HOW TO USE THIS HANDBOOK

Victoria University’s 2011 Faculty of Business and Law Handbook is designed to provide students with detailed information on course structures and unit details for undergraduate and postgraduate courses offered by the faculty in 2011.

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

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

PLEASE NOTE

This handbook provides a guide to courses available within Victoria University’s Faculty of Business and Law in 2011. Although all attempts have been made to make the information as accurate as possible, students should check with the faculty that the information is accurate when planning their courses.

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

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

OTHER INFORMATION

Information about course fees, articulation and credit transfer, recognition of prior learning, admission and enrolment procedures, examinations, and services available to students can be accessed on the University’s website or by contacting the University directly.
DISCLAIMER

The information contained in Victoria University’s 2011 Faculty of Business and Law Handbook was current at 31 August 2010.

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/course-handbooks-and-guides
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83 BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT/HUMAN RESOURCE MANAGEMENT) (I) BBHH
84 BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT) (I) BBHM
84 BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT/EVENT MANAGEMENT) (I) BBHV
85 BACHELOR OF BUSINESS (INTERNATIONAL HOSPITALITY MANAGEMENT) (I) BBHY
86 BACHELOR OF BUSINESS (MARKETING/ELECTRONIC COMMERCE) BBK
87 BACHELOR OF BUSINESS (MARKETING/HOSPITALITY MANAGEMENT) BBK
87 BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF PSYCHOLOGY (I) BBKP
88 BACHELOR OF BUSINESS (MARKETING/TOURISM MANAGEMENT) (I) BBKT
89 BACHELOR OF BUSINESS (MARKETING/MUSIC INDUSTRY) (I) BBKU
89 BACHELOR OF BUSINESS (MARKETING/APPLIED ECONOMICS) BBNA
90 BACHELOR OF BUSINESS (RETAIL COMMERCE/MARKETING) (I) BBMC
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93 Bachelor of Business (Music Industry) (I)  BBMS
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99 Master of Business (Marketing) (I)  BMBK
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101 Master of Business (Hospitality Management (Professional Practice) (I)  BMHP
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133 Master of Business (Accounting)  BMCA
135 Master of Accounting (I)  BMAC
135 Master of Accounting / Master of Business Administration (I)  BMAC
136 Master of Business (Professional Accounting)  BNAB
137 Master of Accounting / Master of Business (Finance) (I)  BMFX
137 Master of Accounting / Master of Business (Enterprise Resource Planning Systems) (I)  BMFX
137 Doctor of Philosophy (Accounting and Finance) (I)  BPA
138 Doctor of Philosophy (II)  BPA
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157 School of Economics and Finance
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159 Bachelor of Business (Banking and Finance / International Trade) (I)  BBFI
160 Bachelor of Business (Financial Risk Management) (I)  BBFR
161 Bachelor of Business (Financial Risk Management / International Trade) (I)  BBFR
161 Bachelor of Business (International Business) (I)  BBIB
162 Bachelor of Business (International Trade / Retail Management)  BBIR
162 Bachelor of Business (Honours) (Applied Economics) (I)  BIBA
162 Bachelor of Business (Honours) (International Trade) (I)  BIBI
163 Master of Business (International Trade) (I)  BMAT
163 Master of Business (Finance) (I)  BMFI
164 Master of Business (Financial Risk Management) (I)  BMFR
164 Master of Business (Finance) / Master of Business Administration (I)  BMIX
165 Doctor of Philosophy (Applied Economics) (I)  BPEE
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199 BACHELOR OF LAWS/BACHELOR OF BUSINESS (INTERNATIONAL TRADE) (I) BLBI
200 BACHELOR OF LAWS/BACHELOR OF BUSINESS (MARKETING) (I) BLBK
201 BACHELOR OF LAWS/BACHELOR OF BUSINESS (MANAGEMENT) (I) BLBM
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205 BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I) BLEG
206 BACHELOR OF LAWS (GRADUATE ENTRY) (I) BLGE
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210 DOCTOR OF JURIDICAL SCIENCE BPID
211 DOCTOR OF PHILOSOPHY (LAW) (I) BPLL
211 DOCTOR OF PHILOSOPHY BPPL
211 MASTER OF BUSINESS (BY RESEARCH) BRAL
211 GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE BTAL
213 UNITS
ASSOCIATE DEGREE IN ENTERPRISE SKILLS
Course Code: BADA
Campus: Footscray Nicholson, Footscray Park, Other, City King, and Workplace delivery.

Course Objectives: To provide students with the skills and conceptual understandings required by entrepreneurial managers and business owners in industries founded on high-level technical skills. To enable students to apply their skills in, and knowledge of selected areas of, business and management to the development of unique approaches to their work as managers or supervisors and to the identification of new business opportunities. To provide students with advanced technical skills in areas relevant to their career aspirations. To enable students to develop effective professional practices such as ethical and accountable approaches to work, reflective practice and strategic self and career management. To enable students to develop the personal and professional attributes required in effective technical workplaces. To enable students to demonstrate insight and entrepreneurial thinking in the performance of management and leadership tasks. To provide the foundational knowledge and skills which will support graduates to continue to manage their professional and learning development including further study at undergraduate or postgraduate level.

Careers: The Associate Degree in Enterprise Skills will provide an appropriate course of study for graduates from trade or paraprofessional level technical courses seeking a further qualification, at higher education level, to support their career transition into a management or entrepreneurial role. Typically such people become unit or project managers within enterprises or seek to establish their own small to medium business.

Course Duration: 2 years

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 is offered over two years on a full-time basis or over four years on a part-time basis. The course consists of four components:

1. A Work-based Professional Development Portfolio (12-24 credit points);
2. A work-based Professional Project (24 credit points);
3. 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. 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>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>FNSACCT5038</td>
<td>MANAGE BUDGETS AND FORECASTS</td>
<td>0</td>
</tr>
<tr>
<td>FNSACCT5068</td>
<td>IMPLEMENT AND MAINTAIN INTERNAL CONTROL PROCEDURES</td>
<td>0</td>
</tr>
<tr>
<td>FNSICGEN301B</td>
<td>COMMUNICATE IN THE WORKPLACE</td>
<td>0</td>
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Enterprise Technical Units of Study (choose one of three streams)

Management Stream

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BM01192</td>
<td>BUSINESS COMMUNICATION</td>
<td>12</td>
</tr>
<tr>
<td>BM04422</td>
<td>INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
<tr>
<td>BM02182</td>
<td>ENTREPRENEURIAL BUSINESS MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM03220</td>
<td>HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
</tr>
</tbody>
</table>

Small Business & Entrepreneurship Stream

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM01192</td>
<td>BUSINESS COMMUNICATION</td>
<td>12</td>
</tr>
<tr>
<td>BM04422</td>
<td>INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
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<tr>
<td>BM02182</td>
<td>ENTREPRENEURIAL BUSINESS MANAGEMENT</td>
<td>12</td>
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<tr>
<td>BM02181</td>
<td>OPERATIONS MANAGEMENT</td>
<td>12</td>
</tr>
</tbody>
</table>

People Management Stream

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM01192</td>
<td>BUSINESS COMMUNICATION</td>
<td>12</td>
</tr>
<tr>
<td>BLO2207</td>
<td>EMPLOYMENT LAW</td>
<td>12</td>
</tr>
<tr>
<td>BM03323</td>
<td>EMPLOYEE RELATIONS MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM03220</td>
<td>HUMAN RESOURCE MANAGEMENT</td>
<td>12</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.

ASSOCIATE DEGREE IN LOGISTICS (I)
Course Code: BADI
Campus: Footscray Nicholson, City Flinders.

Course Objectives: Provide students with the principles and practices, knowledge and attributes of a Logistic professional required in the increasingly complex global business environment. Develop the knowledge and skills in the development and operation of integrated logistics, supply management, warehousing, inventory, transport and sustainable business relationships in an international business environment. To understand the impact of logistics functions and their integration with other business functions. To assess, monitor and maintain quality systems in logistic through the effective use of information technology, human resources and accounting processes. Enable students to research, critique and evaluate the
implementation of cost effective solutions to assist enterprises enhance their competitive advantage. Develop independent and academic learning skills, thereby facilitating graduates ongoing professional development, including further study at undergraduate or postgraduate level.

**Careers:** The graduate will be able to work in a managerial role involving Logistics and Supply Chain Management (LSCM) in any industry with LSCM functions.

**Course Duration:** 2 years

**Admission Requirements:** This Award is designed for people who are seeking a career in Logistics and Supply Chain Management (LSCM) in any industry with LSCM functions. Applicants for the part time Diploma will also need to demonstrate recent work in a logistics role for at least two years equivalent full-time. The Diploma can be studied at any member institute of the Supply Chain Learning Network.

Students with demonstrated work experience may undertake a Recognition of Prior Learning assessment prior to commencing the Associate Degree. A maximum of 50% of the content i.e. the equivalent to 96 credit points may be granted as credit through RPL in accordance with the University Learning Pathways and Qualifications Linksages Pathway Policy (POA0070214000).

Course Structure: Fourteen units of study delivered by the VE sector and eight units of study delivered by the HE sector with 192 credit points.

**Diploma of Logistics Part 1:**

- TUL5507A MANAGE A SUPPLY CHAIN 0
- BSMG6502A MANAGE PEOPLE PERFORMANCE 0
- TUL2007C DEVELOP AND MAINTAIN OPERATIONAL PROCEDURES FOR TRANSPORT AND DISTRIBUTION ENTERPRISES 0
- TLIR607A DEVELOP, IMPLEMENT AND REVIEW PURCHASING STRATEGIES 0
- TLIR307C NEGOTIATE A CONTRACT 0
- TLIR507A MANAGE A CONTRACT 0
- TLIR1407A MANAGE SUPPLIERS 0

**Diploma of Logistics Part 2:**

- TUL1807B MANAGE CUSTOMER SERVICE 0
- BSMG6505A ENSURE A SAFE WORKPLACE 0
- MEM11015B MANAGE WAREHOUSE INVENTORY SYSTEM 0
- TUIA5807A MANAGE FACILITY AND INVENTORY REQUIREMENTS 0
- TUIQ207C SET AND ACHIEVE A BUDGET 0
- TUIP407C DEVELOP A TRANSPORT AND DISTRIBUTION BUSINESS PLAN 0
- TUIP807C MANAGE A TRANSPORT AND DISTRIBUTION BUSINESS UNIT 0

**Associate Degree Part 1 (year 2):**

- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BEO1106 BUSINESS STATISTICS 12
- BMO2181 OPERATIONS MANAGEMENT 12

**Associate Degree Part 2 (year 2):**

- RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS 12
- BAO3100 THE ENTERPRISE PROJECT 12
- Elective 12
- Elective 12

**BACHELOR OF BUSINESS (MANAGEMENT) (I)**

**Course Code:** BBBM

**Campus:** Footscray Park, Other, Tianjin-China, Singapore Institute of Commerce.

**Course Objectives:** The course enables students to study a generic Management degree as well as being able to select the more traditional vocational electives of human resource management, management service and operations or industrial relations.

**Course Duration:** 3 years

**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:**

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. 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 unit by unit approval by the course coordinator.

Core Units of Study

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO3320 BUSINESS LAW 12
- BMD1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Management

- BMD3220 HUMAN RESOURCE MANAGEMENT 12
- BMO2181 OPERATIONS MANAGEMENT 12
- BMO3292 BUSINESS ETHICS 12
- BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION 12
- BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT 12
- BMO3422 STRATEGIC MANAGEMENT 12
- BMO4422 INNOVATION AND ENTREPRENEURSHIP 12
Electives
Seven approved electives.

Profession Development Units of Study
BFP1001  PROFESSIONAL DEVELOPMENT 1  12
BFP2001  PROFESSIONAL DEVELOPMENT 2  12
BFP3001  PROFESSIONAL DEVELOPMENT 3  12

BACHELOR OF BUSINESS (COMPUTER SYSTEMS MANAGEMENT) (I)
Course Code: BBCM

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: 3 years

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
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. 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 unit to approval by the course coordinator.

Core Units of Study
BAO1011  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEQ1105  ECONOMIC PRINCIPLES  12
BEQ1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Specialisation Units of Study - Computer Systems Management
BCO1046  COMPUTER SYSTEMS  12
BCO1048  INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT  12
BCO2040  MANAGING THE COMPUTING ENVIRONMENT  12
BCO2041  SYSTEMS ANALYSIS AND DESIGN  12

Electives
Seven approved electives.

Professional Development Units of Study
BFP1001  PROFESSIONAL DEVELOPMENT 1  12
BFP2001  PROFESSIONAL DEVELOPMENT 2  12
BFP3001  PROFESSIONAL DEVELOPMENT 3  12

BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)
Course Code: BBEC

This course is for Continuing students only

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: 3 years

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 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. 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 unit to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.
Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEO1105  ECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Specialisation Units of Study - Electronic Commerce

BCO1147  INTRODUCTION TO PROGRAMMING CONCEPTS  12
BCO2149  DATABASE SYSTEMS  12
BCO2500  ELECTRONIC COMMERCE TECHNOLOGIES  12
BCO2501  ELECTRONIC COMMERCE BUSINESS INTERFACES  12
BCO2502  DEVELOPING ELECTRONIC COMMERCE SYSTEMS  12
BCO3443  THE INFORMATION PROFESSIONAL  12
BCO3150  SYSTEMS IMPLEMENTATION  12

Electives

Seven approved electives.

Professional Development Units of Study

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

Course Structure

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.

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 unit to approval by the course coordinator.

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

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEO1105  ECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Specialisation Units of Study - Electronic Commerce

BCO1147  INTRODUCTION TO PROGRAMMING CONCEPTS  12
BCO2149  DATABASE SYSTEMS  12
BCO2500  ELECTRONIC COMMERCE TECHNOLOGIES  12
BCO2501  ELECTRONIC COMMERCE BUSINESS INTERFACES  12
BCO2502  DEVELOPING ELECTRONIC COMMERCE SYSTEMS  12
BCO3443  THE INFORMATION PROFESSIONAL  12
BCO3150  SYSTEMS IMPLEMENTATION  12

Specialisation Units of Study - International Trade

BEO1252  INTERNATIONAL BUSINESS CONTEXT  12
BEO2254  STATISTICS FOR BUSINESS AND MARKETING  12
BEO3378  INTERNATIONAL ECONOMICS AND FINANCE  12
BEO3430  INTERNATIONAL ECONOMIC ANALYSIS  12
BEO3432  STRATEGIC INTERNATIONAL TRADE OPERATIONS  12
BEO3517  INTERNATIONAL TRADE PRACTICES  12
BHO3373  INTERNATIONAL MARKETING  12

Course Objectives: This course aims to develop knowledge and competencies in trade and electronic technology within a global commerce context.

Careers: Import/export administration, trade negotiations, export development, international operations management, and information technology.

Course Duration: 3 years

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 Duration:
3 years

### 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
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. 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.

#### Core Units of Study
- **BAO1101**  ACCOUNTING FOR DECISION MAKING  12
- **BCO1102**  INFORMATION SYSTEMS FOR BUSINESS  12
- **BEO1105**  ECONOMIC PRINCIPLES  12
- **BEO1106**  BUSINESS STATISTICS  12
- **BHO1171**  INTRODUCTION TO MARKETING  12
- **BLO1105**  BUSINESS LAW  12
- **BMO1102**  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

#### Specialisation Units of Study - Global Logistics and Transport
- **BEO3201**  DISTRIBUTION MANAGEMENT AND OPERATIONS  12
- **BEO3202**  SUPPLY PRINCIPLES  12
- **BEO3203**  SUPPLY AND VALUE NETWORKS  12
- **BEO3418**  GLOBAL TRANSPORT ECONOMICS  12
- **BEO4123**  GLOBAL LOGISTICS  12
- **BEO3432**  STRATEGIC INTERNATIONAL TRADE OPERATIONS  12
- **RCM3021**  LOGISTICS ANALYSIS AND SOLUTIONS  12

#### Specialisation Units of Study - International Trade
- **BEO3201**  DISTRIBUTION MANAGEMENT AND OPERATIONS  12
- **BEO3202**  SUPPLY PRINCIPLES  12
- **BEO3203**  SUPPLY AND VALUE NETWORKS  12
- **BEO3418**  GLOBAL TRANSPORT ECONOMICS  12
- **BEO4123**  GLOBAL LOGISTICS  12
- **BEO3432**  STRATEGIC INTERNATIONAL TRADE OPERATIONS  12
- **RCM3021**  LOGISTICS ANALYSIS AND SOLUTIONS  12

#### Professional Development Units of Study
- **BFP1001**  PROFESSIONAL DEVELOPMENT 1  12
- **BFP2001**  PROFESSIONAL DEVELOPMENT 2  12
- **BFP3001**  PROFESSIONAL DEVELOPMENT 3  12

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

**Course Code:** BBGI

**Campus:** Off-shore.

This course is for Continuing students only.

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

**Course Duration:** 3 years

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

**Core Units of Study**
- **BAO1101**  ACCOUNTING FOR DECISION MAKING  12
- **BCO1102**  INFORMATION SYSTEMS FOR BUSINESS  12
- **BEO1105**  ECONOMIC PRINCIPLES  12
- **BEO1106**  BUSINESS STATISTICS  12
- **BHO1171**  INTRODUCTION TO MARKETING  12
- **BLO1105**  BUSINESS LAW  12
- **BMO1102**  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

**Specialisation Units of Study - Global Logistics and Transport**
- **BEO3201**  DISTRIBUTION MANAGEMENT AND OPERATIONS  12
- **BEO3202**  SUPPLY PRINCIPLES  12
- **BEO3203**  SUPPLY AND VALUE NETWORKS  12
- **BEO3418**  GLOBAL TRANSPORT ECONOMICS  12
- **BEO4123**  GLOBAL LOGISTICS  12
- **BEO3432**  STRATEGIC INTERNATIONAL TRADE OPERATIONS  12
- **RCM3021**  LOGISTICS ANALYSIS AND SOLUTIONS  12

**Specialisation Units of Study - International Trade**
- **BEO3201**  DISTRIBUTION MANAGEMENT AND OPERATIONS  12
- **BEO3202**  SUPPLY PRINCIPLES  12
- **BEO3203**  SUPPLY AND VALUE NETWORKS  12
- **BEO3418**  GLOBAL TRANSPORT ECONOMICS  12
- **BEO4123**  GLOBAL LOGISTICS  12
- **BEO3432**  STRATEGIC INTERNATIONAL TRADE OPERATIONS  12
- **RCM3021**  LOGISTICS ANALYSIS AND SOLUTIONS  12

**Professional Development Units of Study**
- **BFP1001**  PROFESSIONAL DEVELOPMENT 1  12
- **BFP2001**  PROFESSIONAL DEVELOPMENT 2  12
- **BFP3001**  PROFESSIONAL DEVELOPMENT 3  12
BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT) (I)
Course Code: BBGL
Campus: City Flinders.

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: 3 years

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
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. 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 unit to approval by the course coordinator.

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12
Specialisation Units of Study - Global Logistics and Transport
BE03201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
BE03202 SUPPLY PRINCIPLES 12
BE03203 SUPPLY AND VALUE NETWORKS 12
BE03418 GLOBAL TRANSPORT ECONOMICS 12
BE04123 GLOBAL LOGISTICS 12
BE03432 STRATEGIC INTERNATIONAL TRADE OPERATIONS 12
RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS 12
Electives
Seven approved electives.

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12

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

BACHELOR OF BUSINESS (INFORMATION SYSTEMS) (I)
Course Code: BBIS
Campus: Footscray Park, Other, Singapore Institute of Commerce (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: 3 years

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 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. 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 unit to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12
Specialisation Units of Study - Information Systems
BCO1046 COMPUTER SYSTEMS 12
BCO1103 WEB ENABLED BUSINESS SYSTEMS 12
FACULTY OF BUSINESS AND LAW

BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS 12
BCO2148 SYSTEMS ANALYSIS 12
BCO2149 DATABASE SYSTEMS 12
BCO3144 SYSTEMS DESIGN 12
BCO3150 SYSTEMS IMPLEMENTATION 12

Electives
Seven approved electives.

Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12

BACHELOR OF BUSINESS (MANAGEMENT/MARKETING) (I)
Course Code: BBMM
Campus: Footscray Park.

Course Objectives: The course aims to provide students with a broad based general business qualification and provide a framework on which participants can build personal competencies. The course will allow graduates to engage effectively in the management process and utilise a broad range of professional managerial and marketing competencies.

Course Duration: 3 years

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
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. 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 unit to approval by the course coordinator.

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

BACHELOR OF BUSINESS (MARKETING)
Course Code: BEMM
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: 4 years

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%.

Specialisation Units of Study - Marketing
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
BHO2258 PRODUCT AND BRAND MANAGEMENT 12
BHO2434 CONSUMER BEHAVIOUR 12
BHO3254 ADVANCED MARKETING RESEARCH 12
BHO3435 MARKETING PLANNING AND STRATEGY 12
BHO2285 MARKETING RESEARCH 12

BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/ BACHELOR OF ARTS (MULTIMEDIA)
Course Code: BBMU
Campus: Footscray Park.

This course is for Continuing students only

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: 4 years

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%.
The course will provide students with the opportunity to... 

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. 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 unit to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

Core Business Units of Study

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
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<tbody>
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<td>BAO1101</td>
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<td>BCO1102</td>
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Specialisation Units of Study - Electronic Commerce

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<td>BCO2149</td>
<td>DATABASE SYSTEMS</td>
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<td>ELECTRONIC COMMERCE TECHNOLOGIES</td>
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<td>BCO3150</td>
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Professional Development Business Units of Study

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<tr>
<td>BFP2001</td>
<td>PROFESSIONAL DEVELOPMENT 2</td>
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Specialisation Units of Study - Multimedia

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<td>ACM2003</td>
<td>INTERACTIVE PROGRAMMING</td>
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<td>ACC1047</td>
<td>CULTURE AND COMMUNICATION</td>
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<td>ACM2008</td>
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<td>ACM3003</td>
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Unit ACM3004 not found
Unit ACM3005 not found

ACM2007 INNOVATION TECHNOLOGIES, RESEARCH AND APPLICATION 12

Electives

Four Communications Studies units of study, of which one may be substituted for a Unit of Study from Professional Writing, Media Studies or AESOL, and one may be substituted from a Unit of Study from Professional Writing or Media Studies.

BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT) (I)

Course Code: BBRM

Campus: Footscray Park.

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: 3 years

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 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

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. 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 unit to approval by the course coordinator.

Core Units of Study

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<th>Course Code</th>
<th>Course Title</th>
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<td>BAO1101</td>
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<tr>
<td>BCO1102</td>
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<td>BEO1105</td>
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<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
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<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
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<td>BLO1105</td>
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<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study - Human Resource Management

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<th>Course Title</th>
<th>Units</th>
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<tbody>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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</tbody>
</table>

Unit BMO3323 not found
Unit BMO3220 not found
Unit BMO1102 not found

BACHELOR OF MANAGEMENT AND ORGANISATION BEHAVIOUR

Electives

Specialisation Units of Study - Human Resource Management
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 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 Structure:

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

Electives

Seven approved electives.

Professional Development Units of Study

BMO3324  CONSULTING AND COUNSELLING  12
BMO3325  HUMAN RESOURCES MANAGEMENT EVALUATION  12
BMO3420  HUMAN RESOURCE INFORMATION SYSTEMS  12
BMO3476  TRAINING AND DEVELOPMENT  12

Electives

Seven approved electives.

Professional Development Units of Study

BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12
BLO1105  BUSINESS LAW  12
BMO1106  BUSINESS STATISTICS  12

Core Units of Study

BAO1110  ACCOUNTING FOR SMALL BUSINESS  12
BAO2100  INTRODUCTION TO SMALL ENTERPRISE  12
BAO2441  PERSONAL FINANCIAL PLANNING  12
BAO3100  THE ENTERPRISE PROJECT  12

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.

