW</td>
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<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
<td>$2,083</td>
</tr>
<tr>
<td>BLO5603</td>
<td>ADMINISTRATIVE LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
<td>$2,083</td>
</tr>
<tr>
<td>BLO5604</td>
<td>REFUGEE LAW AND PRACTICE</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
<td>$2,083</td>
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<td>BLO5605</td>
<td>AUSTRALIAN IMMIGRATION LAW</td>
<td>12</td>
<td>0.1250</td>
<td>3</td>
<td>$850</td>
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<tr>
<td>BLO5606</td>
<td>AUSTRALIA'S VISA SYSTEM</td>
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<td>0.1250</td>
<td>3</td>
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<tr>
<td>BLO5607</td>
<td>VISA COMPLIANCE, CANCELLATION AND REVIEW</td>
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<td>$850</td>
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<tr>
<td>BLO5608</td>
<td>APPLIED MIGRATION LAW AND PRACTICE</td>
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<td>0.1250</td>
<td>3</td>
<td>$850</td>
<td>$1,062</td>
<td>$2,083</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).
SUBJECTS

Below are subject details for courses offered by the School of Law in 2008.

IMPORTANT NOTE: 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.

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 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 employer/ 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 employer/host organisation. Situational Analysis Report and Career Plan, 20%; Reflective E-journals, 40%; Self Appraisal Report, 40%.

BCO6006 INFORMATION SYSTEMS AND CRIMINAL JUSTICE

Campus: City Flinders, City Queen.
Prerequisite(s): Nil.
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 Practical assignment (2500 words), 50%; One three-hour examination, 50%.

BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT

Campus: City Flinders, City Queen.
Prerequisite(s): Nil.
Content: This unit of study aims to introduce students to the nature, structure and development of the Australian legal system. It will provide students with an overview of the Australian legal system, its origins, sources, hierarchy and processes. This unit of study also aims to provide a contextual frame of reference for undergraduate first year law students before they proceed with other, more specific, law units of study. Topics include: the role of law in society; the formal structures of Australian Law; origins and sources of Australian Law; the global context of the Australian legal system; judicial review and the Common Law method.
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, 60%.

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.
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, 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.
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 to apply and evaluate appropriate research strategies and techniques and methods of citation. Required Reading Beattie, S., 2004, Legal and Justice Studies Workbook, 2nd edn, The Federation Press, Sydney. 

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%.

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. Required Reading Luntz, Harold and Hambly, David, Torts, Cases and Commentary, latest edition, Lexis Nexis Butterworths. Recommended Reading Davies, Martin and Malkin, Ian, Torts, Butterworths tutorial series, latest edition, Lexis Nexis 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%. Final examination, 60%.

BLB1117 CONTRACTS 2
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) BLB1102 Contracts 1.

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%.

BLB1118 CONSTITUTIONAL LAW
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil.
Content Topics will include: Westminster constitutionalism and Australian constitutional development; the rule 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 After satisfactorily completing this subject, students will: have a fundamental understanding of the development and principles of Westminster constitutionalism and the Australian Constitution; understand the doctrines of separation of powers, rule of law, judicial review, representative democracy, responsible government, federalism, and rights; and have an informed and critical view on the realization of these doctrines in Australian constitutional law, paying particular attention to leading High Court of Australia cases. Required Reading Blackshield, T. and Williams, G., Australian Constitutional Law and Theory, (latest edn), The Federation Press, NSW. Joseph, S. and Castan, M., Federal Constitutional Law: A Contemporary View, latest edition, Lawbook Co. The Commonwealth Constitution.

Recommended Reading Hanks, P., Keyzer, P. and Clarke, J., Australian Constitutional Law: Materials and Commentary, latest edition, 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%. Final Examination, 60%.

BLB1125 TORTS 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 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 of the development of 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 R. R. Davis, J. and L. R. Davis, 2004, Law of Torts, Lexis Nexis Butterworths, Australia. Recommended Reading Harold Luntz and David Hambly, 2002, Torts, Lexis Nexis Butterworths, 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 (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. Required Reading Redmond, P., Companies and Securities Law, Commentary and materials, current edition, Thomson, Sydney, Australia. Corporations Act 2001, current edition from any of the legal publishers. 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 legal 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. Required Reading Butt, P., and Castle, R., 2001, Modern Legal Drafting: A Guide to Using Clearer language, Cambridge University Press. Recommended Reading Asprey, M., Plain Language for Lawyers, 3rd Edition, Federation Press.
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, Footscray Park.

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; Postmodernism; Critical Race Theory and Post Colonialism.

Learning Outcomes After satisfactorily completing this subject, students will have: developed 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 explored, a greater appreciation of the 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.


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 courtroom 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.


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, Footscray Park.

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 merger agreements. 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, Footscray Park.

Prerequisite(s) BLB2119 Corporations Law 1

Content The aim of this unit of study is to introduce students to the key principles, policies and rules governing takeovers and corporate reconstruction and arrangements in Australia. This involves a close examination of chapter 6 of the Corporations Law and the Australian Securities and Investment Commission policy statement on takeover 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.


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%; Examination, 60%.

**BLB2125 REAL PROPERTY LAW**
Campus City Flinders, City Queen, Footscray Park.

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, possession and Leases, 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 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. Principles 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.
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE
Campus City Flinders, City Queen.
Prerequisite(s) Nil
Content The unit of study consists of two parts. (1) An introduction to dispute resolution methods; the identification of disputes and their management and resolution; an alternative dispute resolution methods concentrating on mediation. (2) Civil procedure including parties, pleadings, discovery and exchange of information. An appreciation of Supreme Court Rules and the part in facilitating a speedy, just, and accurate resolution of disputes; jurisdiction; delay and costs; conflict of laws; and appeals.
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%; Simulation exercise, 50%.

BLB3128 CRIMINAL LAW
Campus Footscray Park, 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 of contemporary policy in criminal cases.
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 other rights; trademarks; design; patents; trade secrets; confidential information; confidentiality of information; and trademark infringement; and research articles and programs. The unit of study consists of two parts. (1) An introduction to intellectual property law, including an examination of the development of intellectual property law. (2) An exploration of the various competing theories as to the bases of intellectual property law, and an examination of the various types of legal disputes services provided by the profession; the role of non-lawyers in the system; the role of the judge; and finally, an examination of the future of intellectual property, including an examination of the ethical implications of the possible future acceptance of MDPs.
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%.

BLB3130 INTERVIEWING AND NEGOTIATION SKILLS
Campus City Flinders, City Queen, Footscray Park.
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 cues 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 MDPs.
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, Footscray Park.
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.

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, 40%; Final examination, 60%.

BLB3134 TAXATION LAW
Campus City Flinders, City Queen, Footscray Park.

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
Woellner, R., Barkoczy, S. and Murphy, P., 10th edn, 2000, Australian Taxation Law, CCH, Sydney, Australia.

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, 40%; Final examination, 60%.

BLB3136 FAMILY LAW IN SOCIETY
Campus City Flinders, City Queen.

Prerequisite(s) Nil

Content
The 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.

Required Reading
Parkinson, Patrick and Behrens, Juliet, 2004, Australian Family Law in Context, LawBook Co.

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, 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 propositions.

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.

Required Reading
Gerard Nash QC and Prof Mirko Bagaric, Criminal Legislation Victoria 2004, (Annotated),

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%.

BLB4135 AUSTRALIAN EMPLOYMENT LAW
Campus City Flinders, City Queen, Footscray Park.

Prerequisite(s) Nil

Content
This unit of study will introduce students to core concepts in employment law. Core topics include the laws 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 s51 of the Commonwealth Constitution. Consideration of industrial action torts and modification of these by statute. Limitations on the right to hire and fire. Discrimination and equal opportunity in the workplace.

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, 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.

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 assignments, 40%; Final examination, 60%.

BLB4137 ASIAN LEGAL SYSTEMS
Campus City Flinders, City Queen, Footscray Park.

Prerequisite(s) Nil

Content
This unit of study will introduce students to core concepts in comparative law and do this by examining one or more legal systems from a comparative perspective. Topics include: The corporate laws of a number of different countries, the personal and proprietary nature. The nature and significance of equitable remedies including the distinction between remedies of a personal and proprietary nature.

Required Reading
Gerard Nash QC and Prof Mirko Bagaric, Criminal Legislation Victoria 2004, (Annotated),

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%.
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.


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, Footscray Park.
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, Footscray Park.
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 gestais); 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, Footscray Park.
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; database 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.