Professional Development Units of Study

BMO3476  TRAINING AND DEVELOPMENT  12
BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT  12
BMO2183  ENTREPRENEURIAL BUSINESS ISSUES  12
BMO4422  INNOVATION AND ENTREPRENEURSHIP  12

Specialisation Units of Study - Small Business and Entrepreneurship

BAO1110  ACCOUNTING FOR SMALL BUSINESS  12
BAO2100  INTRODUCTION TO SMALL ENTERPRISE  12
BAO2441  PERSONAL FINANCIAL PLANNING  12
BAO3100  THE ENTERPRISE PROJECT  12
BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT  12
BMO2183  ENTREPRENEURIAL BUSINESS ISSUES  12
BMO4422  INNOVATION AND ENTREPRENEURSHIP  12

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.

Professional Development Units of Study

BMO3476  TRAINING AND DEVELOPMENT  12
BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT  12
BMO2183  ENTREPRENEURIAL BUSINESS ISSUES  12
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Specialisation Units of Study - Small Business and Entrepreneurship

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BMO2182  ENTREPRENEURIAL BUSINESS MANAGEMENT  12
BMO2183  ENTREPRENEURIAL BUSINESS ISSUES  12
BMO4422  INNOVATION AND ENTREPRENEURSHIP  12

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.

Professional Development Units of Study

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

Electives

Seven approved electives.
Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105  ECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS 12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Management

BMO3220  HUMAN RESOURCE MANAGEMENT 12
BMO2181  OPERATIONS MANAGEMENT 12
BMO3292  BUSINESS ETHICS  12
BMO3320  INTERPERSONAL AND ORGANISATIONAL NEGOTIATION 12
BMO3327  ORGANISATIONAL CHANGE AND DEVELOPMENT 12
BMO3422  STRATEGIC MANAGEMENT 12
BMO4422  INNOVATION AND ENTREPRENEURSHIP 12

Specialisation Units of Study - Accounting

BAO1107  ACCOUNTING INFORMATION SYSTEMS 12
BAO2202  FINANCIAL ACCOUNTING 12
BAO2203  CORPORATE ACCOUNTING 12
BAO2204  MANAGEMENT ACCOUNTING 12
BAO3309  ADVANCED FINANCIAL ACCOUNTING 12
BAO3307  CORPORATE FINANCE 12
BAO3312  ADVANCED MANAGEMENT ACCOUNTING 12

Professional Development Units of Study

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

Graduate Diploma in Enterprise Resource Planning Systems (I)

Course Code: BGER

Campus: City Flinders.

Course Objectives: The course aims to teach students the necessary computing and business skills to support the implementation and maintenance of enterprise resource planning systems and an understanding of the implications these types of systems have on a business.

Careers: Graduates will be able to seek employment within the ERP field.

Course Duration: 1 year

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

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.

Core Units of Study

BCO6603  ENTERPRISE RESOURCE PLANNING SYSTEMS 12
BCO5651  ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION 12
BCO5501  BUSINESS PROCESS ENGINEERING 12
BMO5574  SUPPLY CHAIN AND LOGISTICS MANAGEMENT 12
BMO6624  ORGANISATION CHANGE MANAGEMENT 12

Electives

Three 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.

Graduate Diploma in Global Logistics and Transport

Course Code: BGGL

Campus: .

Course Objectives: -

Course Duration: 1 year

Admission Requirements: -

Course Structure

Successful completion of eight approved postgraduate units of study. Exit award from BMGL Master of Business (Global Logistics and Transport) after completing eight approved units of study.

Bachelors 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: 1 year

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

Students must complete 96 credit points through academic study in order to graduate. The Research Project has a total value of 48 credit points. All other units of study carry a value of 12 credit points.
Core Business Units of Study
BCO4652  BUSINESS RESEARCH METHODS  12
BCO4701  RESEARCH PROJECT (FULL-TIME)  48
or
BCO4702  RESEARCH PROJECT (PART TIME)  24

Electives
Three units of study from:
BCO4501  BUSINESS PROCESS ENGINEERING  12
BCO4601  CURRENT ISSUES IN INFORMATION SYSTEMS  12
BCO4603  ENTERPRISE RESOURCE PLANNING SYSTEMS  12
BCO4641  USER COMPUTING  12
BCO4642  SYSTEMS DEVELOPMENT  12
BCO4643  KNOWLEDGE ENGINEERING  12
BCO4644  OBJECT ORIENTED PROGRAMMING AND DESIGN  12
BCO4645  INTERNETWORKING SYSTEMS  12
BCO4653  MANAGEMENT OF INFORMATION TECHNOLOGY  12
BCO4654  DATABASE DESIGN  12
BCO4656  INFORMATION TECHNOLOGY PROJECT MANAGEMENT  12
BCO4658  INTERNET COMMERCE  12
BCO4659  EXECUTIVE AND MOBILE COMPUTING  12
BCO4660  ENTERPRISE ELECTRONIC COMMERCE  12
BCO4661  ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION  12
BCO4662  SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS  12
BCO4672  THE INFORMATION SYSTEMS PROFESSIONAL  12
BCO4673  USBILITY DESIGN FOR E-BUSINESS  12

Electives
BAO5522  MANAGERIAL ACCOUNTING  12
BLO5555  INDUSTRIAL LAW  12
BMO5520  ORGANISATION ANALYSIS AND BEHAVIOUR  12
BMO5533  ORGANISATION CONSULTING AND COUNSELLING  12
BMO5535  INTERNATIONAL EMPLOYEE RELATIONS  12
BMO5547  EMPLOYEE DEVELOPMENT AND CHANGE  12
BMO5565  HUMAN RESOURCE INFORMATION SYSTEMS  12
BMO5566  OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT  12
BMO5568  TEAMWORKING  12
BMO5573  CHANGE EVALUATION FOR BUSINESS EXCELLENCE  12
BMO6509  LEADERSHIP AND CORPORATE GOVERNANCE  12
BMO6624  ORGANISATION CHANGE MANAGEMENT  12

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

Course Code: BMCP

Campus: City Flinders.

This course is for Continuing students only

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: 1.5 years

Admission Requirements: For admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In order to fulfil these requirements applicants may be required to undertake additional or preliminary study as determined by the course co-ordinator. In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

Students must complete 144 credit points through academic study in order to graduate.

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

- BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE 12
- BMO6510 GOVERNMENT AND BUSINESS RELATIONS 12
- BEO6562 ECONOMICS OF PUBLIC ENTERPRISE 12
- BEO5522 PUBLIC SECTOR ECONOMICS 12

or

- BMO6506 WORK AND ORGANISATION SYSTEMS 12

or

- BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR 12

or

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

- BCO6656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT 12
- BLO5537 BUSINESS LAW 12
- BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT 12
- BMO5570 PURCHASING, SUPPLIER CHOICE AND EVALUATION 12
- BMO5602 BUSINESS PROJECT MANAGEMENT 12
- BMO5601 OPERATIONS AND SERVICE MANAGEMENT 12
- BMO6630 BUSINESS RESEARCH METHODS 12

List C - Electives

- BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS 12
- BA05735 ADVANCED FORECASTING, PLANNING AND CONTROL 12
- BHO5505 BUSINESS TO BUSINESS MARKETING 12
- BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE 12
- BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS 12
- BMO5650 MANAGING ORGANISATION KNOWLEDGE 12
- BMO6624 ORGANISATION CHANGE MANAGEMENT 12
- Thesis

- BMO7700 THESIS (FULLTIME) 36
- BMO7701 THESIS (PART TIME) 18

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 (ELECTRONIC COMMERCE AND MARKETING)

Course Code: BMEK

Campus: City Flinders.

This course is for Continuing students only

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: 1.5 years

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.
FACULTY OF BUSINESS AND LAW

Course Structure
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.

**Compulsory Units of Study**

- BCO5650 ENTERPRISE E-COMMERCE 12
- BCO6610 INTERNET TECHNOLOGIES IN BUSINESS 12
- BCO6616 BUILDING INTERNET COMMERCE SYSTEMS 12
- BCO6658 INTERNET COMMERCE 12
- BHO5501 ELECTRONIC MARKETING 12
- BHO5502 SERVICES AND RELATIONSHIP MARKETING 12
- BHO5503 MARKETING COMMUNICATION 12
- BHO6666 GLOBAL MARKETING MANAGEMENT 12

and either:

**Option A**

Select four units of study from the following:

- BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT 12
- BCO6503 MANAGEMENT INFORMATION SYSTEMS 12
- BCO6645 INTERNETWORKING SYSTEMS 12
- BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS 12
- BHO5504 BRAND AND PRODUCT MANAGEMENT 12
- BHO6505 MARKETING MANAGEMENT 12
- BLB5512 E-COMMERCE AND THE LAW 12
- BM06622 MANAGING INNOVATION AND ENTREPRENEURSHIP 12

or

**Option B**

Two units of study from the list immediately above and

- BGP7705 MBA MINOR PROJECT (PART-TIME) 12

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Enterprise Resource Planning 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 Enterprise Resource Planning Systems.

**Electives**

Six electives approved by the Course Coordinator.

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 (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:** 1.5 years

**Admission Requirements:** To qualify for admission to the course an applicant must have successfully completed a degree or postgraduate diploma, preferably and be employed in or intend to be employed in a position associated with ERP, or in the absence of formal academic qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Course Structure**

Each unit carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Compulsory Units of Study**

- BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS 12
- BCO5501 BUSINESS PROCESS ENGINEERING 12
- BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION 12
- BM05574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT 12
- BM06624 ORGANISATION CHANGE MANAGEMENT 12
- BM06615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS 12

plus

Electives

Six electives approved by the Course Coordinator.

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 (ENTERPRISE RESOURCE PLANNING SYSTEMS) (I)**

**Course Code:** BMER

**Campus:** City Flinders, Other, Lithan Hall Education Centre, Singapore.

**Course Objectives:** Enterprise Resource Planning Systems (ERPs) are responsible for processing and recording all business transactions within large companies. ERP professionals have the appropriate skill sets to implement and maintain these systems. SAP, the market leader in ERP systems, has been a strategic partner with Victoria University since 1998. This masters degree focuses on the implementation and use of ERP systems utilising SAP solutions.

**Careers:** Graduates can expect to obtain employment in the ERP field.

**Course Duration:** 1.5 years

**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**

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.

- BEO5303 STRATEGIC INTERNATIONAL TRADE FINANCE 12
- BEO5304 INTERNATIONAL BUSINESS OPERATIONS 12
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 Objectives:**
- To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, or 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 or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: English Language Testing System - overall score of 6.5 and no individual band score less than 6.
- 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.
- To 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.

**Course Structure**
- The course comprises (a) twelve coursework units of study or (b) nine units of study and a thesis:
  - Compulsory Units of Study: Four electives from an approved information systems list and two electives from an approved ERP list as specified by the course co-ordinator.
  - Coursework Option: 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 AND ENTERPRISE RESOURCE PLANNING SYSTEMS) (I)**

**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:** 1.5 years

**Admission Requirements:**
- To qualify for admission to the course an applicant must have completed successfully a relevant undergraduate 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 may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which has a total of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.
- The course comprises (a) twelve coursework units of study or (b) nine units of study and a thesis:

**Compulsory Units of Study**
- BC06656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT 12
- BC06653 MANAGEMENT OF INFORMATION TECHNOLOGY 12
- BC06672 THE INFORMATION SYSTEMS PROFESSIONAL 12
- BC06671 INFORMATION SYSTEMS RESEARCH AND WRITING 12
- BC06603 ENTERPRISE RESOURCE PLANNING SYSTEMS 12
- BC05501 BUSINESS PROCESS ENGINEERING 12
- BC06615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS 12
- BC05651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION 12
- BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT 12
- BMO6624 ORGANISATION CHANGE MANAGEMENT 12
- Electives

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

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 fulfill these requirements applicants may be required to undertake additional or preliminary study as determined by the course coordinator. 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 must complete 144 credit points in order to graduate.

The Master of Management Practice by Coursework comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives. The Master of Management Practice by Coursework and Thesis comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

Management Practice Units of Study

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<tr>
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<tbody>
<tr>
<td>BM05520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
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<tr>
<td>BM05522</td>
<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
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</tr>
<tr>
<td>BM05602</td>
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Specialisation Support Units of Study

Select two units of study from the list below:

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<td>BM0568</td>
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<td>BM0572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
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<td>BM0560</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
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<tr>
<td>BM0609</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
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</table>

The Master of Management Practice by Thesiss comprises 12 units of study: nine Management Practice 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.

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<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
</tr>
</tbody>
</table>

The Master of Management Practice by Coursework comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives. The Master of Management Practice by Coursework and Thesis comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

Management Practice Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM05520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
</tr>
<tr>
<td>BM05522</td>
<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BM05602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM05601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM0623</td>
<td>STRATEGIC ANALYSIS AND DECISION MAKING</td>
<td>12</td>
</tr>
<tr>
<td>BM0624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM0622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
<tr>
<td>BM0630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
</tr>
</tbody>
</table>

Specialisation Support Units of Study

Select two units of study from the list below:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM0544</td>
<td>INDUSTRIAL RELATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BM0568</td>
<td>TEAMWORKING</td>
<td>12</td>
</tr>
<tr>
<td>BM0572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM0560</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
<td>12</td>
</tr>
<tr>
<td>BM0609</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
</tr>
</tbody>
</table>

The Master of Management Practice by Coursework comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives. The Master of Management Practice by Coursework and Thesis comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

Management Practice Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM05520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
</tr>
<tr>
<td>BM05522</td>
<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BM05602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM05601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
<td>12</td>
</tr>
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<td>STRATEGIC ANALYSIS AND DECISION MAKING</td>
<td>12</td>
</tr>
<tr>
<td>BM0624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BM0622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
<tr>
<td>BM0630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
</tr>
</tbody>
</table>
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: 1.5 years

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

All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a total value of 36 credit points. Students must complete 144 credit points in order to graduate. The Coursework option comprises 12 units of study. Students are required to select either the Generic Management Stream or one of the Specialisation Streams and complete: Two Core units of study; Four Foundation Units of Study including BMO6630 Business Research Methods; and the Thesis. For students who choose the Generic Management Stream, The Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study: Seven Foundation Units of Study including BMO6630 Business Research Methods; and the Thesis. For students who choose one of the Specialisation Streams, the Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study; Four Foundation Units of Study including BMO6630 Business Research Methods; Three Specialisation Units of Study; and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Coordinator will discuss this with you, and help plan a program that best suits your career needs.

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: 1.5 years

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

All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a total value of 36 credit points. Students must complete 144 credit points in order to graduate. The Coursework option comprises 12 units of study. Students are required to select either the Generic Management Stream or one of the Specialisation Streams and complete: Two Core units of study; Four Foundation Units of Study including BMO6630 Business Research Methods; and the Thesis. For students who choose the Generic Management Stream, The Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study: Seven Foundation Units of Study including BMO6630 Business Research Methods; and the Thesis. For students who choose one of the Specialisation Streams, the Coursework and Thesis option comprises nine units of study plus a thesis: Two Core Units of Study; Four Foundation Units of Study including BMO6630 Business Research Methods; Three Specialisation Units of Study; and the Thesis. Some units of study are required or recommended depending on the specialisation you select. Your Course Coordinator will discuss this with you, and help plan a program that best suits your career needs.

MASTER OF BUSINESS IN MANAGEMENT COURSE WORK STRUCTURE GENERIC MANAGEMENT STREAM This specialisation is offered to students who do not wish to specialise in their management masters program. This generic stream complements the core managerial competencies of the Masters Program with the leadership, analytical skills and other competencies required to equip managers with the skills that they require to advance their careers.

Core Units of Study

Compulsory

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5520</td>
<td>ORGANISATION ANALYSIS AND BEHAVIOUR</td>
<td>12</td>
</tr>
<tr>
<td>BMO6623</td>
<td>STRATEGIC ANALYSIS AND DECISION MAKING</td>
<td>12</td>
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</tbody>
</table>

Foundation Units of Study

Students select EIGHT Units of Study from the following list:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5522</td>
<td>HUMAN RESOURCES AND EMPLOYEE RELATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BMO5533</td>
<td>ORGANISATION CONSULTING AND COUNSELLING</td>
<td>12</td>
</tr>
<tr>
<td>BMO5602</td>
<td>BUSINESS PROJECT MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO5601</td>
<td>OPERATIONS AND SERVICE MANAGEMENT</td>
<td>12</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.
### FACULTY OF BUSINESS AND LAW

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5650</td>
<td>MANAGING ORGANISATION KNOWLEDGE</td>
<td>12</td>
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<tr>
<td>BMO5566</td>
<td>OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO5572</td>
<td>STRATEGIC HUMAN RESOURCE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6509</td>
<td>LEADERSHIP AND CORPORATE GOVERNANCE</td>
<td>12</td>
</tr>
<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
<tr>
<td>BMO6624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6513</td>
<td>PROFESSIONAL PRACTICE AND ETHICS</td>
<td>12</td>
</tr>
<tr>
<td>BMO6630</td>
<td>BUSINESS RESEARCH METHODS</td>
<td>12</td>
</tr>
</tbody>
</table>

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

### SPECIALISATION STREAM: 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.

**Core Units of Study**
- Compulsory
  - BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR
  - BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING

**Foundation Units of Study**
Students select FOUR Units of Study from the following list:
- BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS
- BMO5602 BUSINESS PROJECT MANAGEMENT
- BMO5601 OPERATIONS AND SERVICE MANAGEMENT
- BMO6560 MANAGING ORGANISATION KNOWLEDGE
- BMO5568 TEAMWORKING
- BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT
- BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP
- BMO6624 ORGANISATION CHANGE MANAGEMENT
- BMO6630 BUSINESS RESEARCH METHODS

**Specialisation Units of Study**
Select FOUR Units of Study from the following list:
- BMO6626 ORGANISATION CONSULTING AND COUNSELLING
- BMO6629 STRATEGIC ANALYSIS AND DECISION MAKING
- BMO5567 MANAGING WORKPLACE CONFLICT
- BMO6624 ORGANISATION CHANGE MANAGEMENT

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

### SPECIALISATION STREAM: PUBLIC SECTOR MANAGEMENT

This program is designed for those who work in the public sector, service provider corporations and the government relations areas of private corporations.

**Core Units of Study**
- Compulsory
  - BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR
  - BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING

**Foundation Units of Study**
Students select FOUR Units of Study from the following list:
- BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE
- BMO6510 GOVERNMENT AND BUSINESS RELATIONS
- BMO5564 HUMAN RESOURCE MANAGEMENT
- BMO6625 PERFORMANCE MANAGEMENT AND REWARDS
- BMO5560 MANAGING ORGANISATION KNOWLEDGE
- BMO6513 PROFESSIONAL PRACTICE AND ETHICS

**Specialisation Units of Study**
Select FOUR Units of Study from the following list:
- BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE
- BMO6510 GOVERNMENT AND BUSINESS RELATIONS
- BMO5564 HUMAN RESOURCE MANAGEMENT
- BMO6625 PERFORMANCE MANAGEMENT AND REWARDS
- BMO5560 MANAGING ORGANISATION KNOWLEDGE
- BMO6513 PROFESSIONAL PRACTICE AND ETHICS

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

### SPECIALISATION STREAM: HUMAN RESOURCE MANAGEMENT

This specialisation aims to expose students to contemporary knowledge in the discipline of Human Resource Management and to promote a strategic approach to management of Human Resources.

**Core Units of Study**
- Compulsory
  - BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR
  - BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING

**Foundation Units of Study**
Students select FOUR Units of Study from the following list:
- BMO5533 ORGANISATION CONSULTING AND COUNSELLING
- BMO6629 STRATEGIC ANALYSIS AND DECISION MAKING
- BMO5567 MANAGING WORKPLACE CONFLICT
- BMO6624 ORGANISATION CHANGE MANAGEMENT

**Electives**
Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.
Specialisation Units of Study

Select FOUR Units of Study from the following list:

- BMO5564  HUMAN RESOURCE MANAGEMENT 12
- BMO5565  HUMAN RESOURCE INFORMATION SYSTEMS 12
- BMO5572  STRATEGIC HUMAN RESOURCE MANAGEMENT 12
- BMO5567  MANAGING WORKPLACE CONFLICT 12
- BMO5544  INDUSTRIAL RELATIONS 12
- BLO5513  LAW OF EMPLOYMENT 12

Electives

Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

SPECIALISATION STREAM: INNOVATION AND KNOWLEDGE MANAGEMENT

This specialisation aims to provide an overview of the fields of innovation and knowledge management and promotes a strategic approach to the management of knowledge and innovation.

Core Units of Study

Compulsory

- BMO5520  ORGANISATION ANALYSIS AND BEHAVIOUR 12
- BMO6623  STRATEGIC ANALYSIS AND DECISION MAKING 12

Foundation Units of Study

Students select FOUR Units of Study from the following list:

- BMO5522  HUMAN RESOURCES AND EMPLOYEE RELATIONS 12
- BMO5533  ORGANISATION CONSULTING AND COUNSELLING 12
- BMO5568  TEAMWORKING 12
- BMO5572  STRATEGIC HUMAN RESOURCE MANAGEMENT 12
- BMO6509  LEADERSHIP AND CORPORATE GOVERNANCE 12
- BMO6622  MANAGING INNOVATION AND ENTREPRENEURSHIP 12
- BMO6624  ORGANISATION CHANGE MANAGEMENT 12
- BMO5602  BUSINESS PROJECT MANAGEMENT 12
- BMO6513  PROFESSIONAL PRACTICE AND ETHICS 12
- BMO6630  BUSINESS RESEARCH METHODS 12

Specialisation Units of Study

Select FOUR Units of Study from the following list:

- BMO5601  OPERATIONS AND SERVICE MANAGEMENT 12
- BMO5574  SUPPLY CHAIN AND LOGISTICS MANAGEMENT 12
- BMO5575  PLANNING AND CONTROL THROUGH ERP SYSTEMS 12
- BMO5576  OPERATIONS AND LOGISTICS STRATEGY 12
- BMO6622  MANAGING INNOVATION AND ENTREPRENEURSHIP 12
- BMO6624  ORGANISATION CHANGE MANAGEMENT 12
- BMO6509  LEADERSHIP AND CORPORATE GOVERNANCE 12
- BMO6622  MANAGING INNOVATION AND ENTREPRENEURSHIP 12
- BMO6624  ORGANISATION CHANGE MANAGEMENT 12
- BMO6630  BUSINESS RESEARCH METHODS 12

Electives

Select TWO electives from anywhere in the management masters course or from the list at the end of the course structure.

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:

- BAO5522  MANAGERIAL ACCOUNTING 12
- BCO6653  MANAGEMENT OF INFORMATION TECHNOLOGY 12
- BLO5513  LAW OF EMPLOYMENT 12
- BLO6502  LAW FOR MANAGEMENT 12
- BMD5535  INTERNATIONAL EMPLOYEE RELATIONS 12
- BMO5550  CONTEMPORARY EMPLOYMENT SYSTEMS 12
- BMO6625  PERFORMANCE MANAGEMENT AND REWARDS 12
- BMO5566  OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT 12
- BMO7744  READINGS IN LABOUR STUDIES 12
- BMO7700  THESIS (FULLTIME) 36
  or
- BMO7701  THESIS (PART TIME) 18
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. 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 (ENTERPRISE RESOURCE PLANNING SYSTEMS)/MASTER OF BUSINESS ADMINISTRATION (I)**

**Course Code:** BMOX

**Campus:** City Flinders.

**Course Objectives:** This course gives students the opportunity to complete the MBA degree which is internationally recognised as a course that develops generic management expertise, in addition to a recognised qualification in Enterprise Resource Planning Systems. This course develops key skills that are commonly applied in management and executive level positions providing an extended career path that can go beyond the range of positions available for people with professional enterprise resource planning expertise. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, and strategic planning. There is also the development of generic skills commonly applied in practice and valued by employers throughout the Enterprise Resource Planning Systems industry.