Recommended Reading Chadwick, P. and Mullaly, 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, Footscray Park.
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 analyses 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, Footscray Park.
Prerequisite(s) BLB1114 Legal Research Methods.
Content The 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 program. 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, Footscray Park.
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 international legal system; 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 On completion of this subject, students should be able to: – understand the nature, history and substance of public international law including its scope, sources and subjects; – understand the intersection of international and domestic law in the international legal system; – appreciate the functioning of international law in practice, including the issues of standard-setting, rule-making and compliance; – understand the extent to which rules of international law may be said to constrain state behaviour; – understand the transformation of the public international law system beyond classic system of inter-state law regulating relations between sovereign states; – consider where public international law is headed.

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, Footscray Park.
Prerequisite(s) Nil.

Content This unit 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.


Class One 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) open book, 60%.

BLB4145 HUMAN RIGHTS LAW
Campus City Flinders, City Queen, Footscray Park.
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 particularly 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 and the International Covenant on Civil and Political Rights, 1966; have an informed perspective on the various historical and normative debates over international human rights law; have some understanding of the interaction between international, regional and national human rights regimes and laws.

Recommended Reading R. 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 Tutorial participation and tutorial exercises, 20%; Assessment (3000 words), 30%; Final Examination (3 hours) open book, 50%.

BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES
Campus City Flinders, City Queen, Footscray Park.
Prerequisite(s) Nil.

Content The unit of study Content 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, Trusts and Residue; Mutual Wills; Duties of Lawyers in drafting and executing Wills; Applications for Grant of Probate and contests in relation to the granting of Probate; Duties and Powers of Executors and Administrators The administration of estates; calling in and distribution of property.

Learning Outcomes At the conclusion of this subject students should be able to describe the principles and practices of the substantive law of succession as it relates to Victoria. They should be able to evaluate the effectiveness of the law in achieving its stated objectives and recommend and justify on legal grounds measures designed to improve the law in this field. Students should be able to demonstrate a knowledge of the procedural law involved in obtaining Grants of Probate and Letters of Administration.
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Class Contact Equivalent to three hours per week. One two hour lecture and one one-hour seminar per week. Unit of study equal to 12 credit points.

Assessment Assignment (3,000 words), 40%; Final Examination (3 hours), 60%.

BLB5500 COMPARATIVE LEGAL SYSTEMS
Campus City Flinders.
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.


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.
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.

Recommended Reading Nernes, I. and Coss, G., 1998, Effective Legal Research, Butterworths, Sydney, Australia.

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.


Recommended Reading Wang Chengguang and Zhang Xianchu(ed), 1997, Laws of the People's Republic of China, Sweet and Maxwell Asia, Hong Kong.

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.
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 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.
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 migration applications are also key parts of this unit of study.

Recommended Reading To be advised.

Assessment Assignment, 30%; Examination, 75%.

BLB5506 TELECOMMUNICATIONS LAW AND POLICY
Campus City Flinders.
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 SMA.


Recommended Reading Leonard, P., Carabine, N. and Henderson, A. (eds), Communications Policy in Australia, Butterworths looseleaf service, Sydney.

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.
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.

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 seminar.

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.

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.

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.

Prerequisite(s) Nil.

Content This 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 comprehendible 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 prescribed.


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, qualitative research in law, and an exploration of different research paradigms and writing styles in legal research.

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 research topics chosen for the semester. Including recent research masters of PhD graduates will explain the research proposal, survey research, questionnaire design, qualitative research in law, and an exploration of different research paradigms and writing styles in legal research.

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 research topics chosen for the semester. Including recent research masters of PhD graduates will explain the research proposal, survey research, questionnaire design, qualitative research in law, and an exploration of different research paradigms and writing styles in legal research.
BLB5520 DISSERTATION
Campus City Flinders.
Prerequisite(s) Please Enquire.
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 The unit is 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.
Pre-requisite(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.
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.
Pre-requisite(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.
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%.

BLB5550 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 do this by examining one of more commercial law unit of studies 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%.

BLB5551 INTRODUCTION TO SUPERANNUATION AND ITS REGULATORY ENVIRONMENT
Campus Records Office.
Prerequisite(s) Nil
Review 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, Beth, 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. Superannuation Funds of Australia, phone (02) 9264 9300, fax (02) 9264 8824. 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. Unit of study equal to 12 credit points.
Assessment One research assignment (2,500 words), 50%; Final Examination, 50%.

BLB5552 DUTIES OF SUPERANNUATION TRUSTEES
Campus Records Office/City Flinders.
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; Exercise of power; Type 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
mode as approved by the Faculty of Business and Law.


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%.

**BLB5554 TAXATION OF SUPERANNUATION**
Campus Records Office/City Finders.
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 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 (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 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 (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 reframing 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 policies on which they rest and the skills required by professionals acting within them. Required Reading Spiegel, Rogers and Buckley, 1998, Negotiation: Theories and techniques, Butterworths, Sydney. Tania Soudin, 2002, Alternative Dispute Resolution, Lawbook Co., Sydney. Recommended Reading Laurence Boule and Miyana Nesic, 2001, Mediation: Principles, Process, Practice, Butterworths, London. Ruth Charlton, 2000, Dispute Resolution Guidebook, LBC, Australia. Hilary Astor and Christine Xkinin, 2002, Dispute Resolution in Australia, 2nd Edition, Butterworths, Sydney. 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 paper or case study (2500 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 conduct and conduct of 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) Recommended Reading David Byrne, 1997 – present (loose-leaf), ‘Arbitration’ in Harry Gibbs (ed), Halasbury’s Laws of Australia, Vol 2 (1) pages 38.000-38.662, LexisNexis Butterworths, Sydney. Marcus Jacobs, 1990- onwards (loose-leaf), Commercial Arbitration Law and Practice, Law Book Co, Sydney. 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 be 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 the directions hearing through to the handing down of a final arbitral award. Required Reading Commercial Arbitration Act 1984 (Vic) Recommended Reading Marcus Jacobs, 1990 – to present (loose-leaf), Commercial Arbitration Law and Practice, Law Book Co, Sydney. 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 Australia: Law and Practice, Law Book Co, Sydney. 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 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. 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 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 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 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, 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 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, 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 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 corporate 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%.

BLB6007 PUBLIC INTEREST LITIGATION AND CIVIL REMEDY

Campus City Flinders, City Queen.

Prerequisite(s) 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 subject 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%.

BLB6008 CONTEMPORARY REGULATORY POLICY AND LAW

Campus City Flinders, City Queen.

Prerequisite(s) 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%.
**BLB6630 TAX ADMINISTRATION AND PRACTICE**

**Campus** City Queen.

**Prerequisite(s)** 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 for the proper administration of the tax legislation; (h) The process 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, notice of appeal processes 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.

**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 the 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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**BLB6631 TAXATION OF TRUSTS, COMPANIES AND PARTNERSHIPS**

**Campus** City Queen.

**Prerequisite(s)** 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 legal disability in relation to tax liability under a trust; (d) the nature of disability in relation to tax liability under a trust; (e) the legal consequences relating to the following: (a) the meaning of Trust and Trust Estate; (b) beneficiary’s interest in fixed and unit trusts; (e) the legal consequences 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-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 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 relief under the rollover 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.

**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.

**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(s)** 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 relief under the rollover 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 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 relief under the rollover 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.

**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.

**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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**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 ‘supplier’ 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%.

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 role 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 corporation (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 the other contracting parties in relation to certain taxes of non-residents; (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%.

BLB6635 TAXATION AND INVESTMENT LAW IN ASIA

Campus City Queen.

Prerequisite(s) Nil.

Content The 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 off-shore company regime in Labuan 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 co-operation 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) a comparison of the taxation incentives offered by the countries in the Asian region; (d) Labuan 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%.

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 falling within Part IVA; (f) the international exchange of information on tax matters contained in the OECD Model Convention and the UN Model Convention and the rights of tax payers to review; (g) overview of anti avoiding practice in the US and European Union countries and Part IVA provisions; (h) the role of the tax profession in relation to tax avoidance.

Learning Outcomes A student who has successfully completed the subject will: (a) have a thorough understanding of the policy underlying the anti-avoidance provisions; (b) have a thorough understanding of the relationship of the anti-avoidance provisions to the preservation of the revenue base of the state; the law relating to anti-avoidance in Australia and other selected countries; (d) have a thorough understanding of the impact on tax structures so as to be able to advise in the area; (e) be able to scrutinise a commercial transaction and establish whether the motivation dominant purpose and benefit behind the scheme of the taxpayer were designed for tax planning or tax avoidance; (f) have a sound knowledge of the legislative framework of Part IVA; (g) have an up to date knowledge of the courts’ interpretation
of the elements constituting a scheme for the purpose of Part IVA; (h) to have a thorough understanding of the procedures adopted by the Australian Taxation Office and foreign taxing authorities to gather information regarding an international commercial transaction with tax avoidance implications.

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 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%.

BLB6637 LEGAL PROFESSIONAL PRIVILEGE: CURRENT DEVELOPMENTS

Campus City Queen.

Prerequisite(s) Nil.