**Course Duration:** 2 years

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

All units of study carry a value of 12 credit points. Students must complete a total value of 192 credit points through academic study in order to graduate.

The course comprises of 16 units of study and includes two elective units.

Core Units Of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5501</td>
<td>BUSINESS PROCESS ENGINEERING</td>
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<tr>
<td>BCO6561</td>
<td>ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO6603</td>
<td>ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO6615</td>
<td>STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO5574</td>
<td>SUPPLY CHAIN AND LOGISTICS MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6624</td>
<td>ORGANISATION CHANGE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BAO6504</td>
<td>ACCOUNTING FOR MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BHO6505</td>
<td>MARKETING MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO6507</td>
<td>EMPLOYEE RELATIONS STRATEGIES</td>
<td>12</td>
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<tr>
<td>BAO5534</td>
<td>BUSINESS FINANCE</td>
<td>12</td>
</tr>
<tr>
<td>BMO6508</td>
<td>OPERATIONS MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6511</td>
<td>STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
</tr>
<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
</tbody>
</table>

Plus two electives from list below:

<table>
<thead>
<tr>
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<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMO5647</td>
<td>APPLICATIONS PROGRAMMING TECHNIQUES</td>
<td>12</td>
</tr>
<tr>
<td>BCO6179</td>
<td>ENTERPRISE PROJECT SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BCO6676</td>
<td>BUSINESS INTELLIGENCE SYSTEMS</td>
<td>12</td>
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<tr>
<td>BMO5565</td>
<td>HUMAN RESOURCE INFORMATION SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO5575</td>
<td>PLANNING AND CONTROL THROUGH ERP SYSTEMS</td>
<td>12</td>
</tr>
</tbody>
</table>

**MASTER OF BUSINESS ADMINISTRATION (I)**

**Course Code:** BMPF

**Campus:** City Flinders, Other, Beijing Jiaotong University.

**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.

**Careers:** Management

**Course Duration:** 1.5 years

**Admission Requirements:** To qualify for admission to the course an applicant must normally have completed a relevant degree or graduate diploma and have a minimum two years’ full-time relevant work experience; 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. These eight core units of study are to be approved by the Course Co-ordinator. Up to four core units of study may be deleted on the basis of appropriate undergraduate studies and/or appropriate work experience. These units of study must be replaced with electives approved by the Course Co-ordinator.

Core Units of Study

Select a minimum of eight of the following units of study:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5534</td>
<td>BUSINESS FINANCE</td>
<td>12</td>
</tr>
<tr>
<td>BAO6504</td>
<td>ACCOUNTING FOR MANAGEMENT</td>
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<tr>
<td>BCO6503</td>
<td>MANAGEMENT INFORMATION SYSTEMS</td>
<td>12</td>
</tr>
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<td>BEO6500</td>
<td>ECONOMICS FOR MANAGEMENT</td>
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<tr>
<td>BEO6501</td>
<td>QUANTITATIVE ANALYSIS</td>
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<td>BHO6505</td>
<td>MARKETING MANAGEMENT</td>
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<tr>
<td>BLO6502</td>
<td>LAW FOR MANAGEMENT</td>
<td>12</td>
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<tr>
<td>BMO6506</td>
<td>WORK AND ORGANISATION SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BMO6507</td>
<td>EMPLOYEE RELATIONS STRATEGIES</td>
<td>12</td>
</tr>
<tr>
<td>BMO6508</td>
<td>OPERATIONS MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BMO6511</td>
<td>STRATEGIC MANAGEMENT AND BUSINESS POLICY</td>
<td>12</td>
</tr>
<tr>
<td>BMO6622</td>
<td>MANAGING INNOVATION AND ENTREPRENEURSHIP</td>
<td>12</td>
</tr>
</tbody>
</table>

**Electives**

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

**Elective Units of Study**

Four electives approved by the Course Co-ordinator.

OR
**DOCTOR OF PHILOSOPHY (I)**  
Course Code: BPCC  
Campus: City Flinders.  
Course Objectives: -  
Course Duration: 4 years  
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.  
Course Structure  
The course comprises a research thesis.  

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO8002</td>
<td>PhD RESEARCH (FULL TIME)</td>
<td>48</td>
</tr>
<tr>
<td>BCO8003</td>
<td>PhD RESEARCH (PART TIME)</td>
<td>24</td>
</tr>
</tbody>
</table>

**DOCTOR OF PHILOSOPHY (MANAGEMENT) (I)**  
Course Code: BPMAM  
Campus: City Flinders.  
Course Objectives: -  
Course Duration: 4 years  
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.  
Course Structure  
The course comprises a research thesis.  

<table>
<thead>
<tr>
<th>Unit Code</th>
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<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BM08002</td>
<td>PHD (RESEARCH) (FULL TIME)</td>
<td>48</td>
</tr>
<tr>
<td>BM08003</td>
<td>PHD (RESEARCH) (PART TIME)</td>
<td>24</td>
</tr>
</tbody>
</table>

**DOCTOR OF BUSINESS ADMINISTRATION (I)**  
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.  
Careers: Senior and executive management.  
Course Duration: 3 years  
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  
The course will normally require full-time study over three years or the part-time equivalent.  
Core Units of Study  

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BGP8016</td>
<td>INTERNATIONAL BUSINESS</td>
<td>16</td>
</tr>
<tr>
<td>BGP8017</td>
<td>STRATEGY AND INNOVATION</td>
<td>16</td>
</tr>
<tr>
<td>BGP8018</td>
<td>CONTEMPORARY BUSINESS RESEARCH</td>
<td>16</td>
</tr>
<tr>
<td>BGP8019</td>
<td>RESEARCH PROPOSAL PREPARATION AND WRITING</td>
<td>16</td>
</tr>
<tr>
<td>BGP8020</td>
<td>PERFORMANCE MANAGEMENT</td>
<td>16</td>
</tr>
<tr>
<td>BGP8021</td>
<td>CORPORATE GOVERNANCE</td>
<td>16</td>
</tr>
<tr>
<td>BAO8000</td>
<td>DISSERTATION (THESIS) (DBA) (FULL-TIME)</td>
<td>48</td>
</tr>
<tr>
<td>BEO8000</td>
<td>DISSERTATION (THESIS) (DBA) (FULL-TIME)</td>
<td>48</td>
</tr>
<tr>
<td>BCO8000</td>
<td>DISSERTATION (THESIS) (DBA) (FULL-TIME)</td>
<td>48</td>
</tr>
</tbody>
</table>

Thesis Option: Choose one Discipline.
FACULTY OF BUSINESS AND LAW

BGP8000  DISSERTATION (THESIS) (DBA) (FULL-TIME) 48
BH8000  DISSERTATION (THESIS) (DBA) (FULL-TIME) 48
BLO8000  DISSERTATION (THESIS) (DBA) (FULL-TIME) 48
BMO8000  DISSERTATION (THESIS) (DBA) (FULL-TIME) 48
or
BAO8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BE8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BC8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BGP8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BH8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BLO8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
BMO8001  DISSERTATION (THESIS) (DBA) (PART-TIME) 24
or Research Project Option:
BGP9002  DBA RESEARCH PROJECT A 96
BGP9003  DBA RESEARCH PROJECT B 96
or Research Paper Option:
BGP9005  DBA RESEARCH PAPER A 64
BGP9006  DBA RESEARCH PAPER B 64
BGP9007  DBA RESEARCH PAPER C 64

DOCTOR OF PHILOSOPHY
Course Code: BPPC
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. This course is available to continuing students only from 2009.
BCO8002  PHD RESEARCH (FULL TIME) 48
OR
BCO8003  PHD RESEARCH (PART TIME) 24

DOCTOR OF PHILOSOPHY
Course Code: BPPP
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPMM (4 year course) from 2009. Course is only available to commencing students from 2009.
BMO8002  PHD (RESEARCH) (FULL TIME) 48
or
BMO8003  PHD (RESEARCH) (PART TIME) 24

DOCTOR OF PHILOSOPHY
Course Code: BPMM
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPMM (4 year course) from 2009. Course is only available to commencing students from 2009.
BMO8002  PHD (RESEARCH) (FULL TIME) 48
or
BMO8003  PHD (RESEARCH) (PART TIME) 24

DOCTOR OF PHILOSOPHY (VGS) (I)
Course Code: BPVV
Campus: City Flinders.
Course Objectives: ...
Course Duration: 4 years
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.
Course Structure
Unit to their area of specialisation, students will undertake one of the following options:
Option 1
BGP8002  PHD RESEARCH (FULL TIME) 48
OR
BGP8003  PHD RESEARCH (PART TIME) 24

DOCTOR OF PHILOSOPHY
Course Code: BPPP
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPMM (4 year course) from 2009. Course is only available to commencing students from 2009.
BMO8002  PHD (RESEARCH) (FULL TIME) 48
or
BMO8003  PHD (RESEARCH) (PART TIME) 24

DOCTOR OF PHILOSOPHY
Course Code: BPPV
Campus: City Flinders.
Course Objectives: ...
Course Duration: 4 years
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.
Course Structure
Unit to their area of specialisation, students will undertake one of the following options:
Option 1
BGP8002  PHD RESEARCH (FULL TIME) 48
OR
BGP8003  PHD RESEARCH (PART TIME) 24
MASTER OF BUSINESS [BY RESEARCH] (I)
Course Code: BRAC
Campus: City Flinders.
Course Objectives: The Master of Business by Research can be offered by the School of Information Systems. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.
Course Duration: 2 years
Course Structure
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

BCP8002  PHD (RESEARCH) (FULL TIME)  48
OR
BCP8003  PHD (RESEARCH) (PART-TIME)  24

DOCTOR OF PHILOSOPHY
Course Code: CPPP
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPVV (4 year course) from 2009. Course is only available to commencing students from 2009.

BCP8002  PHD (RESEARCH) (FULL TIME)  48
OR
BCP8003  PHD (RESEARCH) (PART-TIME)  24
UNITS

Below are unit details for courses offered by the School of Management and Information Systems in 2011. IMPORTANT NOTICE: Not all elective units 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

Locations: Werribee.

Prerequisites: Nil.

Description: The introductory unit 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Practical Work, 50%; Examination, 50%.

BCO1041 INTRODUCTION TO PROGRAMMING

Locations: Werribee, Other.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Zak, D., 1999, Programming with Visual basic 6. 0, ITP.

Assessment: Assignments, 50%; Final examination and tests, 50%.

BCO1042 INFORMATION SYSTEMS DEVELOPMENT

Locations: Footscray Park.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS

Description: The unit of study provides students with the understanding of information systems development process as well as knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodologies, user input validation, decision making in the context of small business problems, modular design, basic user-interface design.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: apply a methodology to design a solution to a small sub case of an information system; demonstrate skills in converting the design to a programming language; apply suitable testing strategies and plans to ensure that the design solution and implementation are correct; and provide documentation for the program that is appropriate for each type of user.

Class Contact: Lecture time is 1. 5 hours and Tutorial time is 1. 5 hours.

Required Reading: To be advised by the lecturer.

Assessment: Examination, Final Examination, 50%. Assignment, Class Assignment, 35%. Test, Class Tests, 15%.

BCO1043 INFORMATION SYSTEMS TECHNOLOGY

Locations: Footscray Park, Other.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS

Description: This unit of study aims to give students an overview of Information Systems Technology and how this is applied to business. The role and use of network operating systems on different platforms, and networking access methods. Topics include: Standard PC organisation and architecture for business systems; Memory devices and memory management; File systems and file management; User interfaces: Hardware interrupts and diagnostic tools; Standard Network topologies incorporating LANS and WANS. Students will undertake various practical activities involving both operating and networking systems software installation. Investigation of security issues and standards to safeguard business data.

Credit Points: 12

Learning Outcomes: On completion of this unit students should ; be able to understand the basic principles of Information Technologies in business ; be familiar with the underlying representation of data within the computer ; be familiar with the operation of various peripheral devices ; be able to understand basic hardware operation and diagnostic tools ; be familiar with the use of user interfaces ; have a basic understanding of file management within the computer system ; have an understanding of basic data communications and network access methods ; be able to demonstrate a knowledge of network operating systems commands ;be able to analyse security issues and awareness of standards and policy ;should be able to conduct a case study analysis of an ICT infrastructure for a business (TCO, DR, BCP) ;be able to integrate network concepts, operating system, and business processes in a reliable and efficient manner with a suitable information technology infrastructure.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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 Study Assignment, 20%. Report, Report from an Industry Field Trip, 30%. Examination, Final Examination, 50%.
BCO1046 COMPUTER SYSTEMS

Locations: Footscray Park, Other.

Prerequisites: BCO1041 - INTRODUCTION TO PROGRAMMING

Description: 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 interrupts and diagnostic tools; Standard Network topologies incorporating LANS and WANS. Students will undertake various practical activities involving both operating and networking systems software installation.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Tests and examination, 60%; Assignments, 40%.

BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT

Locations: Werribee, Other.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: The unit will provide practical skills in the development of computer based information systems. On completion of this unit, students should have an understanding of the roles and responsibilities of the stakeholders in the development of a business system.

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


Assessment: Assignments, 40%; Final Examination, 50%; Tutorial Problems, 10%.

BCO1102 INFORMATION SYSTEMS FOR BUSINESS

Locations: Werribee, Footscray Park, City Flinders, Sunbury.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Current Available Textbook - Student to be advised.

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

Locations: Footscray Park.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Final examination, 60%; Tutorial assignments, class presentations, project, 40%.

BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS

Locations: Werribee, Footscray Park.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: apply a methodology to design and construct a solution to a programming problem; demonstrate skills in using a programming language (in this case, Visual Basic); apply suitable testing strategies and plans to ensure that the solution and program are correct; and provide documentation for the program that is appropriate for each type of user.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.


Assessment: Final Examination and Tests, 50%; Assignments, 50%.

BCO2040 MANAGING THE COMPUTING ENVIRONMENT

Locations: Werribee, Other.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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, maintain system performance, prioritise system developments, and allocate resources effectively. Topics include: models of information systems maturity; roles in the computing environment; information technology department structures, stakeholders in information technology, role of an IS manager, ITIL service delivery and support; financial management for IT services: strategies for selection, recommendation and purchasing of hardware and software; paying for information technology, strategic planning and budgeting; introduction of new technology: user resistance, strategies for change management; planning installation of computing equipment; configuration management, availability management, capacity management; supporting users: types of support; managing and running a help desk, incident and problem management; peer support; information technology steering committees; training issues: types of training, planning training programs for users and support staff; selection of staff; security issues and threats to the computing environment; managing user’s access and privileges; auditing the computing systems; managing use and abuse of corporate computing facilities, such as email and internet use.

Credit Points: 12

Learning Outcomes: 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 as a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 40%; Tutorial exercises and participation, 10%; Examination, 50%.

BCO2041 SYSTEMS ANALYSIS AND DESIGN

Locations: Werribee, Other.

Prerequisites: BCO1048 - INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT

Description: This unit of study will aim to provide students with methods to formalise all aspects of systems analysis and design processes. It will develop student’s abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Introduction to Business Systems Development. Students will learn to identify the full range of client needs including such needs as quality, usability, cost and time constraints. Topics include: Systems Design, Application Architecture And Modelling, Database Design, Output Design, Input Design, User Interface Design, Prototyping, Systems Construction And Implementation, Systems Operation And Support as well as Introductory Object-Oriented Analysis, Design And Modelling techniques.

Credit Points: 12

Learning Outcomes: To be advised.
BCO2044 COMPUTING PRACTICE

Locations: Werribee.

Prerequisites: BCO2040 - MANAGING THE COMPUTING ENVIRONMENT
BCO2043 - MANAGING NETWORK INTEGRATION

Description: This unit of study seeks to create a learning environment blending theory and practice which nurture and encourage the student's capacity to develop and consolidate: ideas and concepts; professional skills; identification of potential job options; an understanding of his or her ultimate contributions to the field of computer system support; and contacts in the field.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be Advised.

Assessment: Class Presentation, 20%; Supervisor Appraisal, 10%; Major Assignment, 60%; Resume/Seminar Participation, 10%.

BCO2045 BUSINESS PROCESS MODELLING

Locations: Footscray Park.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: The aim of this unit of study is to become familiar with fundamental business processes and the business context. Students will be introduced to a process view of organisations and the use of modelling techniques to describe these processes. In particular students will examine Sales and Distribution, Procurement, and Manufacturing Management and how these process interact. Students will be exposed to industry standard information systems and products used to support these processes. During the study of these processes, students will examine the roles of the different players, the data and forms used in the processes, and the flow of activities in completing the processes.

Credit Points: 12

Learning Outcomes: On completion of this unit students will be able to: Describe the fundamental business processes including Sales and Distribution, Procurement, and Manufacturing Management; Produce the necessary systems documentation for a business process; Design views of data for different process users; Describe the data used for input and output, screens, forms and reports; Identify different process users and formally describe their information needs; Identify the underlying processes in a business system; Identify the underlying processes supported by information systems; Apply industry standard modelling standards including EPCs, BPMN, UML

Class Contact: 2 hours lecture 1 hour laboratory work

Required Reading: Readings and resources that reflect current theory and practice in business process modelling will be compiled by the unit co-ordinator and made available via Blackboard

Assessment: 100% project work. Four assignments to be weighted by content. Group work will be included within parts of their assignment work. Minimum of 50% of assessment will be learning in LiWC. Assignment, Modelling assignment, 10%.

Assignment, User Study, 20%. Assignment, Business Process Analysis assignment, 30%. Assignment, BusinessProcess Modelling assignment, 40%.

BCO2046 BUSINESS PROCESS INTEGRATION

Locations: Footscray Park, Other.

Prerequisites: BCO2045 - BUSINESS PROCESS MODELLING

Description: The unit of study investigates the problems faced by organisations in supporting multiple business processes from both an IT and business perspective. Students will examine these processes in integrated environments such as SAP and separate applications. Students will study the basic components of these systems (master data, organisational units, rules, transactions, documents, applications). Students will also study the management of processes including monitoring and process improvement. Issues relating to the technical integration of business processes will also be examined.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: define and describe the components of a business process (master data, organisational units, rules, transactions, documents, applications) using formal modelling techniques; describe essential (sales and distribution, Financial, Manufacturing and planning, Human resources) and how they interact with one another; map the components of a business process to transactions in an application product; identify appropriate metrics for assessing processes; develop strategies for monitoring and improving processes; identify different types of middleware used to integrate applications; map a simple data set between 2 applications; provide a physical and logical description of data; discuss approaches to integrating processes across applications; identify and describe appropriate standards that apply to communications between applications.

Class Contact: Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials.

Required Reading: In order to ensure students are exposed to current thinking in this domain, and to allow flexibility in the mix of relevant theory and industry practice, a set of readings will be compiled by the unit co-ordinator and distributed via Blackboard.

Assessment: Project, Major Project, 100%. Depending on the Unit coordinator, four assignments weighted by content in each assignment. Group work will be included within parts of their assignment work.

BCO2047 DATABASE SYSTEMS MANAGEMENT

Locations: Werribee, Footscray Park, Other.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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. Backend processing for applications and data storage and maintenance processes. Archiving and the study of workflow. Students may have the opportunity to gain Industry certifications in software packages such as MS SQL Server and Oracle.

Credit Points: 12

Learning Outcomes: At the conclusion of this unit, students should be able to: Understand the database requirements within an enterprise Structure the data within the system to reduce redundancy Develop a database for any given enterprise using a modern Relational DBMS Use SQL within a RDBMS Provide backend processing for applications Understand different data storage and maintenance processes

Class Contact: 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.

Required Reading: Fundamentals of Database Management Systems Gillenson, M., 2005 John Wiley and Sons, USA.
BCO2148 SYSTEMS ANALYSIS

Locations: Footscray Park.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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; 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Define, compare, and contrast alternative methodologies used in developing information systems; Produce the necessary systems documentation at each point in the analysis of an information system, and to do so with clarity and completeness; Analyse a business need for information. Develop a plan needed for the investigation of user requirements; Efficiently develop and explain various system description documents, including data flow diagrams, entity relationship diagrams, event lists, process and data specifications (including data dictionaries); and Effectively communicate systems specifications in written form.

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


Assessment: Final Examination and Tests, 60%; Assignments, 40%.

BCO2149 DATABASE SYSTEMS

Locations: Werribee, Footscray Park, Other.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

Class Contact: Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.


Assessment: Tests and Assignments, 50%; Examination, 50%.

BCO2444 STRATEGIC INFORMATION SYSTEMS

Locations: Werribee, Footscray Park.

Prerequisites: BCO1103 - WEB ENABLED BUSINESS SYSTEMS

Description: 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 form 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit a student will: Understand the meaning if strategy and the processes of strategy formulation and implementation; Understand the importance of, and how, IS/IT strategy is to be aligned with business strategy; Competently use business strategy tools that include PEST, SWOT, the Boston Matrix and similar matrices, competitive forces model, CSFs, BS and value change analysis; and Understand the nature and importance of business re-engineering and how the internet can be used for competitive advantage.

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


Assessment: Final examination, 60%; Tutorial assignments, class presentations, written papers, 40%.

BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES

Locations: Werribee, Footscray Park, Other.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: This unit of study aims to prepare students to take an active role in the planning, implementation and maintenance of electronic commerce based hardware and systems software. Topics include: basic data communications concepts; basic transports and hardware; internet protocols used in electronic commerce; cryptography and security technologies; location technologies; information retrieval technologies; world wide web technologies; world wide web application tools; setting up a web server.

Credit Points: 12

Learning Outcomes: 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, 30%; Test, 20%; Examination, 50%.

BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES

Locations: Werribee, Footscray Park.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS
Description: 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 traffic analysis metrics and other techniques; analysis and design of EC systems; development tools and templates.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Research assignments (approx 3000 words), 30%; Tutorial exercises, 10%; Tests, 10%; Examination, 50%.

BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS

Locations: Werribee, Footscray Park, Other.

Prerequisites: BCO1041 or BCO1147 Introduction to Programming Concepts, BCO2149 Database Systems, BCO2500 Electronic Commerce Technologies, BCO2501 Electronic Commerce Business Interfaces.

Description: 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 knowledge of various programming and/or scripting languages for developing, installing, maintaining and testing web pages and electronic documents that incorporate text, graphic images, video and audio. Topics include: the concepts of good and bad web page design, basic HTML, creating links, text formatting, creating tables and forms, client-side and server-side programming, distributed computing, developing dynamic websites with database back-end support.

Credit Points: 12

Learning Outcomes: Understanding Internet technology Understanding concepts of distributed computing Understanding security issues associated with e-commerce websites Developing client-side scripting skills Developing server-side programming skills using popular programming technologies supporting database connectivity

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: Two assignments 40%; Practical work in class 10%; Examination 50%. Examination, End-of-semester exam, 50%. Assignment, Website back-end design, 20%. Assignment, Web site front-end design, 20%. Tutorial Participation, Demonstration of completed practical tasks, 10%.

BCO2503 TRANSPORTATION INFORMATION SYSTEMS

Locations: Werribee.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Assignment and Case Studies, 50%; Final examination, 50%.

BCO3001 MANAGING IT SERVICE SUPPORT

Locations: Werribee, Footscray Park, Other.

Prerequisites: BCO1042 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to place the operational and management processes in context; be able to analyse the operation of an service/help desk; be able to organise and effectively manage a service/help desk; be able to apply ITIL guidelines for the management of an IT service/help desk; and have gained a greater understanding of the role and responsibilities of the Service Desk Manager.

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


Assessment: Assignments, 40%; Tutorial exercises and participation, 10%; Examination, 50%.

BCO3040 MANAGING SYSTEMS DEVELOPMENT

Locations: Werribee, Other.