Content

This unit of study aims to provide an analysis and historical development of the legal professional privilege by studying the following topics: (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 interaction between legal professional privilege and access powers; (e) the rationale for legal professional privilege and the Contention 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: injunctive relief, judicial review and freedom of information; (e) the circumstances in which legal professional privilege may be challenged and exceptions to the rule; (f) 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 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 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%.

BLB6639 ADVANCED TAXATION OF CAPITAL GAINS

Campus City Queen.

Prerequisite(s) Nil.

Content

This unit of study examines the statutory framework of the Capital Gains Tax legislation and the way it applies in practice by studying the following topics: (a) the notion of asset in the context of the Capital Gains Tax legislation; (b) what constitutes a disposal and 'deemed' disposal as a CGT event; (c) the calculation of the cost base of the asset, capital gains and losses; (d) involuntary disposal of asset; (e) special rules for non-arm's length transactions; (f) Capital Gains Tax consequences in restructurings, consolidations and roll-overs; (h) Capital Gains Tax consequences in marriage break-down roll-overs as a result of court orders; (i) Capital Gains Tax rules for non-residents; (j) Capital Gains Tax and double tax agreements; (k) Capital Gains Tax and the value shifting rules.

Learning Outcomes

A student who has successfully completed the subject will have a thorough knowledge of the following: (a) the policy, economic and fiscal considerations behind the introduction of the Capital Gains Tax legislation; (b) an overview of the statutory framework of the Capital Gains Tax legislation; (c) the ways net capital gains and losses are calculated; (d) the events that trigger the operation of the Capital Gains Tax legislation; (e) the application of Capital Gains Tax legislation to trusts, companies and partnerships; (f) when an asset becomes a CGT asset and the end of a CGT asset; (g) other general CGT exemptions and exempt taxpayers under the legislation; (h) Capital Gains Tax consequences of a deceased estate.

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%.

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 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; capacity of purpose; discharge of contract; remedies for breach of contract.

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
Tutorial Attendance, 10%; Assignment (2,500 words), 30%; Examination, 60%.

BLO1105 BUSINESS LAW
Campus Footscray Park, Werribee, Sunbury, City Queen, 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, 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; capacity of purpose; discharge of contract; remedies for breach of contract.

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
Tutorial Attendance, 10%; Assignment (2,500 words), 30%; Examination, 60%.

BLO1452 TOURISM LAW
Campus Footscray Park, Werribee, City Queen.
Prerequisite(s) BLO1105 Business Law.

Content
This unit of study aims to provide students with an understanding and awareness of the basic principles of Contract Law, 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; capacity of purpose; discharge of contract; remedies for breach of contract.

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
Tutorial Attendance, 10%; Assignment (2,500 words), 30%; Examination, 60%.

BLO2205 CORPORATE LAW
Campus City Flinders, City Queen, Footscray Park, Werribee, Sunway-Malaysia.
Prerequisite(s) BLO1105 Business Law.

Content
This unit of study aims to provide students with a sound understanding 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.
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**BLO2206 TAXATION LAW AND PRACTICE**  
**Campus** City Flinders, City Queen, 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.  
- Woelinner, Vella, Le Burn and Chippendale, 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%; Examination and Tests, 70%.  

**BLO2207 EMPLOYMENT LAW**  
**Campus** Footscray Park, Werribee, Sunbury, City Queen.  
**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.  
**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 class work, 50%; Final examination, 50%.  

**BLO2233 HEALTH AND SAFETY LAW**  
**Campus** Footscray Park, Werribee, City Queen.  
**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 effect health and safety in the private sector; corporate and trans national issues in health and safety; implementation 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, City Queen.  
**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**  
- Latimer, P., Australian Business Law, (current edn), CCH.  
- Greig and Cunningham, Commercial Law, 3rd edition, Butterworths.  
- Australian Trade Practices Law, CCHP.  
**Recommended Reading** Greig and Cunningham, Commercial Law, 3rd edition, Butterworths.  
- W.H. Ford, H.A.J. Austin, R.P., 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.  

**BLO2401 MUSIC INDUSTRY LAW**  
**Campus** Footscray Park, City Queen.  
**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. 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 international perspectives.  
**Recommended Reading**  
- Billboard, BPI Communications.  
- More about this Business of Music, Billboard, New York.  
**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, 50%; Presentation, 10%; Two assignments 20% each, 40%.  

**BLO2406 CYBER LAW**  
**Campus** Werribee, City Queen.  
**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 arises 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.
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REQUIRED READING


RECOMMENDED READING

Vermeesch, R.B. and Lindgren, K.E., Business Law in Australia, CCH.

BLO3332 ADMINISTRATIVE LAW

Campus Footscray Park, City Queen.

Prerequisite(s) Either BLO1105 Business Law or BLB1101 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%; Examination, 70%.

BLO3351 LEGAL TOPICS A

Campus Footscray Park, City Queen.

Prerequisite(s) BLO2205 Corporate Law.

Content This unit of study is designed to assist students in their future career by enlarging 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, City Queen.

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 Finders, City Queen, 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 (NBFI's) 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. 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. Topics include: the legal setting of the Australian banking system; the relationship of the banker to the customer, the conduct of financial institutions and their responsibilities to customers, cheques, negotiable instruments, securities, credit cards and electronic banking services, 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 as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment Internal Assessment and final examination, 100%.

BLO3451 CATERING AND HOTEL LAW

Campus Footscray Park, City Queen.

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 principles 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 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.E., 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 (SERVICE UNIT OF STUDY)

Campus Footscray Park, City Finders.

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.


**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%.

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**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%.

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**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.

**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 1, 50%; Case study 2, 50%.

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**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 legislation process; onus 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 fulfillment 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.


**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%.

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**BLO5538 COMPANY LAW**

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

**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; insololvency.

**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)** BAO5522 Managerial Accounting, BAO5543 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.

**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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**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.


**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%.

BLO5555 INSTITUTIONAL 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%.

BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW
Campus City Flinders. Prerequisite(s) Nil.
Content This unit of study aims to familiarise 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%.

BLO5603 ADMINISTRATIVE LAW AND PRACTICE
Campus City Flinders. Prerequisite(s) Nil.
Content This unit of study aims to provide students with the ability to understand and interpret the provisions of the Migration Act and Regulations, 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%.

BLO5604 REFUGEE LAW AND PRACTICE
Campus City Flinders. Prerequisite(s) BLO5605 Australian Immigration Law.
Content The unit of study aims to provide participants with an understanding and a working knowledge of Australian Immigration Law and practice. Topics include: the international context; Australian refugee legislation (historical/present); the United Nations Convention and Protocol relating to the status of refugees; primary application; the Refugee Review Tribunal; Judicial Review; Judicial Interpretation.
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 Open book examination, 100%.

BLO5605 AUSTRALIAN IMMIGRATION LAW
Campus City Queen.
Prerequisite(s) Nil.
Content This unit of study aims to 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.
Assessment Assignment, 30%; Examination, 70%.


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/Mock File (3000 words), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

BLO5605 VISA COMPLIANCE, CANCELLATION AND REVIEW

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 an understanding and a working knowledge of the requirements to achieve compliance with Australian visa regulatory framework and to develop skills to review and appraise pathways to meet client needs and prepare appropriate submissions to government. Topics include: refusal, compliance and cancellation of visas; immigration compliance powers; review processes; preparation of review documentation. Learning Outcomes On completion of this unit students will demonstrate an ability to: identify requirements and procedures relating to refusals, compliance and other 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.


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 DIMIA.

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.


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%.

BLO5737 INTERNATIONAL TAX

Campus City Flinders.

Prerequisite(s) Nil.

Content This unit of study aims to provide the students with a proper understanding of the special features of Australian Taxation Law and practice associated with the derivation of income and capital gains in an international context, particularly in view of the accrual system of taxing foreign sourced income. This unit of study includes the following topics: Overview: The fundamental concepts, and the basis of deeming Australian tax on international transactions; problems of classifying residence and source. The common law approach; statutory rules concerning residence and source, allocation of income and expenses between Australia and foreign countries, deemed derivation from a source in a country, problems of double taxation, introduction to the International Taxation Treaty system, examination of the OECD Model Convention, examination and comparison of selected treaties and consideration of treaty shopping; the accrued system of taxing foreign income
accredited income; Australian taxation of foreign source income; Australian taxation of non-residents’ Australian accredited income; aspects of international transactions; division 13 of the Income Tax Assessment Act, transfer pricing; measures to combat international tax avoidance, statutory solutions, exchange of information under the Income Tax Assessment Act and Treaties; practical exercises in international tax planning.

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 Examination, 30%; Research Paper / Presentation, 70%.

BLO7700 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%.

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 18 credit points.

Assessment Thesis, 100%.

BLO8000 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 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%.

BLO8001 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 Please enquire

Recommended Reading Please enquire

Class Contact Unit of study equal to 24 credit points.

Assessment Dissertation, 100%.
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 equal to 48 credit points.
Assessment PhD Research, 100%.

BLO8003 PHD RESEARCH (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.
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 is equal to 24 credit points.
Assessment PhD Research, 100%.

BLO9211 SPORT, LAW AND THE ATHLETE
Campus Sunbury.
Prerequisite(s) BLO1105 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.

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 equal to 48 credit points.
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 equal to 24 credit points.
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 if 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 WEEKEND
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.
Below are details of courses offered by the School of Management in 2008. 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.

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 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.

**Business and Management Core Units of Study**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FNSACCT610A</td>
<td>DEVELOP &amp; IMPLEMENT FINANCIAL STRATEGIES</td>
</tr>
<tr>
<td>FNSICIND401A</td>
<td>APPLY PRINCIPLES OF PROFESSIONAL PRACTICE TO WORK IN THE FINANCIAL SERVICES INDUSTRY</td>
</tr>
<tr>
<td>FNSICGEN301A</td>
<td>COMMUNICATE IN THE WORKPLACE</td>
</tr>
<tr>
<td>FNSICGEN302A</td>
<td>USE TECHNOLOGY IN THE WORKPLACE</td>
</tr>
<tr>
<td>BSBADM404A</td>
<td>DEVELOP AND USE COMPLEX SPREADSHEETS</td>
</tr>
<tr>
<td>BSBMKG408A</td>
<td>CONDUCT MARKET RESEARCH</td>
</tr>
<tr>
<td>BSBFLM512A</td>
<td>ENSURE TEAM EFFECTIVENESS</td>
</tr>
<tr>
<td>BSBFLM503B</td>
<td>MANAGE EFFECTIVE WORKPLACE RELATIONSHIPS</td>
</tr>
<tr>
<td>VBN094</td>
<td>BUSINESS ETHICS AND CORPORATE GOVERNANCE</td>
</tr>
<tr>
<td>FNSACCT404A</td>
<td>MAKE DECISIONS WITHIN A LEGAL CONTEXT</td>
</tr>
<tr>
<td>BSBMGTE601A</td>
<td>CONTRIBUTE TO STRATEGIC DIRECTION</td>
</tr>
<tr>
<td>BSBMGT602A</td>
<td>CONTRIBUTE TO THE DEVELOPMENT AND IMPLEMENTATION OF STRATEGIC PLANS</td>
</tr>
</tbody>
</table>

**Professional Portfolio Core Units of Study**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO2300CAREER PLANNING AND DEVELOPMENT</td>
<td>0.1250</td>
</tr>
<tr>
<td>BBB3100 BUSINESS INTEGRATED LEARNING</td>
<td>0.1250</td>
</tr>
<tr>
<td>BAO3100 THE ENTERPRISE PROJECT</td>
<td>0.1250</td>
</tr>
</tbody>
</table>

**Enterprise Technical Units of Study (choose one of three streams)**

**Management Stream**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO1192BUSINESS COMMUNICATION</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO4422INNOVATION AND ENTREPRENEURSHIP</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO2182ENTREPRENEURIAL BUSINESS MANAGEMENT</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO3220HUMAN RESOURCE MANAGEMENT</td>
<td>0.1250</td>
</tr>
</tbody>
</table>

**Small Business & Entrepreneurship Stream**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO1192BUSINESS COMMUNICATION</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO4422INNOVATION AND ENTREPRENEURSHIP</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO2182ENTREPRENEURIAL BUSINESS MANAGEMENT</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO2181OPERATIONS MANAGEMENT</td>
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</table>

**People Management Stream**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO1192BUSINESS COMMUNICATION</td>
<td>0.1250</td>
</tr>
<tr>
<td>BLO2207 EMPLOYMENT LAW</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO3323EMPLOYEE RELATIONS MANAGEMENT</td>
<td>0.1250</td>
</tr>
<tr>
<td>BMO3220HUMAN RESOURCE MANAGEMENT</td>
<td>0.1250</td>
</tr>
</tbody>
</table>

**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.
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.

**Course Duration**

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. Delivery of the new course structure off-shore may be deferred to 2009.

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>Course Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
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<td>$726</td>
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**Specialisation Units of Study – Management**

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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

**Course Objective**

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**

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.
### 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 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.  

#### Core Units of Study

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#### Specialisation Units of Study

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**Human Resource Management**

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**BACHELOR OF BUSINESS (STRATEGIC AND FINANCIAL MANAGEMENT) (I)**

**Course Code:** BBSF

**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. Delivery of the new course structure offshore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
BACHELOR OF BUSINESS (MANAGEMENT – SERVICE AND OPERATIONS)

Course Code: BBSO

This course is NOT available to commencing students.

Campus: Footscray Park.

Course Objectives

The course provides students with a sound platform of learning in the principles and practice of operations and service management. It will improve learning by providing a fundamental framework for the application of operations management concepts and ideas which will ensure that students are capable of engaging successfully in these professional areas.

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. 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.

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

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<th>Credit Point</th>
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Specialisation Units of Study – Administrative Management

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Specialisation Units of Study – Operations Management

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Electives

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

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

Course Code: BHBM

Campus: City Finders.

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 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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<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tbody>
<tr>
<td>BMO4420 ORGANISATION BEHAVIOUR AND ANALYSIS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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<tr>
<td>BMO4422 INNOVATION AND ENTREPRENEURSHIP</td>
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<tr>
<td>BMO4423 STRATEGIC ANALYSIS</td>
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<tr>
<td>BMO4430 RESEARCH METHODS</td>
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<tr>
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<td>$1,815</td>
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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 volume 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:

<table>
<thead>
<tr>
<th>Core Units of Study</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tr>
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<td>BM05567 MANAGING WORKPLACE CONFLICT</td>
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<td>2</td>
<td>$726</td>
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<td>$1,584</td>
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<tr>
<td>BM05550 CONTEMPORARY EMPLOYMENT SYSTEMS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BLO5513 LAW OF EMPLOYMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
</tbody>
</table>

plus one of the following options:

Coursework Option

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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</thead>
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<td>BM05572 STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
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<td>$726</td>
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<tr>
<td>BM06513 PROFESSIONAL PRACTICE AND ETHICS</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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plus four electives from the elective units of study listed below

Thesis Option

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<tr>
<th>Course</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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</thead>
<tbody>
<tr>
<td>BM06630 BUSINESS RESEARCH METHODS</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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<td>BM05572 STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
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<td>2</td>
<td>$2,178</td>
<td>$2,723</td>
<td>$4,752</td>
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</table>

or

<table>
<thead>
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<th>Course</th>
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<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
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</table>

plus two electives from the following list:

Electives

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<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tr>
<td>BEO5544 HUMAN RESOURCE ECONOMICS</td>
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<td>2</td>
<td>$726</td>
<td>$908</td>
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</tr>
<tr>
<td>BLO5555 INDUSTRIAL LAW</td>
<td>12</td>
<td>0.1250</td>
<td>1</td>
<td>$510</td>
<td>$637</td>
<td>$1,430</td>
</tr>
<tr>
<td>BM05520 ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05533 ORGANISATION CONSULTING AND COUNSELLING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05535 INTERNATIONAL EMPLOYEE RELATIONS</td>
<td>12</td>
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<td>2</td>
<td>$726</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM05547 EMPLOYEE DEVELOPMENT AND CHANGE</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05538 PROFESSIONAL ADVOCACY</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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</tr>
<tr>
<td>BM05551 REMUNERATION AND PERFORMANCE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM05565 HUMAN RESOURCE INFORMATION SYSTEMS</td>
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<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM05566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05688 TEAMWORKING</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
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</tr>
<tr>
<td>BM06624 ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</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 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

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 volume 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 contract management, program and project management, or 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.

**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>Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM06509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
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<td>BM06510</td>
<td>GOVERNMENT AND BUSINESS RELATIONS</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BEO6562</td>
<td>ECONOMICS OF PUBLIC ENTERPRISE</td>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BEO5522</td>
<td>PUBLIC SECTOR ECONOMICS</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>or BM0506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM05520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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</tbody>
</table>

An elective from List B or List C (an elective may be taken only by students who have basic organisational and management knowledge, as approved by the course co-ordinator).