Prerequisites: BCO2041 - SYSTEMS ANALYSIS AND DESIGN

BCO2148 - SYSTEMS ANALYSIS

BCO3144 - SYSTEMS DESIGN

Description: 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, Project Implementation, Project Evaluation, Project Closure. The unit of study aims to give students an appreciation of the various approaches to project management and the management of IT systems. 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.
and Control, and Project Termination. Topics include: Strategic IT systems and the alignment with business goals, the identification of project phases and tasks, estimation techniques, resource allocation, tendering processes, project quality, risk assessment, version control, project change management and communication.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, 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; and 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

Locations: Werribee, Other.

Prerequisites: Nil.

Description: This unit of study will explore new and emerging technologies and processes, which are emerging. Topics will be of current concern within the information systems community with special attention to those topics relevant to graduating students. Site visits and guest speakers could be used in the delivery of this unit of study. Indicative of the sort of topics to be considered are: new operating environments, new methodologies, Business Process Re-engineering, GIS, legacy systems, and the electronic commerce. The unit of study matter is to be determined on a year by year basis by the School in consultation with relevant industry advisory panels.

Credit Points: 12

Learning Outcomes: 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: Writing exercises, Research Proposal, Presentation and other assessment tasks as deemed appropriate, 100%. Assessment will be both teamwork exercises and individual components.

BCO3044 WEB ENABLED BUSINESS RESEARCH

Locations: Footscray Park.

Prerequisites: BCO1003 - WEB ENABLED BUSINESS SYSTEMS

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Assignment and tests, 40%; Final examination, 60%.

BCO3047 INFORMATION SYSTEMS IMPLEMENTATION CONCEPTS

Locations: Footscray Park, Other.

Prerequisites:

Description: In this unit of study students will examine the organizational issues associated with the development, management and implementation of a new information system. Specific emphasis will be given to the development of skills and strategies of an IS professional for the introduction and implementation of a strategic information systems in an organization. Issues will include: business process redesign, version control, success factors and quality assurance, user resistance and change management issues, data transfer, testing strategies and evaluation, benefits analysis and realisation, outsourcing, off-shoring and contractual requirements, user training and user support. Particular emphasis will be given to roles of project management requirements at all stages of development and implementation.

Credit Points: 12

Learning Outcomes: At the end of the unit students will be able to: Understand the importance of strategies and procedures in the development, management and implementation of a new information system Possess an overview of the basic components of the management and implementation of an information system. Identify and evaluate current issues impacting on the development and implementation of an information system such as outsourcing and off-shoring Understand the importance of the alignment between systems requirements and implementation Identify and develop strategies for the successful implementation
of a strategic information system. Understand the concepts of project management requirements in the development and implementation of an information system.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials.

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

**Assessment:** Exercise, Workshop and Tutorial Activities, 70%; Examination, Final Examination, 30%.

**BCO3048 INFORMATION SYSTEMS GOVERNANCE AND ETHICS**

**Locations:** Footscray Park.

**Prerequisites:** BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

**BFP2001 - PROFESSIONAL DEVELOPMENT 2**

**Description:** This unit of study examines the governance and ethical responsibilities of information professionals, IS ethics, corporate compliance, IT governance and regulatory requirements. The unit focuses on the skills and knowledge required for effective collecting, managing and communicating of information in supervisory, support and/or management positions, in relation to governance and ethical responsibilities.

**Credit Points:** 12

**Learning Outcomes:** Describe and understand the main principles of IS Governance and Ethics. Demonstrate an understanding of the basic concepts and applications of IS Governance frameworks and standards, including familiarity with applications such as COBIT and ITIL. Understand the organisational benefits of effective IS and be able to be prepare and present a business case reflecting demonstrating the benefits of IS governance in a specific organisational context. Analyse business cases by identifying key IS governance and ethical issues, and make recommendations by addressing these issues for the benefit of the organisation. Appreciate the role and responsibility of ICT professionals by evaluating ethical issues using IS professional code of ethics and codes of conduct. Analyse risk management issues with respect to social, business and ecological environments and compliance.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials.

**Required Reading:** There is no prescribed text for this unit of study, though an extensive list of online reading materials will be provided.

**Assessment:** Case Study, Case Studies on Ethics and governance, 40%. Case Study, IS governance in practice, 40%. Test, Tests, 20%.

**BCO3144 SYSTEMS DESIGN**

**Locations:** Footscray Park.

**Prerequisites:**

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: demonstrate the ability to plan for the management and implementation of a computer information system; demonstrate the knowledge and skills necessary to develop a physical design for an operational system; demonstrate the ability to apply systems analysis and design skills to develop computer-based information systems; discuss the issues involved in the design of input, output, screens, forms and reports; design appropriate input, output, processing and storage to meet the needs of the application being developed; describe security design principles; discuss quality assurance in systems development and be aware of techniques available to measure and implement it; and discuss the design of systems considering the reduction of costs and productivity improvements through the use of modern design technology.

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

**Required Reading:** Current Available Textbook—Students to be advised.

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

**BCO3148 INTERNET PROGRAMMING FOR BUSINESS**

**Locations:** Footscray Park.

**Prerequisites:** BCO1103 - WEB ENABLED BUSINESS SYSTEMS

**BCO1147 - INTRODUCTION TO PROGRAMMING CONCEPTS**

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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:** Semester assignments and tests, 40%; Final examination, 60%.

**BCO3149 COMPUTING PROJECT**

**Locations:** Footscray Park.

**Prerequisites:** BCO3150 - SYSTEMS IMPLEMENTATION

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Current Available Textbook—Students to be advised.

**Assessment:** Project Deliverables, 90%; Oral presentation, 10%.
BCO3150 SYSTEMS IMPLEMENTATION

Locations: Werribee, Footscray Park.

Prerequisites: BCO2502 - DEVELOPING ELECTRONIC COMMERCE SYSTEMS
BCO3144 - SYSTEMS DESIGN

OR

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Current available textbook—Students to be advised.

Assessment: Assignments, 70%; Final examination, 30%.

BCO3151 ERP SYSTEMS CONCEPTS

Locations: Footscray Park, City Flinders.

Prerequisites:

Description: This unit of study aims to extend the knowledge of introductory programming concepts and techniques by providing students with practical experience in report programming in an Enterprise Resource Planning System (ERP) environment. It will also introduce the processes that are the basis for many ERP implementations.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: apply a methodology to develop reporting programs within an Enterprise Resource Planning System (ERP) environment; demonstrate skills in converting design to an ERP programming language; apply suitable testing strategies and planning approaches to ensure successful ERP implementation; understand the linkages between functional modules and processes within ERP 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. Unit of study equal to 12 credit points.


Assessment: Examination, Final Examination, 60%; Assignment, Report Programming through SAP, 15%; Assignment, Business Processes through ERP Systems, 15%. Presentation, ERP Systems Presentation, 10%.

BCO3152 WEB SYSTEMS AND TECHNOLOGIES

Locations: Footscray Park.

Prerequisites: BCO1042 - INFORMATION SYSTEMS DEVELOPMENT
BCO3047 - INFORMATION SYSTEMS IMPLEMENTATION CONCEPTS

Description: This course describes a number of technologies that are vital for the development of internet-based applications. Topics covered include technical concepts behind the Internet, distributed systems, client-server and peer-to-peer models, web development principles, client-side and server-side programming, important security concepts.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: understand the potential of the Internet for business growth; be familiar with different business models; explore how the Internet works; have a basic understanding of distributed computing; understand the principles of website design; be able to design, implement, test and debug dynamic web-based applications.

Class Contact: Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials or workshops.

Required Reading: To be advised by the lecturer.

Assessment: Examination, Final Examination, 50%. Case Study, Website development tasks, 25%. Laboratory Work, Exercises in website design, 25%.

BCO3153 SERVICES ORIENTED SYSTEMS

Locations: Footscray Park.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS
BCO3048 - INFORMATION SYSTEMS GOVERNANCE AND ETHICS

Description: The unit focuses on the emerging services oriented solutions for e-business sectors. It covers the key issues of service operations, services oriented architecture, services management, and services oriented systems for e-business. The concepts and practice associated with the unit will be offered in line with the major industry vendors in the field, e.g., IBM, SAP, and Tibco through various case studies in the lectures and tutorials. It aims to combine academic knowledge with up-to-date industry practice in the field.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: Apply services oriented methodology to design solutions for e-business integration tasks; Understand the linkages between services oriented systems and business needs; Gain a general understanding on how integration tasks are solved in practice through leading vendors' products; Use example services oriented system either through a prototype system or on a vendor's platform to solve simple integration tasks.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials.


Assessment: Examination, Final Examination, 60%; Assignment, Tutorial Assignments, 10%, Presentation, Class Presentations, 5%, Project, Project, 25%.

BCO3248 OPERATING SYSTEMS

Locations: Footscray Park.

Prerequisites: BCO1012 - INFORMATION SYSTEMS FOR BUSINESS

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 40%; Final Examination and Tests, 60%.

BCO3345 OBJECT ORIENTED SYSTEMS

Locations: Footscray Park.

Prerequisites: BCO1147 - INTRODUCTION TO PROGRAMMING CONCEPTS

BCO2148 - SYSTEMS ANALYSIS

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Semester assignments, 40%; Final Examination and tests, 60%.

BCO3348 KNOWLEDGE MANAGEMENT TECHNOLOGIES

Locations: Footscray Park.

Prerequisites: BCO1103 - WEB ENABLED BUSINESS SYSTEMS

Description: 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-how' to put that knowledge into practice. It will enable students to move from an appreciation of what knowledge is, to be able to form communities of practice where what is being communication is actually being used in practice.

Credit Points: 12

Learning Outcomes: 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: Final examination, 50%; Tutorial assignments, class presentations, written papers, project, 50%.

BCO3350 ERP PROGRAMMING CONCEPTS

Locations: Footscray Park.

Prerequisites: BCO1147 - INTRODUCTION TO PROGRAMMING CONCEPTS

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Current available textbook - Students to be advised.

Assessment: Practical assignments, 40%; Final examination, 60%.

BCO3357 DATA STRUCTURES FOR BUSINESS PROGRAMMING

Locations: Werribee, Footscray Park.

Prerequisites: BCO1147 - INTRODUCTION TO PROGRAMMING CONCEPTS

Description: 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 structure 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.

Credit Points: 12

Learning Outcomes: 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: Final examination, 60%; Assignments, 40%.

BCO3443 THE INFORMATION PROFESSIONAL

Locations: Footscray Park, Other.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

BCO2040 - MANAGING THE COMPUTING ENVIRONMENT OR
FACULTY OF BUSINESS AND LAW

Description: This unit of study examines the diverse role of the Information Professional, focusing 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.

Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: Group work, assignments and presentations, 60%; Examination, 40%.

BCO4501 BUSINESS PROCESS ENGINEERING

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.

Credit Points: 12
Learning Outcomes: 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: Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

BCO4601 CURRENT ISSUES IN INFORMATION SYSTEMS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

BCO4603 ENTERPRISE RESOURCE PLANNING SYSTEMS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: 2000 word case study, 25%; 2000 word research project, 25%; System design and implementation project (practical), 50%.
BCO4641 USER COMPUTING

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO4642 SYSTEMS DEVELOPMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO4643 KNOWLEDGE ENGINEERING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO4644 OBJECT ORIENTED PROGRAMMING AND DESIGN

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignment/Project development using UML modelling and object oriented programming, 100%.

BCO4645 INTERNETWORKING SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internet worked LANs; internetworking within a WAN context; internetwork with bridges; routers; gateways; WAN protocols; designing and implementing an internet worked system; internetwork management; future trends.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Presentation, 10%; Test, 40%; Assignments, 50%.

BCO4646 SYSTEMS SUPPORT PROGRAMMING

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO4652 BUSINESS RESEARCH METHODS

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

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.

Required Reading: Management Plan for Research and Professional Practice, School of Information Systems, Victoria University of Technology.

Assessment: Assignments, 50%; proposal, 50%.

BCO4653 MANAGEMENT OF INFORMATION TECHNOLOGY

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will: be familiar with current research and developments in information technology management; be familiar with important management issues in managing information technology; understand the information management approach, its nature and importance; be able to apply relevant methods and techniques to better manage information resources; have applied a relevant method or part of a method to an organisation or part of an organisation and prepared a report; planned and prepared a substantial research paper on a designated topic; and have critically reviewed research papers, presented the evaluations and lead group discussions on the evaluations.

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

Required Reading: To be advised by lecturer.

Assessment: Assignments, 70%; Presentations, 30%.

BCO4654 DATABASE DESIGN

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO4656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 40%; Case Study, 40%; Presentations, 20%.
BCO4658 INTERNET COMMERCE

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include: - an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies; internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.

Credit Points: 12

Learning Outcomes: 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 Assignments, 60%; Case studies, papers, electronic commerce site analysis and oral presentations, 40%.

BCO4659 EXECUTIVE AND MOBILE COMPUTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: 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

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

BCO4661 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION

Locations: City Flinders.

Prerequisites: BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Norbet, W., 1999, Successful SAP R/3 Implementation.

Assessment: Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

BCO4662 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.
BCO4672  THE INFORMATION SYSTEMS PROFESSIONAL

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.

Assessment: Assignments and Class Presentations, 60%; Final Examination and tests, 40%.

BCO4673  USABILITY DESIGN FOR E-BUSINESS

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.

Credit Points: 12

Learning Outcomes: 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: Small Business Case Study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

BCO4701  BUSINESS PROCESS ENGINEERING

Locations: City Flinders, On-line.

Prerequisites: Nil.

Description: 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.

Credit Points: 12


Assessment: Practical Assignments, 30%; Case Studies, Papers and Oral Presentation, 20%; Test, 10%; Final Examination, 40%.

BCO4702  RESEARCH PROJECT (PART TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 24

Learning Outcomes: 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 is 24 credit points per semester.

Required Reading: To be advised by lecturer.

Assessment: Written thesis, 85%; seminar, 15%.

BCO5501  RESEARCH PROJECT (FULL-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: 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 48 credit points.

Required Reading: To be advised by lecturer.

Assessment: Written thesis, 85%; seminar, 15%.
**BCO5502 CLIENT SERVER TECHNOLOGY**

**Locations:** City Flinders, On-line.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** To be advised.

**Class Contact:** Unit of study equal to 12 credit points.


**Assessment:** Assignment 1, 25%; Examination, 50%; Assignment 2, 25%.

**BCO5647 APPLICATIONS PROGRAMMING TECHNIQUES**

**Locations:** City Flinders, On-line.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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, 40%; Exam, 60%.

**BCO5650 ENTERPRISE E-COMMERCE**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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:** Minor assignment 1, 25%; Minor assignment 2, 25%; Major assignment, 50%.

**BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION**

**Locations:** City Flinders, Off-shore.

**Prerequisites:** Nil.

**Description:** 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: ASAP Project life cycle, Implementation strategies, Change Management, Data conversion, Implementation Testing, Implementing project reporting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study students should be able to: Critically evaluate the importance of Implementation in the development of enterprise wide systems, Understand the need for linking enterprise mission and goals with the implementation of ERP systems, and Use tools to aid and understand the implementation process.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and 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, 15%; Project Planning for ERP, 15%; Creative Works, Implementation Training Tools, 15%; Assignment, Data Cleansing & Conversion, 15%; Presentation, Implementation Tool Application & Presentation, 45%. Test, Readiness Tests, 10%.
BCO5652 TRANSACTION PROGRAMMING TECHNIQUES

Locations: City Flinders.

Prerequisites: BCO5647 - APPLICATIONS PROGRAMMING TECHNIQUES

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 40%; Final Examination, 60%.

BCO5653 BUSINESS INFORMATION SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: The aim of this unit of study is 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 stakeholders in information systems; business applications of information technology including: types of information systems used in business, and the use of Internet technologies in business.

Credit Points: 12

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

BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS

Locations: City Flinders.

Prerequisites: BCO5653 - BUSINESS INFORMATION SYSTEMS

Description: The aim of the unit of study is to provide students with the ability to apply systems analysis and design processes. It will develop students’ abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Business Information Systems. Students will learn to identify and document a range of client needs including business requirements, quality processes, usability needs, and cost and time constraints. A case study approach will be used in assignment to provide students with practice in the application of techniques that are used to identify and meet client needs. Topics will be drawn from: Systems Development Methodologies: model driven, rapid application, and hybrid; User Requirements Identification: object oriented analysis and design, process modelling, data modelling, and database design; Systems integration and ERP products; input/output design and usability; quality assurance and development metrics; application architecture; security and controls; system documentation.

Credit Points: 12

Learning Outcomes: 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: Case Studies, 50%; Final examination, 50%. Students are expected to obtain at least 40% in each component of assessment as well as 50% aggregate score to gain a pass in the unit of study.

BCO5655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT

Locations: City Flinders.


Description: 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-world business 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.

Assessment: Internal assessment comprising a combination of working system submission, oral presentations, written reports and/or demonstrations, 100%.

BCO5656 INFORMATION SYSTEMS PROGRAMMING

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to provide students with an understanding of algorithm design and structured program design within an event-driven/object oriented environment. It aims to provide students with a basic knowledge of programming as a method for solving business-related information systems.
problems. Topics include: program components such as objects and modules; algorithm design using pseudocode and controls structures; programming concepts such as data types, variables and constants; program development, testing and debugging techniques; accessing databases using queries, SQL, record sets and access methods; program documentation.

Credit Points: 12

Learning Outcomes: To be advised.

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


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

BCO6006 INFORMATION SYSTEMS AND CRIMINAL JUSTICE

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: The unit of study will deal with the changing face of information, sorting and retrieving information, information and computer-based systems, decision support systems, intelligent support systems, e-commerce, criminal justice information (robbery and the FLINTS systems), financial fraud detection (the POIROT system), forensic accounting, computer crime and financial regulation.

Credit Points: 12

Learning Outcomes: To be advised.

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


Assessment: One Practical assignment (2500 words), 50%; One three-hour examination, 50%.

BCO6179 ENTERPRISE PROJECT SYSTEMS

Locations: City Flinders.

Prerequisites: BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

Description: 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 system, project structures, project planning, logistics interface, accounting interface, human resources interface, budgeting, project execution, period and closing, reporting and interfaces to MS project.

Credit Points: 12

Learning Outcomes: To be advised.

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


Assessment: Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.
BCO6183 ENTERPRISE APPLICATION INTEGRATION

Locations: City Flinders.

Prerequisites: BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

Description: 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 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.

Credit Points: 12

Learning Outcomes: 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, 100%.

BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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

BCO6185 EXECUTIVE AND MOBILE COMPUTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: 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

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study provides an overview of the effective management and use of information technology in business. It introduces the student to a broad range of topics relating to the field of information systems, highlighting the link between information technology and business, and the role of IT professionals in systems development. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small information systems. Students will gain an appreciation of: management information and systems, the roles of IT staff and IT users, and various information technology concepts. Topics covered will include: types of information systems and the advantages of integrated systems, problem solving and decision making, process 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.

Credit Points: 12

Learning Outcomes: 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: Case Studies and practical assignments, 50%; Examination, 50%.

BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

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

**Assessment:** 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

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**BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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 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.

**Required Reading:** Curran, Tomas, Kellar, Gerhard, 1998, SAP R/3 Business Blueprint, Prentice Hall PTR.

**Assessment:** Internal assessment comprising a combination of assignments and class test, 100%.

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**BCO6604 CUSTOMER RELATIONSHIP MANAGEMENT**

**Locations:** City Flinders, Off-shore, On-line.

**Prerequisites:**

**Description:** Customer Relationship Management (CRM) embraces aspects of daily business activities that include marketing, sales and service—were customers tend to be directly and regularly engaged. The unit will examine different aspects of the way that a firm can practice CRM with content potentially drawn from topics that deal with marketing and planning, campaign management, e-marketing, lead management, analytics, customer segmentation, service order support and customer processing. Both theoretical and practice content will underpin the unit—with student learning being based on using a combination of computer-based exercises, case studies and industry speakers.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to: Define Customer Relationship Management (CRM) Systems in terms of: Identifying and classifying an enterprise’s important customers. Engaging in marketing campaigns. Identifying and understanding consumer purchasing behaviour. Improving customer service. Exploring the role of call centres. Identifying marketing and sales processes. Identifying new customers and/or further engage existing customers. Gain exposure to an industry-based CRM system.

**Class Contact:** Lecture/presentations: 2 hours/week Workshop: 1 hour/week

**Required Reading:** Customer Relationship Management : A Databased Approach Kumar, V. & Reinartz, W. J. (2006) John Wiley & Sons Inc

**Assessment:** Assignment, Practical Assignment, 20%, Assignment, CRM using Enterprise Systems, 25%. Presentation, CRM Systems, 30%. Test, Theory, 25%.

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**BCO6610 INTERNET TECHNOLOGIES IN BUSINESS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** To be advised.

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


**Assessment:** Intranets in business - use of intranets for business processes, 25%; Using the Internet for business communication, 15%; Personal networks and mobile computing, 15%; Business research of the Internet, 15%; Class Test, 30%.

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**BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS**

**Locations:** City Flinders.

**Prerequisites:** BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Short essay/Literature review, 10%; Workshop exercises, 10%; Academic Paper, 40%; Project Proposal, 40%.

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**BCO6616 BUILDING INTERNET COMMERCE SYSTEMS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.
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Assessment: Practical Assignment involving Web site Construction, 50%; Case study and Presentation, 30%; Theory test, 20%.

BCO6641 USER COMPUTING

Locations: City Flinders.

Prerequisites: Nil.

Description: Rise of user computing: development of user computing, classifications of users, general issues of user computing to be faced. User environments and user needs: office and work environments. User application development: types of applications, assessment of user developed applications. Managing user computing: benefits, factors for success, concerns and fundamental decisions costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 40%; Presentations, 30%; Final Exam, 30%.

BCO6642 SYSTEMS DEVELOPMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to impart knowledge and develop competencies in key aspects of systems development. The major topics are drawn from: system development paradigms; requirements engineering; participatory design information technology; SAP and the development of systems; project failure; re engineering; IT implementation; quality assurance and standards; Web site design; enterprise modelling; EC strategy and the development cycle; new development technologies eg PDA’s, Mobile devices; new development techniques eg XML.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6644 OBJECT ORIENTED PROGRAMMING AND DESIGN

Locations: City Flinders.

Prerequisites: Nil.

Description: The aim of the unit of study is to give students an understanding of advanced aspects of object oriented 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6645 INTERNETWORKING SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internetworked 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6643 KNOWLEDGE ENGINEERING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6644 OBJECT ORIENTED PROGRAMMING AND DESIGN

Locations: City Flinders.

Prerequisites: Nil.

Description: The aim of the unit of study is to give students an understanding of advanced aspects of object oriented 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.
BCO6646 SYSTEMS SUPPORT PROGRAMMING

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY

Locations: City Flinders.

Prerequisites: Nil.

Description: 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, eCommerce and IT management.

Credit Points: 12

Learning Outcomes: After completing this Unit of Study students will: be familiar with current research and developments in information technology management; be familiar with important management issues in managing information technology; understand the information management approach, its nature and importance; be able to apply relevant methods and techniques to better manage information resources; have applied a relevant method or part of a method to an organisation or part of an organisation and prepared a report; plan and prepare a substantial research paper on a designated topic; and have critically reviewed research papers, presented the evaluations and lead group discussions on the evaluations.

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

Required Reading: To be advised by lecturer.

Assessment: Assignments, 100%.

BCO6654 DATABASE DESIGN

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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 and class presentations, 60%; Final examination, 40%.

BCO6656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 and skills of project management are used in the technology industry. Project management involves different aspects including effective planning, managing resources, communication, and controlling activities. It is an essential skill for 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments, 70%; Class tests 30%.

BCO6658 INTERNET COMMERCE

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include: an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies, internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.

Credit Points: 12

Learning Outcomes: 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%; Class tests 30%.
BCO6659 DATABASE TRANSACTION SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Morris-Murphy, L., 2003, Oracle9i: SQL, Thomson Course Technology, Canada.

Assessment: Class assignment, 70%; tests, 30%.

BCO6670 ENTERPRISE NETWORK SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to give students a broad insight into the network technologies and their wider use within and outside a business environment. Topics include: Role of Enterprise Networking Systems (ENS) in contemporary business practice and technologies; role of the Internet for Business applications; principles of basic telecommunications necessary for ENS understanding; The Local area network (LAN) as a fundamental component of ENS; The Wide Area Network (WAN) as a fundamental component of ENS; inter-networking technologies used in ENS; advanced client-server models for ENS; web based technologies and standards; ENS management, ENS design.

Credit Points: 12

Learning Outcomes: 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: Class assignments and tests, 30%; Final examination, 70%.

BCO6671 INFORMATION SYSTEMS RESEARCH AND WRITING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Research Proposal, 85%; Seminar Presentation, 15%.

BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to provide students: 1) with an overview of the requirements and skills for professional and ethical behaviour as an ICT professional 2) opportunities to develop and apply ICT, communication and management skills and competencies within a variety of professional scenarios. 3) To critically evaluate contemporary issues relevant to an ICT professional. Topics include: Professional and ethical codes of conduct, the role and importance of professional standards organisations, business processes (eg negotiation, procurement and tendering), professional competencies (eg risk analysis, feasibility studies and quality assurance) and contemporary issues (eg security, privacy, internet censorship, workplace surveillance and digital intellectual property).

Credit Points: 12

Learning Outcomes: On completion of this unit students should be able to: critically analyse scenarios of ICT use and clearly identify the issues, consequences and alternative views; apply ethical principles to case situations of ICT use; understand the role of IT professionals and their interactions with users of information and the wider community; understand, debate and practice the requirements and skills for responsible and ethical membership of the Information Technology profession; understand the issues and requirements of ethical compliance as an information professional; understand the legal and legislative requirements for IT professional practice; understand the role played by IT and IT professionals in achieving business goals in contemporary organizations; understand the organisational dynamics and role of an information professional within the business environment; prepare, present and evaluate a business plan; and demonstrate professional skills in business processes such as negotiation.

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

Required Reading: Latest Available Textbook-Students to be advised.

Assessment: Assignments and class presentations, 60%; Final examination and tests, 40%.

BCO6673 USABILITY DESIGN FOR E-BUSINESS

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural
and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.
Assessment: Assignments consisting of a combination of case studies, papers, practical work and oral presentations, 60%; Final examination, 40%.

BCO6674 MOBILE INTERFACES

Locations: City Flinders.
Prerequisites: Nil.
Description: Topics include an overview of Mobile Interface Design, Mobile Interface Design and Business Processes, Usability testing, design standards, multi-modal input, emerging mobile applications, mobile devices as extension of the senses, interface design on the social impact of mobile communication, mobile interface to web services.

Credit Points: 12
Learning Outcomes: After completing this unit 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. Student 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.

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

Required Reading: To be advised by the lecturer.
Assessment: Assignments, 70%; Examination, 30%.

BCO6675 SECURITY MANAGEMENT

Locations: City Flinders.
Prerequisites: Nil.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised.
Assessment: Assignments, 80%; Class Exercises, 20%.

BCO6676 BUSINESS INTELLIGENCE SYSTEMS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: Introduction to SAP's BW
Assessment: Assignments, 60%; Examination, 40%.

BCO6677 XML FOR INFORMATION SYSTEMS INTEGRATION

Locations: City Flinders.
Prerequisites: Nil.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.
Assessment: Assignments, 50%; Project, 50%.

BCO6678 IMPLEMENTING INFORMATION SYSTEMS CHANGE

Locations: City Flinders.
Prerequisites: Nil.
Description: The unit of study will enable students to develop the skills for the design and implementation of information systems strategy. The content will include: Business and IS strategy, Strategy methodologies, Critical success factors, Role of change management, training and documentation, and user support mechanisms.

Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: Assignments, 80%; Examination, 20%.

**BCO6679 WEB SERVICES**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 (PBEL/WS), EAI and Web services.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.
Assessment: Assignments, 70%; Examination, 30%.

**BCO7700 MINOR THESIS (FULL TIME)**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 36

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.
Assessment: Seminar, 15%; Written thesis (or product solution), 85%. Students are required to present one one-hour seminar on their research work.

**BCO7701 MINOR THESIS (PART TIME)**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 18

Learning Outcomes: 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 is 18 credit points per semester.

**BCO8000 DISSERTATION (THEESIS) (DBA) (FULL-TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 48

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.
Assessment: Dissertation thesis, 100%.

**BCO8001 DISSERTATION (THEESIS) (DBA) (PART-TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 24

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.
Assessment: Dissertation thesis, 100%.

**BCO8002 PHD RESEARCH (FULL TIME)**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48
Learning Outcomes: 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.

Required Reading:

Assessment: Research thesis (or product solution); 100%.

BCO8003 PHD RESEARCH (PART TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 24

Learning Outcomes: 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.

Required Reading:

Assessment: Research thesis (or product solution); 100%.

BCO8610 MANAGEMENT INFORMATION SYSTEMS 1

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading:

Assessment: Case studies and practical assignments, 50%; Examination, 50%.

BCO8612 ISSUES IN MANAGEMENT INFORMATION SYSTEMS RESEARCH

Locations: City Flinders.

Prerequisites: BCO8610 - MANAGEMENT INFORMATION SYSTEMS 1

Description: 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.

Credit Points: 12

BCO9800 RESEARCH THESIS (FULL TIME)

Locations: City Flinders.

Prerequisites:

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading:

Assessment: Research thesis (or product solution), 100%.

BCO9801 RESEARCH THESIS (PART TIME)

Locations: City Flinders.

Prerequisites:

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading:

Assessment: Research thesis (or product solution), 100%.

BCP8002 PHD (RESEARCH) (FULL TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Class Contact: To be advised.

Required Reading: References will depend on the research to be undertaken.

Assessment: Research thesis, 100%.
BCP8003 PHD (RESEARCH) (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: Research thesis, 100%.

BEO3202 SUPPLY PRINCIPLES

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: Nil.

Description: This unit of study aims to provide students with an understanding of the operational importance of procurement, for the strategic supply of goods and services to business organisations - topics include: strategic procurement; steps in the buying process, matching supply with demand, buying at the right price, e-procurement, sourcing and managing suppliers, outsourcing, supplier relationships, contracts and negotiation.

Credit Points: 12

Learning Outcomes: Through an analysis of supply chain systems, students will develop an awareness of the importance of good relationships with suppliers of goods and services; understand the various approaches in managing the relationship with suppliers; understand the structure and uses of total cost, value for money and value/cost analysis. Students will also develop an integrated understanding of the purchasing function, drawing on the many disciplines - from ethics and human resources to supply, sourcing and strategy - that all contribute to a full knowledge of purchasing practice and techniques. Students will also gain an international perspective on global sourcing and supply chain management 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, Individual Assignment, 20%. Case Study, Group Exercise, 30%. Tutorial Participation, Oral Presentation, 10%. Examination, Final Examination, 40%.

BGP6513 BUSINESS RESEARCH METHODS

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: The unit of study aim is to equip students with an understanding of Business Research Methods in order to equip them with the necessary skills for completion of their minor thesis. On completion of the unit of study, students would be able to be more conversant with the major principles involved in planning and executing research projects, conceptualise a research problem and contextualise it within a body of theory, operationalise concepts to test theoretical conceptualisations, have knowledge in developing and/or selecting appropriate measurement instruments for data collection, know various procedures in collection and analysis of data and acquire skills in report writing and dissemination of findings.

Credit Points: 18

Learning Outcomes: To be advised.

BGP7700 THESIS (FULL-TIME)

Locations: City Flinders.

Prerequisites: BGP6513 - BUSINESS RESEARCH METHODS

Description: The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

Credit Points: 36

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by lecturer.

Assessment: Pass/fail based on a panel examination of the final thesis submission, 100%.

BGP7701 THESIS (PART-TIME)

Locations: City Flinders.

Prerequisites: BGP6513 - BUSINESS RESEARCH METHODS

Description: The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student’s ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

Credit Points: 12

Learning Outcomes: To be advised.
BGP7702 MBA MAJOR PROJECT (FULL-TIME)

**Locations:** City Flinders.

**Prerequisites:** BGP6513 - BUSINESS RESEARCH METHODS

**Description:** 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.

**Credit Points:** 36

**Learning Outcomes:** To be advised.

**Class Contact:** To be advised.

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

**Assessment:** Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.

BGP7703 MBA MAJOR PROJECT (PART-TIME)

**Locations:** City Flinders.

**Prerequisites:** BGP6513 - BUSINESS RESEARCH METHODS

**Description:** 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.

**Credit Points:** 18

**Learning Outcomes:** To be advised.

**Class Contact:** To be advised.

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

**Assessment:** Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.
BGP7706 MBA MINOR PROJECT (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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. This 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Pass/fail based on progress reports and assessment of final report by two appointed examiners, 100%.

BGP8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by lecturer.

Assessment: Dissertation thesis, 100%.

BGP8001 DISSERTATION (THESIS) (DBA) (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by lecturer.

Assessment: Dissertation thesis, 100%.

BGP8002 PHD RESEARCH (FULL TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: 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 is 48 credit points per semester.

Required Reading: To be advised by supervisor.

Assessment: Research thesis, 100%.

BGP8003 PHD RESEARCH (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 creativity in the field of business. Students should uncover new knowledge through the discovery of new facts, the formulation of theorems and 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.

Credit Points: 24

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

Required Reading: To be advised by supervisor.

Assessment: Research thesis, 100%.

**BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by supervisor.

Assessment: Thesis, 100%.

**BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by the supervisor.

Assessment: Thesis, 100%.

**BGP8016 INTERNATIONAL BUSINESS**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 16

Learning Outcomes: The objective of this unit is: To provide students with an overview of current thinking in issues associated with international business; To assist students in developing critical thinking skills necessary for undertaking research at the doctoral level; To assist in developing the ability to synthesize the disparate issues in the literature, and to present findings clearly and succinctly in written and oral presentations; and To assist students in developing skills suitable to communicating complex theoretical issues and ideas.

Class Contact: Four hours per week or equivalent for one semester.

Required Reading: To be advised by the lecturer.

Assessment: Individual and group research projects and presentations, 50%; Examination, 50%.

**BGP8017 STRATEGY AND INNOVATION**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 16

Learning Outcomes: The objective of this unit is for students to gain knowledge and awareness of the concepts related to information systems and their applications in the business environment. Students will learn about the role of information systems in strategic decision making, problem solving, and strategic communication skills through an examination of business strategies. Students will also learn about the strategic decision-making process and how information systems can support strategic decision making. Students will be advised on the requirements for innovation adoption.

Class Contact: To be advised.

Required Reading: To be advised by the lecturer.

Assessment: Individual and group research projects and presentations, 50%; Examination, 50%.

BGP8018 CONTEMPORARY BUSINESS RESEARCH

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study introduces students to the concepts and procedures associated with research methods. In particular, it covers the empiricism, which attempts to describe, explain, and make predictions based on observations of the real world. It will deal with the collection of data and appropriate data relevant to specific research questions, and will explore advanced levels of qualitative and quantitative methodologies.

Credit Points: 16

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by the lecturer.

Assessment: Individual and group research projects and presentations, 50%; Examination, 50%.

BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study introduces students to the issues involved in the production of research in applied fields of business administration. It will enhance knowledge of personal skills and competencies in conducting research in the broad industrial setting. Topics include conceptualisation of research problems, theoretical formulation and contextualisation, problems and pitfalls in research development, meta analysis of past research, operationalisation of research problems to test hypotheses, measurement and levels of measurement, procedures for data collection, analysis and presentation, report writing and dissemination of research findings. It is an activity-based unit of study that includes the appointment of a provisional supervisor at the end of the research proposal.

Credit Points: 16

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by the lecturer.

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.

BGP9002 DBA RESEARCH PROJECT A

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 96

Learning Outcomes: To be advised.

Class Contact: To be advised.

Required Reading: To be advised by the supervisor.

Assessment: The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words.

BGP9003 DBA RESEARCH PROJECT B

Locations: City Flinders.

Prerequisites: Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

Description: 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.

Credit Points: 96

Learning Outcomes: To be advised.
The research paper 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**

**Locations:** City Flinders.

**Prerequisites:** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:** The paper will report on independently conducted research that demonstrates the student’s ability to clearly define and conclude a business problem.

**Credit Points:** 64

**Learning Outcomes:** To be advised.

**Class Contact:** To be advised.

**Required Reading:** To be advised by the supervisor.

**Assessment:** The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research 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**

**Locations:** City Flinders.

**Prerequisites:** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:** The paper will report on independently conducted research that demonstrates the student’s ability to clearly define and conclude a business problem.

**Credit Points:** 64

**Learning Outcomes:** To be advised.

**Class Contact:** To be advised.

**Required Reading:** To be advised by the supervisor.

**Assessment:** The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research 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**

**Locations:** City Flinders, Other.

**Prerequisites:** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:** The paper will report on independently conducted research that demonstrates the student’s ability to clearly define and conclude a business problem.

**Credit Points:** 64

**Learning Outcomes:** To be advised.
**BMO1192 BUSINESS COMMUNICATION**

**Locations:** Werribee, Footscray Park, Sunbury.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** The aim of this Unit of Study is to give some information to guide learning, and to provide opportunities for practice and reflection so that the students can take change of their own development.

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


**Assessment:** Class assignments, 60%; Examination, 40%.

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**BMO2181 OPERATIONS MANAGEMENT**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to demonstrate: An overall appreciation of the operations function and its management in manufacturing and service industries and their supply channels; Insight into integration of the operations function with supply chain partners and business functions; A practical grounding in the planning and running of the production, logistics and service systems.

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

**Required Reading:** Heizer and Render, 2006, Operations Management, 8th edition, Prentice-Hall.

**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.

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**BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT**

**Locations:** Footscray Park.

**Prerequisites:** BAO2100 - INTRODUCTION TO SMALL ENTERPRISE

**Description:** This unit of study considers the application of managements studies to the small enterprise sector. Topics include comparative business structures; characteristics of small business owner managers; employee relations and training issues in small firms; business planning; and technology and small enterprise management.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Understand the application of management theory to entrepreneurial business, and Appreciate the key skills required by managers when evaluating the key issues in operating an entrepreneurial enterprise.

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

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

**Assessment:** Assignment, 50%; Examination, 50%.

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**BMO2183 ENTREPRENEURIAL BUSINESS ISSUES**

**Locations:** Footscray Park.

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** 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 issue and franchising.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Cases and readings to be advised by lecturer.

**Assessment:** Assignment, 50%; Examination, 50%.

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**BMO2271 ORGANISATIONS**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** This unit of study examines the practices and functioning of organisations at micro levels, with an emphasis on how the individual interacts and impinges on such organisational settings. It is designed specifically to provide students with practical skills and a better understanding of themselves as people which will enable them to be more effective managers. The topics covered in this unit of study include: personality, social perception, group dynamics, motivation and the management of personal behaviour such as stress management, conflict negotiation and career management strategies.

**Credit Points:** 12

**Learning Outcomes:** 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.

Assessment: Major assignment, 35%; Presentation, 15%; Final examination, 50%.

BMO2281 DESIGN OF THE PRODUCTIVE SYSTEM

Locations: Footscray Park.

Prerequisites: BMO2184 Operations Support Systems

Description: The aim of this unit of study is to familiarise students with the tools and techniques currently employed to aid manufacturers in a wide variety of production processes. This unit includes the following topics: computer integrated manufacturing (CIM), in various industries; future trends; development and obstacles to the implementation of CIM; fundamental concepts in applying CIM 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.

Credit Points: 12

Learning Outcomes: To be advised.

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.


Assessment: Assignments and case study, 30%; laboratory work, 20%; Final examination, 50%.

BMO2300 CAREER PLANNING AND DEVELOPMENT

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the Graduate labour market.

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

Required Reading: Frehse, W., 2003, Manage your own Career, Pearson Education, Australia.

Assessment: Group presentations, 20%; Employer research and Sample job application, 30%; Career Strategic Plan and workshop exercises, 50%.

BMO2354 CONFERENCES AND MEETINGS MANAGEMENT

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: The aims of the unit of study are to develop understanding and competencies related to the principles and processes required to effectively plan, manage and evaluate conferences and meetings. This unit includes the following topics: principles and practices of planning processes; planning, conducting, managing and evaluating conferences; planning, conducting, managing and evaluating meetings.

Credit Points: 12

Learning Outcomes: On successful completion of the unit, students should be able to: demonstrate an understanding of the planning process; demonstrate an understanding of the principles and processes involved in planning, conducting and evaluating conferences and meetings; demonstrate expert competencies in order to effectively plan, conduct and evaluate conferences and meetings; and professionally carry out a conference project in a syndicate group.

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

Required Reading: Cases and readings to be advised by lecturer.

Assessment: Class assignments, 60%; Final examination 40%.

BMO2402 MUSIC INDUSTRY MANAGEMENT

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: This unit 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, students should be able to demonstrate the competencies and skills required in the various management 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.


Assessment: Continuous assessment, 50%; Examination, 50%.

BMO2403 MANAGEMENT STRATEGY FOR ELECTRONIC COMMERCE

Locations: Werribee, Footscray Park, Other.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR
Description: 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 organisational strategy; E-business strategy, practices and impact; Managing e-business innovations; Managing internal and external relationships and e-leadership; Managing e-business information and knowledge; Economics of e-business, the Internet and the World Wide Web; Core competencies and capabilities in e-business; Managing change and culture in e-business; Technical aspects of e-business; E-business governance; Ethics of E-Business; making the investment decision; strategy implementation: managing change; the development of network firms: developing trust and collaborative practices; management of issues for electronic commerce: risk analysis, contingency planning, codes of practice, employee training and the development of standards; global trends and future directions in the management of electronic commerce.

Credit Points: 12

Learning Outcomes: Students will gain an understanding of how to strategically plan and manage the e-commerce business initiative in an organization by:
- Understanding the perspectives and business uses of e-commerce; Identifying appropriate e-commerce models; Defining and formulating the e-commerce strategy; Understanding the implications for the organization and staff; Developing and implementing strategies for managing information and knowledge; Transforming external relationships; Formation of strategic business networks and virtual organizations; and Identifying e-commerce governance and value for the organization.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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

Locations: Footscray Park, Sunbury.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: Event project management is really a close collaboration and careful merger of event and project world history. Students will gain essential knowledge on what is project management and an understanding of how project management techniques enable successful event project management for teams to unlock group creativity and productivity by knowing how to set goals; plan and monitor progress toward these goals; sustaining high performance project teams; negotiating up, down and across their organizations; putting together compelling project presentations; managing risks; creating change; and sharing authority and leadership all in the project environment.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Class assignments, 60%; Final examination, 40%.

BMO3292 BUSINESS ETHICS

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: This unit of study aims to provide an understanding of the ethics of the current business world by exploring some of the problems of reputation, responsibility and values encountered in business. The unit of study also considers the reasons why management risk must be examined within the perspective of each company’s business challenges. The topics include personal and professional integrity; corporations and cultures; the concept of the individual responsibility; social responsibility; the meaning of work; risk management; work relationships.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.
Assessment: Essay, 20%; Diary, 30%; Tutorial presentation and paper, 25%; Group research report, 25%.

BMO3319 ASIAN BUSINESS ENVIRONMENT
Locations: Footscray Park.
Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Corbett, D. C., Managing in Australia’s Region, draft VUT, Australia.
Assessment: Test, 20%; Assignment, 30%; Examination, 50%.

BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION
Locations: Footscray Park.
Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR
Description: The aims of this unit of study are to introduce the application of experiential learning to the teaching of interpersonal and organisational negotiation; to provide a theoretical framework linking communication and negotiation in groups and organisations and to develop students’ skills in negotiation in these contexts. The unit of study includes the following topics: the role of a negotiator; negotiation theory, conflict and bargaining power; communication skills; preparing to negotiate; negotiating tactics; role of the third party in negotiations; negotiation skills training; critical issues in negotiation exercises and international negotiation models.
Credit Points: 12
Learning Outcomes: On completion of this unit students should be able to: understand the theoretical basis of the negotiation process; understand a theoretical framework linking - the group and the organisation as communication and negotiation systems; appreciate the experiential teaching mode as a powerful way of learning about interpersonal and group communication and negotiation; apply various approaches to organisational negotiation; and have developed some understanding of the negotiation process in international situations.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

BMO3323 EMPLOYEE RELATIONS MANAGEMENT
Locations: Footscray Park.
Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR
Description: The unit aims to make students aware of employee relations issues, mainly in the Australian context. It includes an overview of the economic, legal and social elements of the employment relationship. This especially involves understanding the parties, their relationships with the industrial environment, the impact of legislation and the nature of dispute settlement.
Credit Points: 12
Learning Outcomes: By the end of this unit of study students will: Be able to apply ideas, concepts and theories to analyse employee relations in Australia and in regions of Australia; Have an understanding of the parties, processes and rules of Australian employee relations; and Critically evaluate contemporary developments in employee relations 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.
Required Reading: Employment Relations in Australia Balnave, N, Brown, J, Macconchie, G & Stone, R 2007 John Wiley & Sons, Queensland
Assessment: Report, 2000 words, 25%. Exercise, Participation in mock arbitration role play 15% and 300 word reflective piece 10%, 25%. Examination, in exam period, 50%.

BMO3324 CONSULTING AND COUNSELLING
Locations: Footscray Park, Sunbury.
Prerequisites: BMO3220 - HUMAN RESOURCE MANAGEMENT
Description: The aims of this unit of study are to enhance students’ understanding of workplace interpersonal relationships and communication skills; to provide students with an understanding of the theory and practice of interviewing especially their interview types, purposes and aims; to enable a student to develop knowledge and skills with regard to the interviewing and counselling processes at the individual, group and organisational level; and to assess critically the role of consulting, interviewing and counselling activities in organisations. This unit of study includes the following topics: the importance of interviewing for human resource managers; consulting and counselling as specific forms of interviewing; interview interpersonal and assertiveness skills; intercultural communication; the counselling and consulting roles of the human resource manager; confidentiality and ethics.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Book of Readings.
Assessment: Class presentation, 20%; Journal, 20%; Video role play, 20%; Final examination, 40%.
BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION

Locations: Footscray Park.

Prerequisites: BMO3220 - HUMAN RESOURCE MANAGEMENT

Description: The aims of this unit of study are to enhance students’ understanding of the influences of external and internal organisational environments in shaping the strategic provision of the human resource function; to enable students to critically evaluate human resource applications for effectiveness and efficiency; to develop students’ competencies and skills to match training and development techniques, methods and technology with learning styles of an audience so as to maximise learning transfer; and to enable students to determine and evaluate the output of human resource development programs so as to demonstrate their usefulness to an organisation. This unit of study includes the following topics: the strategic planning approach to human resource functions within organisations; designing human resource programs that are sensitive to political, physical, cultural and cognitive-behavioural considerations; linking training to audience learning styles based on a clear understanding of training techniques, philosophies and technologies; determine cost-benefit analysis of internal versus external provision; and manage and evaluate the human resource function with a detailed understanding of methodical and pragmatic considerations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: understand the effects of internal and external organisational environment on the human resource function; design human resource programs that are sensitive to political, physical, cultural and cognitive-behavioural considerations; link training systems to audience learning style based on a clear understanding of training techniques, philosophies and technologies; determine the cost-benefit of internal versus external provision; and manage and evaluate the human resource function with a detailed understanding of methodical and pragmatic considerations.

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

Required Reading: How to measure Human Resource Management Fitz-enz, J. & Davidson, B. 2002 3rd Readins in Human Resource Management Evaluation Reading block prepared by Unit coordinator

Assessment: Written report, 50%; Final examination, 50%.

BMO3326 PUBLIC ADMINISTRATION

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Research assignment and presentation, 50%; Final examination, 50%.

BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: In this unit students will develop approaches to, and methods of, change and development that foster greater responsiveness to their rapidly changing and competitive environments.