**List B – Contract Management units of study**

<table>
<thead>
<tr>
<th>Code</th>
<th>Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
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<td>BUSINESS LAW</td>
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<td>$637</td>
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<td>0.125</td>
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<tr>
<td>BM05570</td>
<td>PURCHASING, SUPPLIER CHOICE AND EVALUATION</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
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<td>BM05602</td>
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<td>$726</td>
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<td>$1,584</td>
</tr>
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<td>BM05601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
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<td>BM06630</td>
<td>BUSINESS RESEARCH METHODS</td>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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</table>

**List C – Electives**

<table>
<thead>
<tr>
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<th>Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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</thead>
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<td>$1,584</td>
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<tr>
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<td>ADVANCED FORECASTING, PLANNING AND CONTROL</td>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BHO5505</td>
<td>BUSINESS TO BUSINESS MARKETING</td>
<td>12</td>
<td>0.125</td>
<td>2</td>
<td>$726</td>
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<td>$1,584</td>
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<tr>
<td>BM05547</td>
<td>EMPLOYEE DEVELOPMENT AND CHANGE</td>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
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<td>12</td>
<td>0.125</td>
<td>2</td>
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<td>MANAGING ORGANISATION KNOWLEDGE</td>
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<td>0.125</td>
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**Thesis**

<table>
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<tr>
<th>Code</th>
<th>Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<td>$2,178</td>
<td>$2,723</td>
<td>$4,752</td>
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<tr>
<td>or BM07701</td>
<td>THESIS (PART TIME)</td>
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<td>0.188</td>
<td>2</td>
<td>$1,092</td>
<td>$1,365</td>
<td>$2,382</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 Contracting and Project Management.

**MASTER OF BUSINESS (WORKPLACE DISPUTE RESOLUTION) (I)**

**Course Code:** BMDR

**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:

<table>
<thead>
<tr>
<th>Code</th>
<th>Name</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM05533</td>
<td>ORGANISATION CONSULTING AND COUNSELLING</td>
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<td>0.125</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
</tbody>
</table>

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### 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:

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<tr>
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<th>EFTSL</th>
<th>SC Band</th>
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<td>$726</td>
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</tr>
</tbody>
</table>

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 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.
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**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
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</tr>
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</table>

plus one approved elective unit of study.

**MASTER OF BUSINESS (MANAGEMENT PRACTICE) (I)**

Course Code: BMMP

No new student intake in 2008. Replaced by BMMT Master of Business (Management)

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 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 of which must be 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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<td>BMO6622</td>
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<td>0.1250</td>
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<td>$726</td>
<td>$908</td>
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</table>

Specialisation Support Units of Study
Select two units of study from the list below:

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<thead>
<tr>
<th>Course Code</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
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<td>$726</td>
<td>$908</td>
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</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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
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<td>BMO5567</td>
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<td>0.1250</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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</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>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
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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>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<td>$726</td>
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<td>$1,584</td>
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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>Course Code</th>
<th>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<th>From 2005 (AUS)</th>
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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>
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<tr>
<th>Course Code</th>
<th>Credit Points</th>
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<th>SC Band</th>
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</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 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>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
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<th>From 2005 (AUS)</th>
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</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>Credit Points</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AUS)</th>
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<td>$2,178</td>
<td>$2,723</td>
<td>$4,752</td>
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<tr>
<td>or</td>
<td>18</td>
<td>0.188</td>
<td>2</td>
<td>$1,092</td>
<td>$1,365</td>
<td>$2,382</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 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: 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 Coursework and Thesis option 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.

### Specialisation Support Units of Study

Select two units of study from the list below:

- BM0568 TEAMWORKING
- BM0572 STRATEGIC HUMAN RESOURCE MANAGEMENT
- BM0565 MANAGING ORGANISATION KNOWLEDGE
- BM0509 LEADERSHIP AND CORPORATE GOVERNANCE

### Specialisations

There are six specialisation streams within the 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:

- BM0553 ORGANISATION CONSULTING AND COUNSELLING
- BM0547 EMPLOYEE DEVELOPMENT AND CHANGE
- BM0567 MANAGING WORKPLACE CONFLICT
- BM0573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE

#### 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:

- BM0601 LEADERSHIP AND CORPORATE GOVERNANCE
- BM0610 GOVERNMENT AND BUSINESS RELATIONS
- BM0612 INTERNATIONAL POLICY STUDIES

#### 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:

- BM0564 HUMAN RESOURCE MANAGEMENT
- BM0565 HUMAN RESOURCE INFORMATION SYSTEMS
- BM0572 STRATEGIC HUMAN RESOURCE MANAGEMENT

#### 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:

- BM0544 INDUSTRIAL RELATIONS
- BM0538 PROFESSIONAL ADVOCACY
- BM0567 MANAGING WORKPLACE CONFLICT

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**Management Practice Units of Study**

<table>
<thead>
<tr>
<th>Code</th>
<th>Unit Name</th>
<th>Credit Points</th>
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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>
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<th>Course Code</th>
<th>Course Title</th>
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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. This specialisation includes at least two of the following units of study:

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<tr>
<th>Course Code</th>
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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:

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Thesis
BMO7700 THESIS (FULLTIME) 36 0.3750 2 $2,178 $2,723 $4,752
or
BMO7701 THESIS (PART TIME) 18 0.1880 2 $1,092 $1,365 $2,382

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.

**DOCTOR OF PHILOSOPHY**
Course Code: BPPM
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.

Course Structure

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or

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**MASTER OF BUSINESS BY RESEARCH**
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.

Course Structure

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or

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<td>$1,815</td>
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</table>
SUBJECTS
Below are subject details for courses offered by the School of Management in 2008. IMPORTANT NOTE: 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.

BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR
Campus City Flinders, City Queen, 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; to be an 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 on 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%.

BMO1110 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.
Required Reading Debowskis, 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%.

BMO1192 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.
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%.

BMO2181 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.
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.

BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT
Campus Footscray Park.
Prerequisite(s) BA02100 Introduction to Small Enterprise.
Content This unit of study considers the application of management 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.
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 Organisational 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%.
FM02271 ORGANISATIONS
Campus Footscray Park, Werribee.
Prerequisite(s) BMO1102 Management and Organisation Behaviour. 
Class Contact This unit intensively examines the structure 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. 
Assessment Major assignment, 35%; Presentation, 15%; Final examination, 50%.

FM02281 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 subject 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 of value and definition of requirements via specifications and definition of requirements via specifications and documentation; product and development evaluation, including safety, efficiency and reliability testing. 
Recommended Reading Ranky, P.G., 1990, Total Quality Control and JIT Management in CIM, CIM ware, New Jersey. 
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%.

FM02300 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. 
Required Reading Frehse, W., 2003, Manage your own Career, Pearson Education, Australia. 
Recommended Reading Beder, S., 2000, Selling the Work Ethic: From Puritan Pulpit to Corporate PR, Scribe Publications, Australia. 
Prerequisite(s) BMO1102 Management and Organisation Behaviour. 
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%.

FM02354 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 subject includes the following topics: principles and practices of planning processes; planning, conducting, managing and evaluating conferences; planning, conducting, managing and evaluating meetings. 
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%.

FM02402 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 various sectors of the music 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 Continuous assessment, 50%; Examination, 50%.

FM02403 MANAGEMENT STRATEGY FOR ELECTRONIC COMMERCE
Campus Footscray Park, Werribee, CUHK-Hong Kong. 
Prerequisite(s) BMO1102 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 Explored: E-business and organizational 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.

**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)**

BMO1102 Management and Organisation Behaviour.

**Content**

Event project management is really a close collaboration and careful merger of project and event 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 on 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 planning, scheduling and 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 on how project management tools enable successful project teams to unlock team creativity and productivity by knowing how to set goals, plan and monitor progress towards these goals, sustain high performance, negotiate up, down and across the organisation, make compelling project presentations, manage risks, create change, and share authority and leadership. Students will have the opportunity to develop their understanding through applications relevant to the events industry.

**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**

Research assignment (individual), 20%; Research assignment (group), 30%; Examination, 50%.

**BMO3220 HUMAN RESOURCE MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)**

BMO1102 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, Werribee, Sunbury.

**Prerequisite(s)**

BMO1102 Management and Organisation Behaviour.

**Content**

This unit of study aims to provide students with 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, Werribee, Sunbury.

**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 Volume 2, Australia.

**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, 30%; Examination, 50%.

**BMO3320 INTERPERSONAL AND ORGANISATION 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 and critical issues in negotiation exercises and international negotiation models.

**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**
- 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 wages bargaining. An evaluation of the techniques. 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.

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

**Recommended Reading**
- BMO1102 Management and Organisation Behaviour.

**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.

**Class Contact**
- Assessment 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 analysis; 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**

**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%.

**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 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.

**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**
- Class presentation, 20%; Journal, 20%; Video role play, 20%; Final examination, 40%.

**BMO3326 PUBLIC ADMINISTRATION**

**Campus** Footscray Park, Sunbury.

**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.

**Required Reading**
- Australian Handbook of Public Sector Management, St Leonard's, Allen & Unwin.

**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%.

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 enforcement 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 convergence 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, Sunbury.
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 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 factors impacting upon the management of resources in the international business environment. Topics to be covered include: understanding the international business environment: national trade and labour policies; legal and political factors in international management; role of culture in international management; social responsibility and ethical behaviour in the international context. Managing resources in the international context: international strategic management; international strategic alliances and joint ventures; organisation design for international business. Managing human resources in the international context: managing people in the international context; the repatriation process; multinational performance management; developing international staff and managing diversity; international compensation policies; employment relations and multinationals.
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%; Final examination, 50%; Case study, 30%.