Credit Points: 12

Learning Outcomes: On successful completion of the unit, students should be able to: describe the levels of change in organisation and the implications these have for managers; explain and give examples of different degrees of organisation change; list and explain the most common reasons for resistance to change; list and describe the change strategies for the individual, work group, inter-group, and organisation levels; explain the advantages and limitations of using participation to introduce change; and discuss the major managerial applications of the change process.

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


Assessment: Written essay 15%; Case Study Report 30%; Presentation 5%; Final examination, 50%. Essay, Written assignment, 15%. Report, Case study report, 30%. Presentation, Case study report presentation, 5%. Examination, Final examination, 50%.

BMO3328 HEALTH AND SAFETY MANAGEMENT

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: The unit of study aims to develop student knowledge on the formation of health and safety at work, and management strategies to minimise injury and disease in the workplace. The role of management, government and trade unions in addressing health and safety is also critically assessed. Topics include the incidence and nature of occupational illness; interdisciplinary perspectives on occupational health and safety; theories of injury causational; occupational stress; working hours, precarious employment and emerging OHS issues; regulation and trade unions in OHS; management systems and employee empowerment; preventive strategies; workers’ compensation and rehabilitation practices.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Case study analysis, 50%; Final examination, 50%.

BMO3330 ASIAN EMPLOYMENT RELATIONS

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Research essay (3,000 words), 50%; Final examination, 50%.

BMO3351 WORKPLACE INDUSTRIAL RELATIONS

Locations: Footscray Park.

Prerequisites: BMO1102 Management and Organisation Behaviour.

Description: The aims of this unit of study is for students to develop a critical understanding of the interaction between management, employees and unions at the workplace. Topics include the changing nature of employment and the implications of trends in precariousness employment for the future of work; redefining employment relations in the knowledge economy, strategic employee relations policies and practices; the role of workplace unionism and workplace bargaining; non-union workplaces; workplace consultative processes and grievance handling; women workers and affirmative action and managing diversity.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: A collection of current readings will be compiled for students to purchase.

Assessment: Written assignment, 30%; Final examination, 50%; Class presentation, 20%.

BMO3352 INTERNATIONAL MANAGEMENT

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to demonstrate: An understanding of what comprises the domain of international management; An understanding of management practices in the global marketplace; An understanding of managing human resources in the international context; An insight into critical success factors in international management; The ability to apply management theory to a variety of global contexts and environments; and The ability to relate this knowledge to contemporary practice in international 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.

Required Reading: Deresky, H. & Christopher, E. 2008 International Management: Managing Across Borders and Cultures, French Forest, NSW: Pearson

Assessment: Essay, 20%; Final examination, 50%; Case study, 30%.

BMO3405 LIVE PERFORMANCE MANAGEMENT

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: At the completion of the unit, students will be able to understand the basic principles of event management and conducting tours regionally, nationally and internationally.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two 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: Examination, 40%; Continuous assessment, 60%.

BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS

Locations: Footscray Park, Sunbury.

Prerequisites: BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

BMO3220 - HUMAN RESOURCE MANAGEMENT

Description: 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 (HRIS). The unit of study includes the following topics: information technology; human resource management information requirements; features and users of HRIS's; analysis, development, implementation and management of HRIS's; 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 HRIS's for strategic purposes.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BMO3421 MANAGING THE SERVICE ORGANISATION

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of the unit, students should be able to: use appropriate theories, principles and models to analyse and evaluate organisational structures, organisational processes and behaviour so enabling effective managerial problem solving; and show evidence of enhanced personal investigative, analytical and interpretative skills and competencies.

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


Assessment: Case Study, 20%; Industry Report, 30%; Exam, 50%.

BMO3422 STRATEGIC MANAGEMENT

Locations: Footscray Park.

Prerequisites: BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

Description: 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 organisational structures, organisational processes and behaviour so enabling investigative, analytical and interpretative skills and competencies.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Industry analysis, 20%; Group case study, 30%; Final examination, 50%.

BMO3476 TRAINING AND DEVELOPMENT

Locations: Footscray Park.

Prerequisites: BMO3220 - HUMAN RESOURCE MANAGEMENT

Description: 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 for organisational effectiveness and individual career development; training productivity and quality of worklife; training needs analysis and skills audit and job analysis; computer assisted and managed learning; training and development programs within an organisation.

Credit Points: 48

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Group presentations, 20%; Syndicate group project, 30%; Final examination, 50%.

BMO3851 ENGINEERING MANAGEMENT 2

Locations: Footscray Park.

Prerequisites: ENM2852 Engineering Management 1

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Current Available Textbook - To be advised

Assessment: Class tests and assignments, 40%; End of semester examination, 60%.
Required Reading: To be advised by lecturer.
Assessment: Seminar presentation, 15%; Written thesis, 85%.

BMO4401 HONOURS RESEARCH THESIS (PART-TIME)
Locations: City Flinders.
Prerequisites: BMO4430 - RESEARCH METHODS
Description: 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.
Credit Points: 24
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: Written thesis, 85%; Seminar presentation, 15%.

BMO4420 ORGANISATIONAL BEHAVIOUR AND ANALYSIS
Locations: City Flinders.
Prerequisites: Nil.
Description: 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 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: Research project and presentation, 50%; Literature review and report, 25%; Case study, 25%.

BMO4422 INNOVATION AND ENTREPRENEURSHIP
Locations: Footscray Park.
Prerequisites: Nil.
Description: It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply its knowledge effectively. The aims of this unit of study are: to provide an in-School study of the concepts of innovation, entrepreneurship and entrepreneurship and an appreciation of the environment in which they are practiced and to study and appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition; the innovation, entrepreneurial and entrepreneurial process; new venture ideas; market opportunities; competitive advantage; human resource issues; personal ethics; identifying and marshalling key stakeholders; financial considerations: acquisition of resources, and ownership and structure; innovators in action: managing rapid growth, managing a troubled organisation, and crafting a personal strategy.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer.
Assessment: Individual assignment, 20%; Sighted Examination, 30%; Business plan and presentation, 50%.

BMO4430 RESEARCH METHODS
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: To be advised.
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.

Required Reading: To be advised by lecturer.

Assessment: Literature search and review, 30%; Final research proposal, 50%; Presentation of research proposal, 20%.

BMO5401 SPECIAL EVENT MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful conclusion of this unit students should be able to: define the terms 'Event' and 'Event Management'; identify key processes in event management; identify critical issues in event management; identify key attributes of successful event managers; use team building skills to build an event management team; understand the need for decisiveness and awareness of critical issues to be addressed; recognise the importance of accountability and compliance; and understand the role of event evaluation in the management of events.

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

Required Reading: Special Event Management Workbook (Normally available from the bookshop)


BMO5504 EMPLOYEE RELATIONS STRATEGY

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 of the workplace; implementing change in the workplace and conflict resolution; and enterprise bargaining in union and non-union firms.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Assignment, 50%; Research Report, 50%.

BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 unit examines the legal and other risks associated with contracting and procurement. Procurement investigation followed by supplier choice, review and evaluation.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Assignments, 50%; Case studies, 50%.

BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Demonstrate an understanding of the contemporary issues related to aspects of the working environment; Demonstrate an awareness of the relation between managerial strategies and organisation structures, human resources, political systems and cultures; Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.

Class Contact: Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.
BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Nil.
Assessment: Assignment, 50%; Case Study, 50%.

BMO5531 IR/HRM POLICY AND PRACTICE

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Nil.
Assessment: Case Studies, 50%; Assignments, 50%.

BMO5533 ORGANISATION CONSULTING AND COUNSELLING

Locations: City Flinders.
Prerequisites: Nil.
Description: 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; interview-styles, 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.
Credit Points: 12
Learning Outcomes: 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.
Assessment: Assignment, 50%; Case Studies, 50%.

BMO5534 HUMAN RESOURCE DEVELOPMENT AND EVALUATION

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Nil.
Assessment: Individual presentation, 15%; Group assignment (3000 words), 40%; Individual assignment (2500 words), 45%.

BMO5535 INTERNATIONAL EMPLOYEE RELATIONS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: To be advised.
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.

Required Reading: To be advised by lecturer.

Assessment: Research Essay, 30%; Test, 40%; Class Study, 30%.

BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to provide students with an opportunity to study in depth, issues of contemporary importance in industrial relations.

Credit Points: 12

Learning Outcomes: 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 change process as well as understanding the options 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.

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

Required Reading: To be advised by lecturer.

Assessment: Research Essay, 50%; Two Class Papers, 50%.

BMO5538 PROFESSIONAL ADVOCACY

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to provide students with an opportunity of applying 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.

Credit Points: 12

Learning Outcomes: On completion of the unit students will have developed the knowledge and ability in professional advocacy to apply theory to practice in industrial relations processes.

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

Required Reading: To be advised by lecturer.

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

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Seminar Paper, 40%; Industrial Report, 20%; Research Paper, 40%.

BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Book of Readings.

Assessment: Assignments, 50%; Case Studies, 50%.

BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 effecting employment relationships; explore the major changes occurring in employment systems, and develop an understanding of the implications of these changes for the management of employees. The following topics include: contrasting major differences in employment systems in OECD countries and differing policy responses; situating Australian employment systems within the broader framework of OECD countries; understanding major forces for change in employment systems; growth of the knowledge economy and redefinition of the firm; skill formation in the knowledge economy; development and implications of precarious employment; developments and implications of the growth in outsourcing and self-employment; trends in organisational and job insecurity; impact of differing levels of collectivism; managing a diverse workforce; development and impact of growing wage inequalities; policy and practice implications of these changes.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Nil.

Assessment: Book of Readings.

Assessment: Assignments, 50%; Case Studies, 50%.
Learning Outcomes: 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.


Assessment: Essay, 30%; Research paper, 30%; Test, 40%.

BMO5564 HUMAN RESOURCE MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to provide the opportunity for students to develop the capacity to apply theoretical and conceptual knowledge to solving everyday human resource management related issues and problems in the workplace. First, the unit of study will consider the broad major current themes and debates in the field. Second, student will be given the opportunity to develop their understanding of concepts and theories which underpin HRM. Third, students will be exposed to discussion on the practical techniques used in relation 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.

Credit Points: 12

Learning Outcomes: On successful completion of the unit, students should be able to: Appreciate duality of staff and line management responsibility for the management of human resources; Recognise the strategic advantages attainable from effective human resources management planning and implementation techniques; Understand the application of systems models to human resources management functions; Recognise the important change in role of the Human Resources Manager brought about by the application of computer systems to the human resources functions; and Apply principles in the area of human resources practices and appreciate legislative requirements.

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


Assessment: Review Report, 40%; Presentation, 10%; Case Studies/Research Paper, 50%.

BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 organization. It also includes a study of the change management issues associated with HRIS implementation and the development of HRIS’s for strategic purposes.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to: demonstrate knowledge of the administrative and strategic value of an HRIS and Web-based HR; demonstrate knowledge of issues relating to the analysis, design, implementation and maintenance of HRIS’s and their subsequent level of use; demonstrate knowledge of the change management issues involved in the implementation of an HRIS; use the HR module of SAP to set up an organisation, create jobs, positions, tasks, work centres, etc; use the HR module for recruitment, management and development of employees; design and create reports; and show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of human resources.

Class Contact: Equivalent to thirty six hours per semester normally to be 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: Presentation, 40%; Report, 30%; Reflective journal, 30%.
BMO5568 TEAMWORKING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Case studies and Readings: BMO5568 Teamworking.

Assessment: Assignments, 50%; Case Studies, 50%.

BMO5570 PURCHASING, SUPPLIER CHOICE AND EVALUATION

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Assignments, 60%; Case studies, 40%.

BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Major research assignment and presentation, 60%; Test, 40%.

BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Individual Presentation, 15%; Group assignment (3000 words), 40%; Individual Assignment (2500 words), 45%.

BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Assessment: Research and Application Report, 40%; Major Logistic Project, 60%.

BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Research and Application reports, 60%; Seminar, 20%; Computer Assignment, 20%.

BMO5576 OPERATIONS AND LOGISTICS STRATEGY

Locations: City Flinders.
Prerequisites: At least one prior Operations or Supply Chain unit of study such as BMO5574 Supply Chain and Logistics Management.
Description: Operations and Supply Chain functional strategies are important to all manufacturing and service organisations. They are also a critical component of business strategy for the focal firm and its supply chain partners to provide goods and services to customers. Hence this unit of study enables students to understand the content and formation of operations and logistics functional strategies with applications to manufacturing and service organisations and their supply chains. Students construct a plan for design and implementation of the sourcing, manufacture and distribution of products and services which integrate the aspects of product and process definition, operations strategy, planning and control, the level of factory/process automation and the inclusion of employees as drivers of the system. The unit of study includes operations strategy content, product/process profiles, service delivery, supply chain strategy and strategic planning process. Unit of study delivery includes a guest lecturer or a site visit.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Research topic report, 30%; Operations and Logistics project, 70%.

BMO5577 COMPETITIVE INNOVATION MANAGEMENT

Locations: City Flinders.
Prerequisites: Nil.
Description: The unit of study aims to educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: Radical/competitive innovation, key sources of radical/competitive innovation; major tools and frameworks used in industry, within Australia and internationally, to identify opportunities for radical/competitive innovation; developing and retaining a radical innovation capability; planning for and implementing a program to achieve radical/competitive innovation; major barriers to radical/competitive innovation and some ways these barriers can be overcome.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Assignments, 70%; Case Studies, 30%.

BMO5589 INDUSTRIAL RELATIONS AND THE BUILDING INDUSTRY

Locations: City Flinders.
Prerequisites: Nil.
Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Essay, 30%; Class Assignment and Test, 70%.

BMO5590 MANAGEMENT IN THE ASIA-PACIFIC REGION

Locations: City Flinders.
Prerequisites: Nil.
Description: This unit of study provides an analysis of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia’s North. These themes...
have become the unit of study of numerous reports by Australian government Schools, by consultants and international bans and organisations. Familiarity with the issues emerging in this literature will be valuable to 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Corbett, D. C., Managing in Australia’s Region, Draft VUT.

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

BMO5601 OPERATIONS AND SERVICE MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: understand the concept of service design and provision in a range of situations; understand various manufacturing and supply chain policies and their application and relevance to Australian industries; design transformation processes which use material, human and other resources to create products for customers; investigate, analyse and report on practical manufacturing and service management situations; and view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.

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


Assessment: Research Operations Assignment, 40%; Operations Case study, 10%; Sighted Examination, 50%.

BMO5602 BUSINESS PROJECT MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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; negotiate up, down and across their organisations; 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 scheduling and risk assessment, progress and performance measurement, and evaluation, project audit and closure.

Credit Points: 12

Learning Outcomes: Participants in this unit should gain an understanding of how project management tools enable successful project teams to unlock group creativity and productivity by: knowing what constitutes a project; knowing how to set goals; planning and monitoring progress toward these goals; sustaining high performance; negotiating up, down and across organizations; putting together compelling project presentations; managing risks; creating change; and sharing authority and leadership.

Class Contact: Equivalent to thirty six hours per semester normally to be delivered using problem based learning methods, supported by a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.


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

BMO5650 MANAGING ORGANISATION KNOWLEDGE

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to develop understanding and knowledge of the concepts of the knowledge era and of supporting technologies for knowledge creation and sharing. Topics covered include the knowledge era; an understanding of the terms used in discussions of knowledge - information, data, tacit and explicit knowledge; the nature of knowledge; the role of knowledge; an understanding of the theory and practice of knowledge management; knowledge sharing, intellectual capital and collaborative intelligence; knowledge management strategies; knowledge measurement and evaluation; an understanding of the need to leverage knowledge and identifying organizational value for business success and the links between knowledge, learning and organizational change.

Credit Points: 12

Learning Outcomes: On completion of this unit students should be able to demonstrate an understanding of the knowledge era - concepts and competencies.

Class Contact: Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop.


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

BMO6506 WORK AND ORGANISATION SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.
Description: This unit of study examines the major issues that managers need to understand and respond to in the context of significant changes in the world economy. These developments necessitate a rethinking of management, and they pose major challenges to conventional ideas of management. Such issues are considered in terms of the interaction between people and the organizational context within which they work. The unit of study emphasizes two approaches. First, to gain knowledge and understanding of management and what it is and, in the process, learn how to be a more effective manager. Fundamental concepts about organisations, individuals and groups in relation to management are themes included. Second, because reflective practice is at the heart of critical thinking, students will be asked to take a critical approach to their own practice, and the context in which they work.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Demonstrate an understanding of the contemporary issues related to aspects of the working environment; Demonstrate an awareness of the relation between managerial strategies and organisation structures, human resources, political systems and cultures; Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.

Class Contact: Equivalent to thirty six hours per semester normally to be 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: Assignments, 50%; Examination, 50%.

BMO6507 EMPLOYEE RELATIONS STRATEGIES

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.


Assessment: Research Essay, 50%; Examination, 50%.

BMO6508 OPERATIONS MANAGEMENT

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: understand the concept of service design and provision in a range of situations; understand various manufacturing and supply chain policies and their application and relevance to Australian industries; design transformation processes which use material, human and other resources to create products for customers; investigate, analyse and report on practical manufacturing and service management situations; and view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.

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


Assessment: Presentation, 15%; Major assignment, 35%; Examination, 50%.

BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of the unit, students will have a knowledge of corporate governance, and the roles, duties, responsibilities and functions of boards, members and officers so as to understand their personal liabilities and responsibilities as a director or manager of a corporation. Students will have an understanding of the role of the Chairman and the importance of leadership in companies and be familiar with various governance models in the public and private sectors in an Australian as well as in an international context. Students will also have knowledge of the practical tools and techniques to strengthen corporate governance strategies in their organisations, and be able to assess the performance of boards and board members. Students will also acquire the knowledge, personal skills and competencies to effectively act as a member of a board and understand how to manage corporate ethical behaviour, especially the key relationship between leadership behaviours, ethical climates and good governance.

Class Contact: Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. This will comprise of 3-hour weekly seminars.


Assessment: Essay, Essay, 15%; Assignment, Assignment, 35%. Presentation, Case Study and Presentation, 50%.
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BMO6510 GOVERNMENT AND BUSINESS RELATIONS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 interpretive 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Continuous assessment and case studies, 60%; Examination, 40%.

BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit of study, it is expected that students will be able to undertake environmental analyses, complete an internal analysis of an organisation, apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation and develop a strategic plan for an organisation.

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

Required Reading: Hanson, D., Dowling, P. J., Hitt, M. A., Ireland, R. D. & Hoskisson, R. E. 2008 Strategic Management 3rd ed. Thomson, Australia

Assessment: Presentation and assignments, 50%; Examination, 50%.

BMO6512 INTERNATIONAL POLICY STUDIES

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Essay, 30%; Practice Report, 20%; Case study, 50%.

BMO6513 PROFESSIONAL PRACTICE AND ETHICS

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to develop students’ awareness of ethical frameworks for decision making and to introduce ethical issues and ethics practice in organisational settings. It is designed to provide the background to approach, reflect on and respond to issues of ethics and social responsibility.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to distinguish between ethics, legal requirements, religious doctrine and also be able to describe the role of culture in ethical decision making; demonstrate an understanding of the foundations of moral thought; identify and explain the ethical issues associated with the Western Capitalist business system; apply ethical theory to common organisational dilemmas; discuss perspectives of corporate responsibility in the context of contemporary business 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.

Required Reading: TBA


BMO6514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES

Locations: City Flinders.

Prerequisites: BMO5520 - ORGANISATION ANALYSIS AND BEHAVIOUR

BMO6506 - WORK AND ORGANISATION SYSTEMS

Description: 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).

Credit Points: 12

Learning Outcomes: On completion of this unit, students will understand the broad approaches that underlie specific quality assurance processes in health industries, and will have a general understanding of the quality requirements that health professional and para-professionals work to. They will be able to provide leadership and manage the implementation of these processes in health settings.

Class Contact: Equivalent to thirty six hours per semester normally to be 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: Essay, 30%; Practice Report, 20%; Case study, 50%.
**BMO6532 INTERNATIONAL MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Case Study, 40%; Case Study Presentation, 10%; Final Examination, 50%.

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**BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP**

**Locations:** City Flinders, Other.

**Prerequisites:** Nil.

**Description:** 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 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of the unit, students should be able to: demonstrate an understanding of the issues that influence how innovation and entrepreneurship is managed in organisations; appreciate the issues involved in preparing a plan for stimulating and facilitating innovative activity; and show evidence of enhanced personal knowledge, skills and competencies as they relate to the management of innovation and entrepreneurship.

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

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

**Assessment:** Case Study, 20%; Business planning assignment, 40%; Presentation, 10%; Sighted Examination, 30%.

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**BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to: Undertake an environmental analysis; Complete an internal analysis of an organisation; Apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation; Develop a framework for a strategic plan for an organisation; and Understand and be able to apply in practice the complex factors that impact upon rational and non-rational strategic decision making.

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

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

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

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**BMO6624 ORGANISATION CHANGE MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Extend their current understanding of the components and processes of organisation change and their implications for managers; Investigate, interpret and assess various change and development philosophies and models; Demonstrate an understanding of the difference between incremental and discontinuous change; Ascertain and develop change strategies for the individual, group, inter-group and organisational levels; Determine and explore the significant managerial and leadership implications of managing change in organisations; and Develop skills in change management processes.

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

**Required Reading:** Harvey, D. and Brown, D. R., 2005, An Experiential Approach to Organization Development, 7th edn, Prentice Hall, New Jersey. Students are required to purchase ‘BMO6624 Learning Materials’ from the University Bookshop.
FACULTY OF BUSINESS AND LAW

**Assessment**: Assignments, 50%; Examination, 50%.

**BMO6625 PERFORMANCE MANAGEMENT AND REWARDS**

**Locations**: City Flinders.

**Prerequisites**: Nil.

**Description**: The unit of study aims to provide students with knowledge of key trends and issues in performance management and rewards and to explore the strategic importance of the issues of work motivation, pay equity, the methods of pay and performance management as well as the systems of performance pay. The unit of study will include the following topics: critical analysis of performance management ethics through providing an overview of the main issues involved in performance management, including rationales for conducting it, the costs and benefits of performance management and the alternatives to it; expected as well as unintended strategic, organizational, team and individual outcomes that may emerge from performance management; critical analysis of contemporary theory and practice in performance management and the history of performance management; popular techniques for conducting performance evaluations; the links between performance evaluation and systems of remuneration and opportunities for employee development and promotion.

**Credit Points**: 12

**Learning Outcomes**: On successful completion of this unit, students are expected to: Demonstrate knowledge of key trends and issues in performance management systems and rewards; Critically analyse the tangible and intangible strategic value of performance management systems; and Apply theory to practice in an action learning project on performance management and remuneration systems.

**Class Contact**: Equivalent to thirty six hours per semester normally to be 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**: Action Learning Project, 40%; Literature Research Report, 50%; and Presentation of Research findings, 10%.

**BMO6630 BUSINESS RESEARCH METHODS**

**Locations**: City Flinders.

**Prerequisites**: Nil.

**Description**: 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.

**Credit Points**: 12

**Learning Outcomes**: On successful completion of this unit, students should be able to: Understand the principles involved in planning and executing a research project; Conceptualise a research problem and to assess it in the context of current knowledge on the unit; Operationalise concepts to formulate and to test hypotheses; Develop or select appropriate measurement instruments for data collection and hypotheses testing; Understand the principles for collection and analysis of data and other information; and Write reports and review the results of research.

**Class Contact**: Equivalent to thirty six hours per semester normally to be 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**: Literature search and review, 30%; Seminar Presentation, 20%; Research Proposal, 50%.