BMO3405 LIVE PERFORMANCE MANAGEMENT
Campus Sunbury (Semester One); Footscray Park (Semester Two).
Prerequisite(s) Nil.
Content This unit of study introduces students to the organisational and management responsibilities of developing and presenting an act for small and larger scale live productions. At the completion of the unit of study students should be able to explain the processes involved in creating and building a live performance act, the technological requirements for small, medium and large scale productions, the logistical requirements for touring and key issues involved in international touring.
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%; Continuous assessment, 60%.
BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS
Campus Footscray Park, Sunbury.
Prerequisite(s) BMO1102 Information Systems for Business, BMO3220 Human Resource Management.
Content The aims of this unit of study are to study and critically evaluate the principles and methodologies involved in the management of information about human resources; and to develop the knowledge and skills to effectively use and manage human resource information systems (HRISs). The unit of study includes the following topics: information technology; human resource management information requirements; features and users of HRISs; analysis, development, implementation and management of HRISs; practical use of the HR module as an example of HRIS software that students are likely to encounter in a typical business organisation; and issues in the development of HRISs for strategic purposes.
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, 60%; Final Examination, 40%.
BMO3421 MANAGING THE SERVICE ORGANISATION
Campus Footscray Park, Werribee, Sunbury.
Prerequisite(s) BMO1102 Management and Organisation Behaviour.
Content The service concept; customers and relationships; supply relationships; service processes; managing service people; service quality; information technology in services; performance measurement in services; service strategy and culture.
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%.
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; planning direction; planning strategy; implementing strategy; global strategic management and future directions.
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) BMO3220 Human Resource Management.
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 analyse the training needs of individuals and to design an appropriate development program. This unit of study includes the following topics: the importance of training and development; understanding the needs of individuals and the organisation; training needs analysis and skills audit and job analysis; computer assisted and managed learning; selling, training and development programs within an organisation.
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
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 Footscray Park, 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 Footscray Park, 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 24 credit points.
Assessment Written thesis, 85%; Seminar presentation, 15%.
BMO4420 ORGANISATION BEHAVIOUR AND ANALYSIS
Campus Footscray Park, 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 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.
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 entrepreneurial process 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.
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 Literature search and review, 30%; Final research proposal, 50%; Presentation of research proposal, 20%.

BMO4430 RESEARCH METHODS
Campus Footscray Park, 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 modules 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.
Recommended 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 workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

BMO5504 EMPLOYEE RELATIONS STRATEGY
(SERVICE UNIT OF STUDY)
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aim is for students to develop understanding of the issues involved in managing employee relations in the recreation industry. Topics covered include: occupational health and safety; affirmative action policies; the interaction of unions and management at the workplace; implementing change in the workplace and conflict resolution; and enterprise bargaining in union and non-union firms.
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%.
 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 Assignment, 50%; Research Report, 50%.

BMO5510 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 discusses 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.  
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%.

BMO5522 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.


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%.

BMO5531 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 those 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.


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%.

BMO5533 ORGANISATION CONSULTING AND COUNSELLING 
Campus City Flinders.  
Prerequisite(s) Nil.  
Content The aims of this unit of study are to give students an understanding of how effective interpersonal relationships improve organisational effectiveness, and to give students an understanding of the theory and practice of interviewing, especially their types, purposes and aims. This unit of study includes the following topics: effective organisations, their interpersonal climate and the role of the training and development manager in internal organisational image building; interviewing as a way of bringing about micro-level organisational change; consulting and counselling as specific forms of interviewing; interviews-types, purposes and aims; advanced conflict and negotiation skills; the supportive counselling role of the training and development manager; the role of the consultant within different organisational cultures; and confidentiality and ethics.  


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%; Case Studies, 50%.
BMO5534 HUMAN RESOURCE DEVELOPMENT AND EVALUATION
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, 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.
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%.

BMO5535 INTERNATIONAL EMPLOYEE RELATIONS
Campus City Flinders
Prerequisite(s) Nil.
Content The unit of study is designed to develop an understanding of factors influencing the management of employee relations and human resource management in the global economy. Students will be made aware of contemporary international theoretical and practical developments in the management of human resources. Topics include global-local strategic decision-making; convergence theories and the influence of multinational corporations on foreign employment practices; cultural considerations and managing cultural diversity; managing expatriate relations; the interrelationship between international agreements/labour standards and employment policies and practices; and emerging issues and trends in the internationalisation of human resource management.
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 Research Essay, 30%; Test, 40%; Class Study, 30%.

BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an opportunity to study in depth, issues of contemporary importance in industrial relations. On completion of the unit of study, students should be able to critically examine issues and identify their impact on industrial relations and examine the whole process as well as understanding the opportunities for dealing with change. It will include topics such as new technology, industrial democracy, women and the labour market, occupational health and safety, and contemporary reforms to organisations.
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 Research Essay, 50%; Two Class Papers, 50%.

BMO5538 PROFESSIONAL ADVOCACY
Campus City Flinders.
Prerequisite(s) Nil.
Content The unit of study aims to provide students with an opportunity to apply theory and techniques of professional advocacy to the resolution of industrial relations problems. Students will be given the opportunity to demonstrate and develop 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.
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 shifting skills in planning, communicating, establishing diverse workforce; and development and impact of growing wage inequalities; 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%.

BMO5551 REMUNERATION AND PERFORMANCE MANAGEMENT

Campus: City Flinders.
Prerequisite(s): Nil.
Content: The unit of study aims to provide students with knowledge of key trends and issues in remuneration and performance management; to explore the strategic importance of rewards in managing human resources and in ensuring organisational effectiveness; to develop skills in planning, communicating, establishing diverse workforce and implementing organisation-wide remuneration systems. The unit of study will include the following topics: the strategic importance of organisational remuneration planning; establishing core principles of an organisation's pay system; designing and managing pay systems; rewards, performance and productivity; rewarding employees for organisational performance; determining base pay; creative remuneration packaging; remuneration for international staff; strategic pay systems and public 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: Learning Project, 25%; Group presentation, 25%; Remuneration plan, 50%.

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 expected to discuss on the practical techniques used in relations to HRM in organizations. 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.

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.

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 concepts underpinning contemporary regulation of occupational health and safety and explore contemporary approaches to the management of occupational health and safety. The topics include: interdisciplinary 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 Heinemann, 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, 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.


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, SIC-Singapore, 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 end 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%.

BM05577 OPERATIONS AND LOGISTICS STRATEGY

Campus City Flinders.

Prerequisite(s) At least one prior Operations or Supply Chain unit of study such as BM05574 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 design, 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%.

BM05578 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 organisational 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. The 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%.

BM05589 INDUSTRIAL RELATIONS AND THE BUILDING INDUSTRY (SERVICE UNIT OF STUDY)

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%.

BM05590 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 banks and organisations. Familiarity with the issues emerging in this literature will be valuable to MBAs 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; multinationals 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.

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 Literature review and report, 20%; Syndicate project, 30%; Final examination, 50%.

BM05601 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.

**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 Operations Assignment, 40%; Operations Case study, 10%; Sighted Examination, 50%.

**BMOS5602 BUSINESS PROJECT MANAGEMENT**

**Campus City Flinders.**

**Prerequisite(s)** Nil.

**Content**
This unit of study aims to develop the technical, organisational and personal skills needed to manage complex projects in unstable, changeable environments. The emphasis is on achieving objectives while coping with the unexpected. Students will gain an understanding of how project management tools enable successful project teams to unlock group creativity and productivity by knowing how to set goals; plan and monitor progress toward these goals; sustain high performance; design and implement organisational structures; put together a compelling project presentations; manage risks; create change; and finally, share authority and leadership. Topics include: integration of project management with organisational strategy, project management structures, leadership and team selection and building, project negotiation and conflict management, project initiation, project management tools and techniques, resource planning and risk assessment, progress and performance measurement, and evaluation, project audit and closure.

**Required Reading**

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered using problem based learning methods, supported by a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
Essay (2000 words), 20%; Group presentation report (1500 words), 30%; Case study (2500 words), 50%.

**BMOS5650 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. On completion of this subject students should be able to demonstrate an understanding of the knowledge era – concepts and competencies. 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 management and organisational change.

**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. Unit of study equal to 12 credit points.

**Assessment**
Research Assignment (Individual), 20%; Assignment Reflective and CoPs Mapping (Individual), 20%; Research Assignment (Group), 60%.

**BMOS6506 WORK AND ORGANISATION SYSTEMS**

**Campus City Flinders.**

**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.

**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 Essay, 50%; Examination, 50%.

**BMOS6508 OPERATIONS MANAGEMENT**

**Campus City Flinders, Jiaolong-China, AHC-Bangladesh.**

**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.

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%.

BM06509 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 or 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%; Assignment, 35%; Case Study and Presentation, 50%.

BM06510 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%.

BM06511 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. 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%.

BM06512 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%.

BM06513 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.

Learning Outcomes Students will understand the ethical responsibilities of the professional staff they are working with, and that they themselves have as managers and consultants. 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 and professions.


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%.

**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 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 paraprofessionals have. 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, 20%; Case study, 50%.

**BM06532 INTERNATIONAL MANAGEMENT**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content**
The aim of this unit of study is 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%.

**BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP**

**Campus** City Flinders, Jiaotong-China, AHC-Bangladesh.

**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 this knowledge effectively. The aims of this unit of study are: to provide an in-depth study of the concepts of innovation, entrepreneurship and an appreciation of the environment in which they are practiced; and to study and to appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition: the innovation, entrepreneurship and the innovation process, new venture ideas, opportunity recognition and screening; market opportunities: the market and how to analyse it, determining the competitive advantage: human resource issues: the entrepreneurial mind, the new venture team: identifying and marshalling key stakeholders; financial considerations: the innovator and entrepreneurial approach to the acquisition of resources, the plan, valuing, negotiating and structuring the proposal; ownership and structure; and innovators in action.

**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, 20%; Business planning assignment, 40%; Presentation, 10%; Sighted Examination, 30%.

**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.

**Required Reading**
- A booklet of readings prepared for this unit of study and available for purchase through the University Bookshop.

**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**
- Seminar presentation, 20%; Case study (1,500 words), 30%; Essay (2,500 words), 50%.

**BM06624 ORGANISATION CHANGE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content**
This unit of study aims to enhance students’ knowledge and understanding of organisational design, organisational change processes and organisational development and change; and to advance students’ skills and competencies in the diagnostic processes for assessing the need for change and the development, implementation, and evaluation of change strategies at all organisational levels. The themes covered will include: An introduction to organisational development and change and different types and philosophies of change; managing change in the contexts of organisational culture, politics, gender and leadership; managing incremental change and the development of intervention change strategies at all organisational levels; the organisational change agent and the diagnostic process; managing discontinuous change; learning environments, systems thinking and change in organisations.

**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 mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment**
- Assignments, 50%; Examination, 50%.
Required Reading seeks to enhance students’ skills of analysis and critique. Each component is to be thoroughly discussed in class in a way which reading to be both presented in class and written formally; development

BMO6630 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.
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 Literature search and review, 30%; Seminar Presentation, 20%; Research Proposal, 50%.

BMO7700 THESIS (FULLTIME)
Campus Footscray Park, City Flinders.
Prerequisite(s) BMO6630 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/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%. Pass/fail based on a panel examination of the thesis.

BMO7701 THESIS (PART TIME)
Campus Footscray Park, City Flinders.
Prerequisite(s) BMO6630 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/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.
Assessment Thesis, 100%. Pass/fail based on a panel examination of the thesis.

BMO7744 READINGS IN LABOUR STUDIES
Campus Footscray Park, 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.
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, 20%; Literature Review, 40%; Book Review, 40%.

BMO8000 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 by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Two year full time, Four years part time. Unit of study equal to 48 credit points.
Assessment Dissertation, 100%.

BMO8001 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.
Required Reading To be advised by lecturer.
Recommended Reading To be advised by lecturer.
Class Contact Two year full time, Four years part time. Unit of study equal to 24 credit points.
Assessment Dissertation, 100%.

BMO8002 PHD (RESEARCH) (FULL TIME)
Campus Footscray Park, St Albans, 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. Student 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 Three years full time, Six years part time. Unit of study equal to 48 credit points.
Assessment Research Paper, 100%.

BMO8003 PHD (RESEARCH) (PART TIME)
Campus Footscray Park, St Albans, 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. Student 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 Three years full time, Six years part time Unit of study equal to 24 credit points.

Assessment Research Paper, 100%.

BMO9800 RESEARCH THESIS (FULL TIME)
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content Preparation of research thesis.
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 Research Thesis, 100%.

BMO9801 RESEARCH THESIS (PART TIME)
Campus City Flinders.
Prerequisite(s) Please Enquire.
Content Preparation of research thesis.
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 Research Thesis, 100%.
Below are details of courses offered by the Victoria Graduate School of Business in 2008. 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.

Masters of Business Administration

Course Code: BMPZ/PF

Campus: City Flinders, AHC-Bangladesh, Jiaotong-China, SIC-Singapore, 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 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 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. 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.

<table>
<thead>
<tr>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 (AU$)</th>
<th>From 2005 (AU$)</th>
<th>Full Fee (AU$)</th>
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<tbody>
<tr>
<td>Core Units of Study</td>
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<tr>
<td>Select a minimum of eight of the following units of study:</td>
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<tr>
<td>BEO6500 ECONOMICS FOR MANAGEMENT (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BEO6501 QUANTITATIVE ANALYSIS (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BLO6502 LAW FOR MANAGEMENT (12)</td>
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<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BCO6503 MANAGEMENT INFORMATION SYSTEMS (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO6504 ACCOUNTING FOR MANAGEMENT (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BHO6505 MARKETING MANAGEMENT (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM06506 WORK AND ORGANISATION SYSTEMS (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BM06507 EMPLOYEE RELATIONS STRATEGIES (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM06508 OPERATIONS MANAGEMENT (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
<tr>
<td>BAO5534 BUSINESS FINANCE (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM06511 STRATEGIC MANAGEMENT AND BUSINESS POLICY (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
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<tr>
<td>BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP (12)</td>
<td>0.1250</td>
<td>2</td>
<td>$726</td>
<td>$908</td>
<td>$1,584</td>
</tr>
</tbody>
</table>

Elective Units of Study

Four electives approved by the Course Co-ordinator.

OR

BGP6513 BUSINESS RESEARCH METHODS (12) | 0.1250 | 2 | $726 | $908 | $1,584 |
| BGP7700 THESIS (FULL-TIME) (36) | 0.3750 | 2 | $2,178 | $2,723 | $4,752 |
| BGP7701 THESIS (PART-TIME) (18) | 0.1880 | 2 | $1,092 | $1,365 | $2,382 |

OR

BGP6513 BUSINESS RESEARCH METHODS (12) | 0.1250 | 2 | $726 | $908 | $1,584 |
| BGP7702 MBA MAJOR PROJECT (FULL-TIME) (36) | 0.3750 | 2 | $2,178 | $2,723 | $4,752 |
| (equivalent to three units of study) or | | | | | |
| BGP7703 MBA MAJOR PROJECT (PART-TIME) (18) | 0.1880 | 2 | $1,092 | $1,365 | $2,382 |
| (equivalent to three units of study) | | | | | |

OR

BGP6513 BUSINESS RESEARCH METHODS (12) | 0.1250 | 2 | $726 | $908 | $1,584 |
| BGP7704 MBA MINOR PROJECT (FULL-TIME) (24) | 0.2500 | 2 | $1,452 | $1,815 | $3,168 |
| (equivalent to two units of study) or | | | | | |
| BGP7705 MBA MINOR PROJECT (PART-TIME) (24) | 0.2500 | 2 | $1,452 | $1,815 | $3,168 |
| (equivalent to two units of study) plus one elective approved by the Course Co-ordinator | | | | | |
| OR | | | | | |
| BGP6513 BUSINESS RESEARCH METHODS (12) | 0.1250 | 2 | $726 | $908 | $1,584 |
| BGP7706 MBA MINOR PROJECT (PART-TIME) (12) | 0.1250 | 2 | $726 | $908 | $1,584 |
| (equivalent to one unit of study) plus two electives approved by the Course Co-ordinator | | | | | |

Students will not normally be permitted to commence the elective component of the course until they have satisfied requirements in at least four core units of study.