**BMO7700 THESIS (FULLTIME)**

**Locations**: Footscray Park, City Flinders.

**Prerequisites**: BMO6630 - BUSINESS RESEARCH METHODS

**Description**: 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.

**Credit Points**: 36

**Learning Outcomes**: 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.

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

**Assessment**: Thesis, 100%. Pass/fail based on a panel examination of the thesis.

**BMO7701 THESIS (PART TIME)**

**Locations**: Footscray Park, City Flinders.

**Prerequisites**: BMO6630 - BUSINESS RESEARCH METHODS

**Description**: 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.

**Credit Points**: 18

**Learning Outcomes**: 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.

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

**Assessment**: Thesis, 100%. Pass/fail based on a panel examination of the thesis.

**BMO7744 READINGS IN LABOUR STUDIES**

**Locations**: City Flinders.

**Prerequisites**: Nil.

**Description**: 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.

**Credit Points**: 12

**Learning Outcomes**: To be advised.
Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminars, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.

Required Reading: To be advised by lecturer.
Assessment: Research Paper, 20%; Literature Review, 40%; Book Review, 40%.

BMO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 48
Learning Outcomes: To be advised.
Class Contact: Two year full time, Four years part time.
Required Reading: To be advised by lecturer.
Assessment: Dissertation, 100%.

BMO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 24
Learning Outcomes: To be advised.
Class Contact: Two year full time, Four years part time.
Required Reading: To be advised by lecturer.
Assessment: Dissertation, 100%.

BMO8002 PHD (RESEARCH) (FULL TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 48

BMO8003 PHD (RESEARCH) (PART TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 24
Learning Outcomes: To be advised.
Class Contact: Three years full time, Six years part time.
Required Reading: To be advised by lecturer.
Assessment: Research Paper, 100%.

BMO9800 RESEARCH THESIS (FULL TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: Preparation of research thesis.
Credit Points: 48
Learning Outcomes: 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.
Required Reading:
Assessment: Research Thesis, 100%.

BMO9801 RESEARCH THESIS (PART TIME)

Locations: City Flinders.
Prerequisites: Please Enquire.
Description: Preparation of research thesis.
Credit Points: 24
Learning Outcomes: 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.
Required Reading:
Assessment: Research Thesis, 100%.
FACULTY OF BUSINESS AND LAW

SCHOOL OF HOSPITALITY, TOURISM & MARKETING

Below are details of courses offered by the School of Hospitality, Tourism & Marketing in 2011. 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 CULINARY MANAGEMENT (I)
Course Code: BADC

Campus: Footscray Nicholson.

Course Objectives: The Associate Degree in Culinary Management will provide a key foundation qualification for those seeking a career as executive chef / kitchen manager / food service manager. The program has an embedded Certificate III Hospitality (Commercial Cookery) which is the base qualification for those seeking employment as cooks and chefs in Australia. Beyond the technical skills of the Cert. III, the HE units of this program introduce the students to higher order generalist managerial principles and practices as well as hospitality and culinary specific management principles and practices.

Careers: It is expected that graduates of this program will be employed by both the domestic and international hospitality and culinary market as cooks and chefs with a view to them progressing to become chef managers / kitchen managers.

Course Duration: 2 years

Admission Requirements: High School or equivalent IELTS 6.0 or equivalent

As per existing University special admission requirements.

Course Structure: The course is a two year, full time course that is offered within the HE timetable of two 12 week semesters each year. Each semester comprises four HE units giving a total of 16 HE units for the Associate Degree.

Year 1, Semester 1

0

BHO1110  INTRODUCTION TO HOSPITALITY  12
BHO1114  CULINARY HEALTH, HYGIENE AND SAFETY  12
BHO1115  INTRODUCTION TO CULINARY TECHNOLOGIES  12

Year 1, Semester 2

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BHO1116  INTRODUCTION TO KITCHEN OPERATIONS  12
BHO1171  INTRODUCTION TO KITCHEN MANAGEMENT  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Year 2, Semester 1

BFP2001  PROFESSIONAL DEVELOPMENT 2  12
BHO2103  ADVANCED KITCHEN OPERATIONS  12
BHO3310  PROFESSIONAL WINE AND BEVERAGE STUDIES  12
BHO3473  HUMAN RELATIONS  12

Year 2, Semester 2

BBB3100  BUSINESS INTEGRATED LEARNING  12
BHO2104  INTRODUCTION TO KITCHEN MANAGEMENT  12
BHO3433  FOOD AND BEVERAGE MANAGEMENT III  12
BHO3504  CULTURE AND IDENTITY  12

*B Students who successfully complete the Certificate II or above in Commercial Cookery and undertake BHO1121 Food and Beverage Management I, will receive an exemption for BHO1114 Culinary Health, Hygiene and Safety and BHO1115 Introduction to Culinary Technologies. ** Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for BHO1116 Introduction to Kitchen Operations, BHO2103 Advanced Kitchen Operations and BHO2104 Introduction to Kitchen Management.

BACHELOR OF BUSINESS (RETAIL MANAGEMENT)
Course Code: BBAR

Campus: Footscray Park, Other, Sunway-Malaysia.

This course is for Continuing students only

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: 3 years

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

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.

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEO1103  MICROECONOMIC PRINCIPLES  12
BEO1104  MACROECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Support Units of Study

BEO2254  STATISTICS FOR BUSINESS AND MARKETING  12

Specialisation Units of Study - Retail Management

Unit BEO1185 not found
Unit BEO2186 not found
BEO3257  ECONOMICS OF RETAILING  12
Unit BEO3295 not found
BHO3405  ELECTRONIC RETAILING  12
BEO3406  STRATEGIC RETAILING  12
BEO2254  STATISTICS FOR BUSINESS AND MARKETING  12
BEO3500  APPLIED ECONOMICS RESEARCH PROJECT  12
Elective

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

BACHELOR OF BUSINESS (MARKETING) (I)

Course Code: BBBK

Campus: Footscray Park, Other, Sunway University College, Kuala Lumpur; Sunway College Johor Bahru, Johor Bahru.

Course Objectives: You will gain a comprehensive theoretical and practical marketing education with a sound business management base. You will demonstrate planning, implementation, control and evaluation of marketing strategies, tactics and operations through critical research and analyses. The goal of this course is to help you develop the skills to become an integral part of the marketing and communication areas of an organisation.

Careers: Our graduates gain employment in market research and analysis, promotions and public relations, customer relationship management, fundraising and brand management.

Course Duration: 3 years

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

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. As from 2011, the course total of 24 units of study is comprised of 7 Core, 7 Specialisation and 7 Elective units, plus Professional Development 1, Professional Development 2 and either Business Integrated Learning or Professional Development 3. All units selected are unit to approval by the course coordinator.

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
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<td>ECONOMIC PRINCIPLES</td>
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<tr>
<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
</tr>
<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
</tr>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
</tr>
</tbody>
</table>

Specialisation Units of Study - Marketing

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BHO2257</td>
<td>ADVERTISING AND MARKETING COMMUNICATIONS</td>
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</tr>
<tr>
<td>BHO2259</td>
<td>PRODUCT AND SERVICES INNOVATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BHO2285</td>
<td>MARKETING RESEARCH</td>
<td>12</td>
</tr>
</tbody>
</table>

Elective Units of Study

Seven approved electives

Professional Development Units of Study

0

BFP2001 PROFESSIONAL DEVELOPMENT 2 12
AND either

BFP3001 PROFESSIONAL DEVELOPMENT 3 12
or

BBB3100 BUSINESS INTEGRATED LEARNING 12

BACHELOR OF BUSINESS (CULINARY MANAGEMENT) (I)

Course Code: BBCU

Campus: Footscray Nicholson, Footscray Park.

Course Objectives: The BBUs (Culinary Management) provides an advanced professional qualification onto which successful graduates of Associate Degree in Culinary Management can articulate. The BBUs (Culinary Management) will provide an advanced foundation qualification for those seeking a career as executive chef / kitchen manager / food service manager. The program has an embedded Certificate III Hospitality (Commercial Cookery) which is the base qualification for those seeking employment as cooks and chefs in Australia. Beyond the technical skills of the Cert. III, the HE units of this program introduce the students to higher order generalist managerial principles and practices as well as hospitality and culinary specific management principles and practices.

Careers: It is expected that graduates of this program will be employed by both the domestic and international hospitality and culinary market as cooks and chefs with a view to them rapidly progressing to become chef managers / kitchen managers.

Course Duration: 3 years

Admission Requirements: High School or equivalent, or successful completion of the Associate Degree in Culinary Management.

As per existing University special admission requirements.

Course Structure: The course is a three year, full time course that is offered within the HE timetable of two 12 week semesters each year. Each semester comprises four HE units giving a total of 24 HE units for the BBUs. (Culinary Management).

Year 1, Semester 1

0

BHO1110 INTRODUCTION TO HOSPITALITY 12
BHO1114 CULINARY HEALTH, HYGIENE AND SAFETY 12
BHO1115 INTRODUCTION TO CULINARY TECHNOLOGIES 12

Year 1, Semester 2

BHO1116 INTRODUCTION TO KITCHEN OPERATIONS 12
BHO1171 INTRODUCTION TO MARKETING 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)

Course Code: BBEV
Campus: Footscray Park.

Course Objectives: You will develop a thorough understanding of business management with specialist knowledge of the event industry. You will learn to contribute to the strategic and operational planning, execution, marketing and financial management of business and leisure events. Our graduates gain employment in festival and special events, conventions, expositions and sporting events.

Careers: Our graduates gain employment in festival and special events, conventions, expositions and sporting events.

Course Duration: 3 years

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 minimum band of 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

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. As from 2010, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 2 Professional Development + 1 Business Integrated Learning units. All units selected are unit to approval by the course coordinator. Students will also have the option of completing two Work Integrated Learning units by substituting BFP2001 Professional Development 2 and BBB3100 Business Integrated Learning Integrated Learning with BB3001 Co-operative Education 1 and BB3002 Co-operative Education 2 with the approval of the course coordinator. This option extends the duration of the course to 4 years.

Core Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING
BEO1105 ECONOMIC PRINCIPLES
BEO1106 BUSINESS STATISTICS
BHO2434 CONSUMER BEHAVIOUR

Specialisation Units of Study - Event Management

BHO2301 SUSTAINABLE OPERATIONS
BHO2422 EVENT CREATION AND DESIGN
BHO2432 INTRODUCTION TO EVENTS
BHO3423 EVENT EVALUATION AND LEGACY
BHO3420 EVENT OPERATIONS
BHO3421 BUSINESS EVENTS
BMO3405 LIVE PERFORMANCE MANAGEMENT

Elective Units of Study

Seven approved electives

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1
BFP2001 PROFESSIONAL DEVELOPMENT 2
Business Integrated Learning Unit of Study

BBB3100 BUSINESS INTEGRATED LEARNING

BACHELOR OF BUSINESS (HOTEL, RESTAURANT AND CATERING MANAGEMENT)

Course Code: BBHC
Campus: Footscray Park.

This course is for Continuing students only

Course Objectives: The goal of this course is to help you develop a detailed knowledge of the industry and the higher order skills needed to rapidly advance
your career in large scale international hospitality organisations. You will acquire a thorough understanding of the major operational, managerial and strategic areas of the hospitality industry. Our graduates gain employment in a variety of roles in the international hotel, restaurant and catering industries, generally with a fast track to management positions.

**Careers:** Our graduates gain employment in a variety of roles in the international hospitality industries, generally with a fast track to management positions.

**Course Duration:** 4 years

**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 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. As from 2009, the course total of 24 Units of Study is comprised of 7 Core + 7 Hospitality Specialisation + 6 Hotel and Catering Specialisation + 2 Professional Development + 2 Work Integrated Learning units. All units selected are unit to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

**Core Units of Study**

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

**Specialisation Units of Study - Hospitality**

- BHO1110 INTRODUCTION TO HOSPITALITY 12
- BHO1121 FOOD AND BEVERAGE MANAGEMENT I 12
- BHO1122 FOOD AND BEVERAGE MANAGEMENT II 12
- BHO2282 ACCOMMODATION MANAGEMENT 12
- BHO3311 YIELD MANAGEMENT 12
- BHO3473 HUMAN RELATIONS 12
- BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT 12

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

- BHO2301 SUSTAINABLE OPERATIONS 12
- BHO2505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM 12
- BHO3306 CASINO AND GAMING MANAGEMENT 12

**Professional Development Units of Study**

- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12

**Work Integrated Learning Units of Study**

- BBB3001 CO-OPTERATIVE EDUCATION 1 12
- BBB3002 CO-OPTERATIVE EDUCATION 2 12

**BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT/ HUMAN RESOURCE MANAGEMENT) (I)**

**Course Code:** BBBH

**Campus:** Footscray Park.

This course is for Continuing students only.

**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:** 4 years

**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 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.

**Core Units of Study**

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

**Specialisation Units of Study - Hospitality**

- BHO1110 INTRODUCTION TO HOSPITALITY 12
- BHO1121 FOOD AND BEVERAGE MANAGEMENT I 12
- BHO1122 FOOD AND BEVERAGE MANAGEMENT II 12
- BHO2282 ACCOMMODATION MANAGEMENT 12
- BHO3311 YIELD MANAGEMENT 12
- BHO3473 HUMAN RELATIONS 12
- BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT 12

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

- BHO2301 SUSTAINABLE OPERATIONS 12
- BHO2505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM 12
- BHO3306 CASINO AND GAMING MANAGEMENT 12

**Professional Development Units of Study**

- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12

**Work Integrated Learning Units of Study**

- BBB3001 CO-OPTERATIVE EDUCATION 1 12
- BBB3002 CO-OPTERATIVE EDUCATION 2 12

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

**Core Units of Study**

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT) (I)
Course Code: BBHM

Campus: Footscray Park, Other, HKIT-Hong Kong, Sunway-Malaysia.

Course Objectives: You will develop knowledge of the hospitality industry and the skills needed to explore other broad business related areas such as marketing, tourism and human resources management. The goal of the course is to help you develop a general, broad knowledge of the major operating areas of the hospitality industry. Our graduates gain employment in hospitality areas such as customer service management, employee relations, organisational development and hospitality operations and services.

Careers: Our graduates gain employment in hospitality areas such as customer service management, employee relations, organisational development and hospitality operations and services.

Course Duration: 4 years

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.

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING
BCO1102  INFORMATION SYSTEMS FOR BUSINESS
BEO1105  ECONOMIC PRINCIPLES
BEO1106  BUSINESS STATISTICS
BAO1171  INTRODUCTION TO MARKETING
BLO1105  BUSINESS LAW
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR

Specialisation Units of Study - Hospitality

BHO1110  INTRODUCTION TO HOSPITALITY
BHO1121  FOOD AND BEVERAGE MANAGEMENT I
BHO1122  FOOD AND BEVERAGE MANAGEMENT II
BHO2282  ACCOMMODATION MANAGEMENT
BHO3311  YIELD MANAGEMENT
BHO3473  HUMAN RELATIONS
BHO3501  HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT

Electives

Seven approved electives

Professional Development Units of Study

BFP1001  PROFESSIONAL DEVELOPMENT 1
BFP2001  PROFESSIONAL DEVELOPMENT 2

Work Integrated Learning Units of Study

BBB3001  CO-OPERATIVE EDUCATION 1
BBB3002  CO-OPERATIVE EDUCATION 2

BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT/EVENT MANAGEMENT) (I)
Course Code: BBHV

Campus: Footscray Park.

Course Objectives: The course aims to provide you with an understanding of the role of hospitality within the event industry. You will demonstrate skills in operational logistics, co-ordinating financial, human, physical and informational resources. Our graduates gain employment in corporate events services, event
catering, weddings and hotel banqueting departments.

Careers: Our graduates gain employment in corporate events services, event catering, weddings and hotel banqueting departments.

Course Duration: 4 years

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 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. As from 2010, the course total of 24 units of study for a combined degree is comprised of 7 Core, 7 Specialisation One, 7 Specialisation Two, 1 Professional Development and 2 Work Integrated Learning units.

Core Units of Study

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Hospitality

- BHO1110 INTRODUCTION TO HOSPITALITY 12
- BHO1121 FOOD AND BEVERAGE MANAGEMENT I 12
- BHO1122 FOOD AND BEVERAGE MANAGEMENT II 12
- BHO2282 ACCOMMODATION MANAGEMENT 12
- BHO3311 YIELD MANAGEMENT 12
- BHO3473 HUMAN RELATIONS 12
- BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT 12

Specialisation Units of Study - Event Management

- BHO2301 SUSTAINABLE OPERATIONS 12
- BHO2422 EVENT CREATION AND DESIGN 12
- BHO2432 INTRODUCTION TO EVENTS 12
- BHO3420 EVENT OPERATIONS 12
- BHO3421 BUSINESS EVENTS 12
- BMO3405 LIVE PERFORMANCE MANAGEMENT 12
- BHO3423 EVENT EVALUATION AND LEGACY 12

Professional Development Units of Study

- 0

Work Integrated Learning Units of Study

- BBB3001 CO-OPERATIVE EDUCATION 1 12
- BBB3002 CO-OPERATIVE EDUCATION 2 12

BACHELOR OF BUSINESS (INTERNATIONAL HOSPITALITY MANAGEMENT) (I)

Course Code: BDII

Campus: Footscray Park.

Course Objectives: The aim of this course is to develop graduates with a detailed knowledge and understanding of the international hospitality industry across the range of operations encountered within large-scale, international hospitality organisations. The emphasis on major operational, managerial and strategic areas of the hospitality industry, as well as emotional intelligence, cultural and social sensitivity, critical thinking, strategic planning and communication skills is designed to prepare graduates for employment in a variety of management positions in international hotels, restaurants and catering organisations.

Careers: Career outcomes include managerial positions within full service hotels that incorporate a variety of food and beverage outlets as well as within large-scale catering organisations, particularly those that cater to major events.

Course Duration: 4 years

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 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. As from 2009, the course total of 24 Units of Study is comprised of 7 Core + 7 Hospitality Specialisation + 6 Hotel and Catering Specialisation + 2 Professional Development + 2 Work Integrated Learning units. All units selected are unit to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12

Work Integrated Learning Units of Study

- BBB3001 CO-OPERATIVE EDUCATION 1 12
- BBB3002 CO-OPERATIVE EDUCATION 2 12

Professional Development Units of Study

- 0

Specialisation Units of Study - Hospitality

- BHO1110 INTRODUCTION TO HOSPITALITY 12
- BHO1121 FOOD AND BEVERAGE MANAGEMENT I 12
- BHO1122 FOOD AND BEVERAGE MANAGEMENT II 12
- BHO2282 ACCOMMODATION MANAGEMENT 12
- BHO3311 YIELD MANAGEMENT 12
- BHO3473 HUMAN RELATIONS 12
- BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT 12

Specialisation Units of Study - Event Management

- BHO2301 SUSTAINABLE OPERATIONS 12
- BHO2422 EVENT CREATION AND DESIGN 12
- BHO2432 INTRODUCTION TO EVENTS 12
- BHO3420 EVENT OPERATIONS 12
- BHO3421 BUSINESS EVENTS 12
- BMO3405 LIVE PERFORMANCE MANAGEMENT 12
- BHO3423 EVENT EVALUATION AND LEGACY 12

Career outcomes include managerial positions within full service hotels that incorporate a variety of food and beverage outlets as well as within large-scale catering organisations, particularly those that cater to major events.
BACHELOR OF BUSINESS (MARKETING/ELECTRONIC COMMERCE)

Course Code: BBKE

Campus: Footscray Park.

This course is for Continuing students only

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.

Careers: The course assists graduates to develop the skills, knowledge and ability to contribute to the marketing function in an organisation, including its planning, implementation, control and evaluation. Following completion of the degree, graduates have a broad range of employment opportunities. They include working as marketing assistants and managers in the functional areas of brand management, market research, marketing strategy, customer relationship management, business to business marketing, marketing communications or sales.

Course Duration: 3 years

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

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. 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 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Marketing

BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
BHO2285 MARKETING RESEARCH 12
BHO2434 CONSUMER BEHAVIOUR 12
BHO3254 ADVANCED MARKETING RESEARCH 12
BHO3435 MARKETING PLANNING AND STRATEGY 12

Specialisation Units of Study - Electronic Commerce

BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS 12
BCO2149 DATABASE SYSTEMS 12
BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES 12
BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES 12
BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS 12
BCO3443 THE INFORMATION PROFESSIONAL 12
BCO3150 SYSTEMS IMPLEMENTATION 12

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12

Work Integrated Learning Units of Study

BBB3001 CO-OPERATIVE EDUCATION 1 12
BBB3002 CO-OPERATIVE EDUCATION 2 12
BACHELOR OF BUSINESS (MARKETING/HOSPITALITY MANAGEMENT)
Course Code: BBKH
Campus: Footscray Park.

This course is for Continuing students only

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: 4 years

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

As from 2009, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 2 Professional Development + 2 Work Integrated Learning units. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Marketing
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
BHO2258 PRODUCT AND BRAND MANAGEMENT 12
BHO2285 MARKETING RESEARCH 12
BHO2434 CONSUMER BEHAVIOUR 12
BHO3254 ADVANCED MARKETING RESEARCH 12
BHO3435 MARKETING PLANNING AND STRATEGY 12

Professional Development Units of Study
BBB3001 CO-OPERATIVE EDUCATION 1 12
BBB3002 CO-OPERATIVE EDUCATION 2 12

BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF PSYCHOLOGY (I)
Course Code: BBKP
Campus: Footscray Park.

This course is for Continuing students only

Course Objectives: This course aims to increase your effectiveness in marketing to consumers by developing your understanding of the human psyche. You will learn the fundamental principles of psychology and apply this to the marketing cycle of consumer needs, decision making, consumption and post purchase evaluation. Our graduates gain employment in relationship marketing, sales and promotions management, advertising and consumer research.

Careers: Our graduates gain employment in relationship marketing, sales and promotions management, advertising and consumer research.

Course Duration: 4 years

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
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. As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Marketing + 2 Professional Development) and 16 Psychology / Arts Units of Study. All units selected are unit to approval by the course coordinator.

Core Business Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BACHELOR OF BUSINESS (MARKETING/TOURISM MANAGEMENT) (I)

Course Code: BBKT

Campus: Footscray Park.

Course Objectives: You will gain the ability to market tourism products and destinations with a focus on sustainable business practices. You will demonstrate skills in product knowledge and marketing communication and the capacity to re-brand destinations.

Careers: Our graduates gain employment in small and medium sized tourism enterprises, generally specialising in an area of marketing such as sales, advertising, promotions and public relations.

Course Duration: 4 years

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 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. As from 2010, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 1 Professional Development + 2 Work Integrated Learning units.

Core Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BE01105 ECONOMIC PRINCIPLES 12
BE01106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Marketing

BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
BHO2285 MARKETING RESEARCH 12
BHO2434 CONSUMER BEHAVIOUR 12
BHO3254 ADVANCED MARKETING RESEARCH 12
BHO3435 MARKETING PLANNING AND STRATEGY 12

Specialisation Units of Study - Tourism Management

BHO1190 INTRODUCTION TO TOURISM 12
BHO2193 TOURISM PRODUCT DESIGN AND DELIVERY 12
BHO2255 TOURISM ENTERPRISE MANAGEMENT 12
BHO2301 SUSTAINABLE OPERATIONS 12
BHO2500 HOSPITALITY AND TOURISM INDUSTRY PROJECT 12
BHO3499 MANAGING SUSTAINABLE DESTINATIONS 12
BHO3507 INTERNATIONAL TRENDS AND ISSUES 12

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12

Work Integrated Learning Units of Study

BBB3001 CO-OPERATIVE EDUCATION 1 12
BBB3002 CO-OPERATIVE EDUCATION 2 12

Arts Electives

Five Arts electives and two Psychology electives
BACHELOR OF BUSINESS (MARKETING/MUSIC INDUSTRY) (I)

Course Code: BBKU

Campus: Footscray Park.

Course Objectives: This course aims to develop your skills in managing and marketing entertainment products including live performance and merchandise in many music genres. You will learn the essentials of marketing and their application, recognising the characteristics of the music industry such as consumer behaviour, distribution, merchandising and public relations.

CAREERS: Our graduates gain employment in artist services, publicity and merchandising.