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 Administration. 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 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>Core Units of Study:</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005</th>
<th>Full Fee</th>
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<tr>
<td>BGP8016 INTERNATIONAL BUSINESS</td>
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<td>$970</td>
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<td>BGP8017 STRATEGY AND INNOVATION</td>
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<td>0.1670</td>
<td>2</td>
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<tr>
<td>BGP8018 CONTEMPORARY BUSINESS RESEARCH</td>
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<td>0.1670</td>
<td>2</td>
<td>$970</td>
<td>$1,212</td>
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<tr>
<td>BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING</td>
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<td>0.1670</td>
<td>2</td>
<td>$970</td>
<td>$1,212</td>
</tr>
<tr>
<td>BGP8020 PERFORMANCE MANAGEMENT</td>
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<td>2</td>
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<tr>
<td>BGP8021 CORPORATE GOVERNANCE</td>
<td>16</td>
<td>0.1670</td>
<td>2</td>
<td>$970</td>
<td>$1,212</td>
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</table>

**Thesis Option: Choose one Discipline.**

| BAO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)         | 48           | 0.5000| 2       | $2,904            | $3,630   |
| BEO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 2       | $2,904            | $3,630   |
| BCO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 2       | $2,904            | $3,630   |
| BPO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 2       | $2,904            | $3,630   |
| BHO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 2       | $2,904            | $3,630   |
| BLO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 3       | $3,399            | $4,250   |
| BMO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)        | 48           | 0.5000| 2       | $2,904            | $3,630   |

or

| BAO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |
| BEO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |
| BCO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |
| BPO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |
| BHO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |
| BLO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 3       | $1,700            | $2,125   |
| BMO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)        | 24           | 0.2500| 2       | $1,452            | $1,815   |

or Research Project Option:

| BGP9002 DBA RESEARCH PROJECT A                         | 96           | 1.0000| 2       | $5,807            | $7,260   |
| BGP9003 DBA RESEARCH PROJECT B                         | 96           | 1.0000| 2       | $5,807            | $7,260   |

or Research Paper Option:

| BGP9005 DBA RESEARCH PAPER A                           | 64           | 0.6670| 2       | $3,873            | $4,842   |
| BGP9006 DBA RESEARCH PAPER B                           | 64           | 0.6670| 2       | $3,873            | $4,842   |
| BGP9007 DBA RESEARCH PAPER C                           | 64           | 0.6670| 2       | $3,873            | $4,842   |

DOCTOR OF PHILOSOPHY
Course Code: BPPP

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.

Course Structure

<table>
<thead>
<tr>
<th>Core Units of Study:</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005</th>
<th>Full Fee</th>
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<td>OR</td>
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</tr>
<tr>
<td>BGP8003 PHD RESEARCH (PART-TIME)</td>
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<td>0.2500</td>
<td>2</td>
<td>$1,452</td>
<td>$1,815</td>
</tr>
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</table>

MASTER OF BUSINESS BY RESEARCH (VICTORIAN GRADUATE SCHOOL OF BUSINESS)
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.
**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005</th>
<th>Full Fee (AU$)</th>
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</thead>
<tbody>
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<td>BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)</td>
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<td>0.5000</td>
<td>2</td>
<td>$2,904 $3,630</td>
<td>$6,336</td>
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<tr>
<td>BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)</td>
<td>24</td>
<td>0.2500</td>
<td>2</td>
<td>$1,452 $1,815</td>
<td>$3,168</td>
</tr>
</tbody>
</table>

**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.

**Course Structure**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Point</th>
<th>EFTSL</th>
<th>SC Band</th>
<th>Pre 2005 From 2005</th>
<th>Full Fee (AU$)</th>
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<td>2</td>
<td>$1,452 $1,815</td>
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</tbody>
</table>
SUBJECTS

Below are subject details for courses offered by the Victoria Graduate School of Business in 2008.

IMPORTANT NOTE: 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.

**BGP8002 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 equal to 48 credit points.
Assessment Research thesis, 100%.

**BGP8003 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 equal to 24 credit points.
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 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 To be advised by lecturer.
Assessment Research thesis, 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.
Recommended Reading To be advised by lecturer.
Assessment Pass/fail based on a panel examination of the final thesis submission, 100%.

**BGP7702 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.
Recommended Reading To be advised by lecturer.
Assessment Pass/fail based on a panel examination of the final thesis submission, 100%.

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VICTORIA GRADUATE SCHOOL OF BUSINESS

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 equal to 18 credit points.
Assessment Pass/fail based on progress reports and Assessment of final report by two appointed examiners, 100%.

BGP7704 MBA MINOR PROJECT (FULL-TIME)
(EQUIVALENT TO TWO UNITS OF STUDY)
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 equal to 24 credit points.
Assessment Pass/fail based on progress reports and Assessment of final report by two appointed examiners, 100%.

BGP7705 MBA MINOR PROJECT (PART-TIME)
(EQUIVALENT TO TWO UNITS OF STUDY)
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 equal to 12 credit points.
Assessment Pass/fail based on progress reports and Assessment of final report by two appointed examiners, 100%.

BGP7706 MBA MINOR PROJECT (PART-TIME)
(EQUIVALENT TO ONE UNIT OF STUDY)
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 one unit 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 equal to 12 credit points.
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 equal to 48 credit points.
Assessment Dissertation thesis, 100%.

BGP8001 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 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 4 credit points.

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 discipline, 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 equal to 4 credit points.

Assessment Research thesis, 100%.

BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)
Campus City Flinders.

Prerequisite(s) Nil.

Content A person may be admitted to the degree of Master of Business by Thesis who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

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 equal to 48 credit points.

Assessment Thesis, 100%.

BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)
Campus City Flinders.

Prerequisite(s) Nil.

Content A person may be admitted to the degree of Master of Business by Thesis who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

Required Reading To be advised by the supervisor.

Recommended Reading To be advised by the 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 equal to 24 credit points.

**Assessment** Thesis, 100%.

**BGP8016 INTERNATIONAL BUSINESS**
Campus City Flinders
Prerequisite(s) Nil
Content The unit of study is designed to examine current issues associated with key facets of international business. This includes international finance, production and distribution, managing complex international business environments, government policies for promoting and regulating foreign businesses locally as well as home country businesses overseas, standardisation and localisation issues, international regulation and international agencies, and the role of culture in international business activities.
Required 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%.

**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.
Required Reading To be advised by the lecturer.
Recommended Reading To be advised by the lecturer.
Class Contact Unit of study equal to 20 credit points.
Assessment Individual and group research projects and presentations, 50%; Examination, 50%.

**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.
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%.

**BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING**
Campus City Flinders
Prerequisite(s) Nil
Content The unit of study introduces students to the issues involved 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.
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.

**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.
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%.

**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 accountability. 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.
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%.

**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
Prerequisite(s) 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.
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 B and Research Project A will be submitted for final examination together with a covering report to three external examiners. Research Project B should be approximately 25,000 words.
BGP9005 DBA RESEARCH PAPER A
Campus City Flinders
Prerequisite(s) 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
Prerequisite(s) 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 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.
Prerequisite(s) 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 2008. 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: BBBBB

Campus: Sunbury, Werribee.

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>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tr>
<td>BAO1101 ACCOUNTING FOR DECISION MAKING</td>
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<td>$908</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>
<td>BEO1105 ECONOMIC PRINCIPLES</td>
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<td>$908</td>
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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>
<th>Pre 2005 (AUS)</th>
<th>From 2005 (AUS)</th>
<th>Full Fee (AUS)</th>
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<tr>
<td>BFP1001 PROFESSIONAL DEVELOPMENT 1</td>
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225
Below are subject details for courses offered by the **Faculty of Business and Law** in 2008.

### IMPORTANT NOTE
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, City Flinders, Sunbury, City 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 accountabilities 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.

**Recommended Reading**
- Centre for Work Integrated Learning Handbook, Victoria University, Footscray.
- Centre for Work Integrated Learning, 2006, Work Integrated Learning Commencement Kit, Victoria University, Footscray.

**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/industry, and in depth understanding of the skills and abilities critical for success within their industry sector/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.

**Recommended Reading**

**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 350 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Situational Analysis Report, 20%; Reflective E-Journals, 40%; Self-Appraisal Report, 40%.

#### BBB3002 CO-OPERATIVE EDUCATION 2
**Campus** Footscray Park, Werribee, City Flinders, Sunbury, City Queen.

**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.

**Recommended Reading**

**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/industry, and in depth understanding of the skills and abilities critical for success within their industry sector/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.

**Recommended Reading**

**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 350 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Situational Analysis Report, 20%; Reflective E-Journals, 40%; Self-Appraisal Report, 40%.

#### BFP1001 PROFESSIONAL DEVELOPMENT 1
**Campus** City Flinders, Footscray Park, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angelli-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia.

**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-Taihiland, Sunway-Johor-Bahr-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 trial 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 life-long 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; 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.

**Placement** Business Projects to demonstrate professional practice and leadership, supported by Alumni and Business mentors as Project Managers. Projects may be located in the workplace, the community or on-site.

**Required Reading** Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions.


**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 Project 25% (Team project) Project Exhibition 25% Peer Review of Project Exhibition 20% Career Plan Report (Individual 2000 words) 30%.

**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-Taihiland, Sunway-Johor-Bahr-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.

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.

**Placement** Business Projects to demonstrate professional practice and leadership, supported by Alumni and Business mentors as Project Managers. Projects may be located in the workplace, the community or on-site.

**Required Reading** Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions.


**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 (2000 words) 20% Update Self Appraisal report 10% Business Proposal (Team assignment 15% and Oral Presentation 15%) Develop Project Plan 40%.