Course Duration: 3 years

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, students 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

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

Core Units of Study

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<td>BCO1102</td>
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</tr>
<tr>
<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
<td>12</td>
</tr>
<tr>
<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
</tr>
<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
</tr>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study - Marketing

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<tr>
<td>BHO2257</td>
<td>ADVERTISING AND MARKETING COMMUNICATIONS</td>
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<td>BHO2259</td>
<td>PRODUCT AND SERVICES INNOVATIONS</td>
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<td>BHO2285</td>
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<td>BHO2434</td>
<td>CONSUMER BEHAVIOUR</td>
<td>12</td>
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<td>BHO3254</td>
<td>ADVANCED MARKETING RESEARCH</td>
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<tr>
<td>BHO3435</td>
<td>MARKETING PLANNING AND STRATEGY</td>
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Specialisation Units of Study - Music Industry

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<td>BEO2403</td>
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<td>BEO3404</td>
<td>INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY</td>
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<tr>
<td>BEO3408</td>
<td>MUSIC PUBLISHING AND RECORDING</td>
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</table>

BACHELOR OF BUSINESS (MARKETING/APPLIED ECONOMICS)

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: 3 years

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, students 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

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

Core Units of Study

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<tr>
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<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
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<td>ECONOMIC PRINCIPLES</td>
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<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
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<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
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<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
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<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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Specialisation Units of Study - Marketing

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<td>BFP3101</td>
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Specialisation Units of Study - Music Industry

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<tr>
<td>BEO2403</td>
<td>INTRODUCTION TO MUSIC BUSINESS</td>
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<tr>
<td>BHO2257</td>
<td>ADVERTISING AND MARKETING COMMUNICATIONS</td>
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<tr>
<td>BHO2258</td>
<td>PRODUCT AND BRAND MANAGEMENT</td>
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</tbody>
</table>
BACHELOR OF BUSINESS (RETAIL COMMERCE/MARKETING) (I)

Course Code: BBMC

Campus: Footscray Park.

Course Objectives: The goal of this course is to provide you with specialist knowledge of the marketing aspects of the retail industry. This is achieved by recognising the broader context of retail such as the economics of trade, while focusing on consumer behaviour, distribution models, promotion, pricing and product decisions to improve commercial practices.

Careers: Our graduates gain employment in retail services marketing domains such as retail consumer behaviour, product development, public relations and in-store promotions and merchandising.

Course Duration: 3 years

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

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

Core Units of Study

- BA01101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12
- BEO1195 GLOBAL RETAILING 12
- BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BEO3257 ECONOMICS OF RETAILING 12
- BEO3296 BUYING AND MERCHANDISING 12
- BEO3406 STRATEGIC RETAILING 12
- BHO3405 ELECTRONIC RETAILING 12

Specialisation Units of Study - Retail Commerce

- BEO1195 GLOBAL RETAILING 12
- BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BEO3257 ECONOMICS OF RETAILING 12
- BEO3296 BUYING AND MERCHANDISING 12
- BEO3406 STRATEGIC RETAILING 12
- BHO3405 ELECTRONIC RETAILING 12

Specialisation Units of Study - Marketing

- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
- BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
- BHO2285 MARKETING RESEARCH 12
- BHO2434 CONSUMER BEHAVIOUR 12
- BHO3254 ADVANCED MARKETING RESEARCH 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12

Professional Development Units of Study

- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12
- BFP3001 PROFESSIONAL DEVELOPMENT 3 12

BACHELOR OF BUSINESS (MUSIC INDUSTRY/EVENT MANAGEMENT) (I)

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.

Careers: Our graduates gain employment in festival and special events, conventions, expositions and sporting events.

Course Duration: 3 years

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

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. 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.
Course Structure

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. As from 2011, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 2 Professional Development and 1 Business Integrated Learning units. However, students will have the option of completing two Work Integrated Learning units by substituting BFP2001 Professional Development 2 and BBB3100 Business Learning Integrated Learning with BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 with the approval of the course coordinator. This option extends the duration of the course to 4 years.

Core Units of Study

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<td>BE01106</td>
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<td>BLO1105</td>
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<td>BMO1102</td>
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Specialisation Units of Study - Music Industry

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<tbody>
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<td>BEO2403</td>
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<td>BLO2401</td>
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Specialisation Units of Study - Event Management

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<tr>
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<td>BHO2301</td>
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<td>BHO3423</td>
<td>EVENT EVALUATION AND LEGACY</td>
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<td>BHO2422</td>
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Common Specialisation Unit of Study - Music Industry and Event Management

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Elective Unit of Study

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Business Integrated Learning Units of Study

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

Course Code: BBMI

Campus: Footscray Park, Other, Sunway University College, Kuala Lumpur.

Course Objectives: You will learn to analyse and assess world markets, their respective consumers and environments. You will develop the skills to understand the various forms of international trade, foreign exchange risk and risk management strategies.

Careers: Our graduates gain employment in design and development of marketing plans and implementation, specifically in the areas of negotiation and distribution systems.

Course Duration: 3 years

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.
BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF
PSYCHOLOGICAL STUDIES (I)
Course Code: BBMP
Campus: Footscray Park.

Course Objectives: This course aims to increase your effectiveness in marketing to consumers by developing your understanding of the human psyche. You will learn the fundamental principles of psychology and apply this to the marketing cycle of consumer needs, decision making, consumption and post purchase evaluation. Our graduates gain employment in relationship marketing, sales and promotions management, advertising and consumer research.

Careers: Our graduates gain employment in relationship marketing, sales and promotions management, advertising and consumer research.

Course Duration: 4 years

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
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. As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Marketing + 2 Professional Development) and 16 Psychology / Arts Units of Study. All units selected are unit to approval by the course coordinator.

Core Business Units of Study
BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12

BHO1171 INTRODUCTION TO MARKETING 12
BFO1001 PROFESSIONAL DEVELOPMENT 1 12
BFO2001 PROFESSIONAL DEVELOPMENT 2 12
BFO3001 PROFESSIONAL DEVELOPMENT 3 12

Specialisation Units of Study - Marketing
BEO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
BHO2285 MARKETING RESEARCH 12
BHO2434 CONSUMER BEHAVIOUR 12
BHO3254 ADVANCED MARKETING RESEARCH 12
BHO3435 MARKETING PLANNING AND STRATEGY 12

Professional Development Business Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12

Specialisation Units of Study - Arts
APP1012 PSYCHOLOGY 1A 12
APP1013 PSYCHOLOGY 1B 12
APP2013 PSYCHOLOGY 2A 12
APP2014 PSYCHOLOGY 2B 12
APP3035 RESEARCH METHODS IN PSYCHOLOGY 12
APP3036 HISTORY AND THEORIES IN PSYCHOLOGY 12
APP3037 CLINICAL ASPECTS OF PSYCHOLOGY 12
APP3023 PSYCHOLOGICAL ISSUES IN THE WORKPLACE 12

Arts Electives
Five Arts electives and two Psychology electives

BACHELOR OF BUSINESS (RETAIL MANAGEMENT/
MARKETING)
Course Code: BBMR
Campus: Footscray Park.

This course is for Continuing students only

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: 3 years

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
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.

Core Units of Study
- BAO1101  ACCOUNTING FOR DECISION MAKING 12
- BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1103  MICROECONOMIC PRINCIPLES 12
- BEO1104  MACROECONOMIC PRINCIPLES 12
- BEO1106  BUSINESS STATISTICS 12
- BHO1171  INTRODUCTION TO MARKETING 12
- BLO1105  BUSINESS LAW 12
- BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Retail Management
- Unit BEO1185 not found
- Unit BEO2186 not found
- BHO3405  ELECTRONIC RETAILING 12
- BEO3406  STRATEGIC RETAILING 12
- BEO3257  ECONOMICS OF RETAILING 12
- Unit BEO3295 not found

Support Units of Study
- BEO2254  STATISTICS FOR BUSINESS AND MARKETING 12
- BEO3500  APPLIED ECONOMICS RESEARCH PROJECT 12
- BHO2285  MUSIC RESEARCH 12
- Electives

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

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: 3 years

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).

BACHELOR OF BUSINESS (MARKETING/INTERNATIONAL TOURISM)
Course Code: BBMT
Campus: Other, Sunway-Malaysia.

Course Objectives: The course aims to develop marketing skills applicable to a culturally sensitive global environment. You will analyse the implications for the development of tourism in the Asia-Pacific region using sound business practice.
Careers: Our graduates gain employment in tourism marketing roles such as policy development, international public relations and promotion.

Course Duration: 3 years

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

Core Units of Study
- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Marketing
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
- BHO2285 MARKETING RESEARCH 12
- BHO2434 CONSUMER BEHAVIOUR 12
- BHO3254 ADVANCED MARKETING RESEARCH 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12

Specialisation Units of Study - International Tourism
- BHO1190 INTRODUCTION TO TOURISM 12
- BHO2285 MARKETING RESEARCH 12
- BHO2255 TOURISM ENTERPRISE MANAGEMENT 12
- BHO3438 TOURISM IN THE ASIA-PACIFIC REGION 12
- BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT 12
- BEO1252 INTERNATIONAL BUSINESS CONTEXT 12

Professional Development Units of Study
- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12
- BFP3001 PROFESSIONAL DEVELOPMENT 3 12

Specialisation Units of Study - Event Management
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
- BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
- BHO2434 CONSUMER BEHAVIOUR 12
- BHO3254 ADVANCED MARKETING RESEARCH 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12

BACHELOR OF BUSINESS (MARKETING/EVENT MANAGEMENT) (I)

Course Code: BBMV

Campus: Footscray Park.

Course Objectives: This course will develop your ability to deliver innovative marketing strategies for events. You will design strategic marketing plans to meet the needs of targeted event customers and create operational and tactical activities.

Careers: Our graduates gain employment in the meetings, incentives, conventions and events industries as event planners, conference organisers and delegate event facilitators.

Course Duration: 3 years

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
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. As from 2011, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 2 Professional Development and 1 Business Integrated Learning units. However, students will have the option of completing two Work Integrated Learning units by substituting BFP2001 Professional Development 2 and BBB3100 Business Learning Integrated Learning with BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 with the approval of the course coordinator. This option extends the duration of the course to 4 years.

Core Units of Study
- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105 ECONOMIC PRINCIPLES 12
- BEO1106 BUSINESS STATISTICS 12
- BHO1171 INTRODUCTION TO MARKETING 12
- BLO1105 BUSINESS LAW 12
- BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Marketing
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
- BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
- BHO2434 CONSUMER BEHAVIOUR 12
- BHO3254 ADVANCED MARKETING RESEARCH 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12

Specialisation Units of Study - Event Management
- BHO1190 INTRODUCTION TO TOURISM 12
- BHO2285 MARKETING RESEARCH 12
- BHO2255 TOURISM ENTERPRISE MANAGEMENT 12
- BHO3438 TOURISM IN THE ASIA-PACIFIC REGION 12
- BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT 12
- BEO1252 INTERNATIONAL BUSINESS CONTEXT 12

Professional Development Units of Study
- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12
- BFP3001 PROFESSIONAL DEVELOPMENT 3 12

Specialisation Units of Study - Event Management
- BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12
- BHO2259 PRODUCT AND SERVICES INNOVATIONS 12
- BHO2434 CONSUMER BEHAVIOUR 12
- BHO3254 ADVANCED MARKETING RESEARCH 12
- BHO3435 MARKETING PLANNING AND STRATEGY 12
BACHELOR OF BUSINESS (TOURISM MANAGEMENT) / BACHELOR OF RECREATION MANAGEMENT
Course Code: BBRT
Campus: Footscray Park.

This course is for Continuing students only

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: 4 years

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 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.

Core Business Units of Study
BA01101 ACCOUNTING FOR DECISION MAKING 12
BC01102 INFORMATION SYSTEMS FOR BUSINESS 12
BE01103 MICROECONOMIC PRINCIPLES 12
BE01106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Tourism Management
BHO1190 INTRODUCTION TO TOURISM 12

Unit BHO1192 not found

Specialisation Units of Study - Recreation Management
BHO2255 TOURISM ENTERPRISE MANAGEMENT 12
BMO2256 TOURISM HOSPITALITY AND EVENTS MARKETING 12

Unit BHO3436 not found

Unit BHO3437 not found

BACHELOR OF BUSINESS (RETAIL COMMERCE) (I)
Course Code: BBTC
Campus: Footscray Park, Other, Sunway-Malaysia.

Course Objectives: This course aims to provide you with a thorough understanding of the commercial realities of the retail industry, with the aim of managing retail operations. You will learn to assess the impact of global trends on retail, as well as the business and customer cycles of a multi-faceted industry, and the provision of retail services.

Course Duration: 3 years

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
You will develop a specialist understanding of and acquire the skills for large scale and boutique hospitality operations, typically resorts within operational and managerial levels. To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*.

### Course Structure

**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. 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 unit to approval by the course coordinator.

### Core Units of Study

- **BAO1101** ACCOUNTING FOR DECISION MAKING 12
- **BCO1102** INFORMATION SYSTEMS FOR BUSINESS 12
- **BE01105** ECONOMIC PRINCIPLES 12
- **BE01106** BUSINESS STATISTICS 12
- **BHO1171** INTRODUCTION TO MARKETING 12
- **BLO1105** BUSINESS LAW 12
- **BM01102** MANAGEMENT AND ORGANISATION BEHAVIOUR 12

### Specialisation Units of Study - Retail Commerce

- **BE01195** GLOBAL RETAILING 12
- **BE02254** STATISTICS FOR BUSINESS AND MARKETING 12
- **BE03201** DISTRIBUTION MANAGEMENT AND OPERATIONS 12
- **BE03257** ECONOMICS OF RETAILING 12
- **BE03296** BUYING AND MERCHANDISING 12
- **BE03406** STRATEGIC RETAILING 12
- **BHO3405** ELECTRONIC RETAILING 12

### Electives

Seven approved electives.

### Professional Development Units of Study

- **BFP1001** PROFESSIONAL DEVELOPMENT 1 12
- **BFP2001** PROFESSIONAL DEVELOPMENT 2 12
- **BFP3001** PROFESSIONAL DEVELOPMENT 3 12

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

**Course Code:** B8TH

**Campus:** Footscray Park, Other, HKIT-Hong Kong, Angell Business School Freiburg Germany.

**Course Objectives:** You will develop a specialist understanding of and acquire the skills for large scale and boutique hospitality operations, typically resorts within tourism destinations. You will be recognised for your ability to combine the service aspects of hospitality with the personal nature of the tourist experience. Our graduates will gain employment in hospitality organisations within established tourism destinations in positions such as guest services, tour guiding and resorts at operational and managerial levels.

### Careers

Our graduates will gain employment in hospitality organisations within established tourism destinations in positions such as guest services, tour guiding and resorts at operational and managerial levels.

**Course Duration:** 4 years

**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).

### Course Structure

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. As from 2010, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 1 Professional Development + 2 Work Integrated Learning units.

### Core Units of Study

- **BAO1101** ACCOUNTING FOR DECISION MAKING 12
- **BCO1102** INFORMATION SYSTEMS FOR BUSINESS 12
- **BE01105** ECONOMIC PRINCIPLES 12
- **BE01106** BUSINESS STATISTICS 12
- **BHO1171** INTRODUCTION TO MARKETING 12
- **BLO1105** BUSINESS LAW 12
- **BM01102** MANAGEMENT AND ORGANISATION BEHAVIOUR 12

### Specialisation Units of Study - Tourism Management

- **BHO1190** INTRODUCTION TO TOURISM 12
- **BHO2193** TOURISM PRODUCT DESIGN AND DELIVERY 12
- **BHO2255** TOURISM ENTERPRISE MANAGEMENT 12
- **BHO2301** SUSTAINABLE OPERATIONS 12
- **BHO2500** HOSPITALITY AND TOURISM INDUSTRY PROJECT 12
- **BHO3499** MANAGING SUSTAINABLE DESTINATIONS 12
- **BHO3507** INTERNATIONAL TRENDS AND ISSUES 12

### Specialisation Units of Study - Hospitality

- **BHO1110** INTRODUCTION TO HOSPITALITY 12
- **BHO1121** FOOD AND BEVERAGE MANAGEMENT I 12
- **BHO1122** FOOD AND BEVERAGE MANAGEMENT II 12
- **BHO2282** ACCOMMODATION MANAGEMENT 12
- **BHO3311** YIELD MANAGEMENT 12
- **BHO3473** HUMAN RELATIONS 12
- **BHO3501** HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT 12
BACHELOR OF BUSINESS (TOURISM MANAGEMENT) (I)

Course Code: BBTM

Campus: Footscray Park.

Course Objectives: Students will develop the knowledge and ability to develop, operate, manage and market sustainable tourism businesses and destinations. The goal of the course is to help students develop a broad business knowledge of the major operating areas of the tourism industry and enable them to pursue a broad spectrum of tourism management careers.

Careers: Our graduates gain employment in both public and private tourism sectors. This may include national, state or local destination management organisations, tourism transport operations, tour operations, resort hotels and airlines.

Course Duration: 4 years

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 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 to graduate. The course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation + 2 Professional Development) and 16 International Studies Units of Study (4 Core + 6 Specialisation International Studies + 6 Elective). All units selected are unit to approval of the course coordinator.

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
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<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
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</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
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<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
<td>12</td>
</tr>
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<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
</tr>
<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
</tr>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
</tr>
</tbody>
</table>

Specialisation Units of Study - Tourism Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHO1190</td>
<td>INTRODUCTION TO TOURISM</td>
<td>12</td>
</tr>
<tr>
<td>BHO2193</td>
<td>TOURISM PRODUCT DESIGN AND DELIVERY</td>
<td>12</td>
</tr>
<tr>
<td>BHO2255</td>
<td>TOURISM ENTERPRISE MANAGEMENT</td>
<td>12</td>
</tr>
<tr>
<td>BHO2301</td>
<td>SUSTAINABLE OPERATIONS</td>
<td>12</td>
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<tr>
<td>BHO2500</td>
<td>HOSPITALITY AND TOURISM INDUSTRY PROJECT</td>
<td>12</td>
</tr>
<tr>
<td>BHO3499</td>
<td>MANAGING SUSTAINABLE DESTINATIONS</td>
<td>12</td>
</tr>
<tr>
<td>BHO3507</td>
<td>INTERNATIONAL TRENDS AND ISSUES</td>
<td>12</td>
</tr>
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Electives

Seven approved electives

Professional Development Units of Study

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<thead>
<tr>
<th>Course Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BBTT1101</td>
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</tr>
<tr>
<td>BBTT1102</td>
<td>CO-OPERATIVE EDUCATION</td>
<td>12</td>
</tr>
</tbody>
</table>

BACHELOR OF BUSINESS (TOURISM MANAGEMENT) / BACHELOR OF INTERNATIONAL STUDIES

Course Code: BBTT

Campus: Footscray Park.

Course Objectives: You will understand the concept of cultural competence and its application in intercultural encounters. This will be achieved through knowledge of globalisation and the impacts of political, cultural and environmental dimensions on tourism management and operations. Our graduates gain employment in fields such as international relations, culture and heritage tourism, strategic tourism management and Pacific Rim tourism.

Careers: Our graduates gain employment in fields such as international relations, culture and heritage tourism, strategic tourism management and Pacific Rim tourism.

Course Duration: 4 years

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:

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. 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 + 6 Specialisation International Studies + 6 Elective). All units selected are unit to approval by the course coordinator.
Core Business Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEO1105  ECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Specialisation Units of Study - Tourism Management

BHO1190  INTRODUCTION TO TOURISM  12
BHO2193  TOURISM PRODUCT DESIGN AND DELIVERY  12
BHO2255  TOURISM ENTERPRISE MANAGEMENT  12
BHO2301  SUSTAINABLE OPERATIONS  12
BHO2500  HOSPITALITY AND TOURISM INDUSTRY PROJECT  12
BHO3499  MANAGING SUSTAINABLE DESTINATIONS  12
BHO3507  INTERNATIONAL TRENDS AND ISSUES  12

Business Professional Development Units of Study

BFP1001  PROFESSIONAL DEVELOPMENT 1  12
BFP2001  PROFESSIONAL DEVELOPMENT 2  12

Core International Studies Units of Study

ACX1000  COMMUNICATING TRANSCULTURALLY  12
AAP3014  DIMENSIONS OF GLOBAL POLITICS  12
ASX3500  INTERNATIONAL INTERDISCIPLINARY PROJECT  12
ASX3001  INTERNATIONAL STUDIES: PROFESSIONAL LEARNING  12

Specialisation Units of Study - International Studies

6 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
Political Science
Sociology
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

6 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.

BACHELOR OF BUSINESS (TOURISM/EVENT MANAGEMENT)

Course Code: BBTV

Campus: Footscray Park, Other, Angell Akadamie, Freiburg.

Course Objectives: You will achieve a distinct set of skills in event management to match the needs of special interest tourists. This includes sustainable tourism planning and issues such as infrastructure, access and location. You will understand the relationship between provision of tourism products and packages and successful event management. Our graduates gain employment in destination marketing organisations, incentive travel companies, resorts and special interest exhibitions as event planners and conference organisers.

Careers: Our graduates gain employment in destination marketing organisations, incentive travel companies, resorts and special interest exhibitions as event planners and conference organisers.

Course Duration: 4 years

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 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. As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 7 Specialisation Two + 4 Professional Development units.

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING  12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS  12
BEO1105  ECONOMIC PRINCIPLES  12
BEO1106  BUSINESS STATISTICS  12
BHO1171  INTRODUCTION TO MARKETING  12
BLO1105  BUSINESS LAW  12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR  12

Specialisation Units of Study - Tourism Management

BHO1190  INTRODUCTION TO TOURISM  12
BHO2193  TOURISM PRODUCT DESIGN AND DELIVERY  12
BHO2255  TOURISM ENTERPRISE MANAGEMENT  12
BHO2500  HOSPITALITY AND TOURISM INDUSTRY PROJECT  12
BHO3499  MANAGING SUSTAINABLE DESTINATIONS  12
BHO3507  INTERNATIONAL TRENDS AND ISSUES  12

Specialisation Units of Study - Event Management

BHO1190  INTRODUCTION TO TOURISM  12
BHO2193  TOURISM PRODUCT DESIGN AND DELIVERY  12
BHO2255  TOURISM ENTERPRISE MANAGEMENT  12
BHO2500  HOSPITALITY AND TOURISM INDUSTRY PROJECT  12
BHO3499  MANAGING SUSTAINABLE DESTINATIONS  12
BHO3507  INTERNATIONAL TRENDS AND ISSUES  12
BHO2301  SUSTAINABLE OPERATIONS  12
BHO2422  EVENT CREATION AND DESIGN  12
BHO2432  INTRODUCTION TO EVENTS  12
BHO3420  EVENT OPERATIONS  12
BHO3421  BUSINESS EVENTS  12
BHO3423  EVENT EVALUATION AND LEGACY  12
BMO3405  LIVE PERFORMANCE MANAGEMENT  12
Professional Development Units of Study
BFP1001  PROFESSIONAL DEVELOPMENT 1 12
BFP2001  PROFESSIONAL DEVELOPMENT 2 12
Work Integrated Learning Units of Study
BBB3001  CO-OPERATIVE EDUCATION 1 12
BBB3002  CO-OPERATIVE EDUCATION 2 12

MASTER OF BUSINESS (HOSPITALITY MANAGEMENT) (I)
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.
Careers: Hospitality management.
Course Duration: 1.5 years
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
All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

BAO5701  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM  12
BHO5623  ADVANCED YIELD MANAGEMENT  12
BHO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM  12
BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT  12
BHO5608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT  12
BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12
BHO5668  HOSPITALITY OPERATIONS MANAGEMENT  12
BHO5657  HOSPITALITY PROPERTY DEVELOPMENT  12
plus either

Coursework Stream
Select four units of study from the following:
BHO5506  ADVANCED WINE AND BEVERAGE MANAGEMENT  12
BHO5607  CASINO AND GAMING OPERATIONS MANAGEMENT  12
BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  12
BHO5501  ELECTRONIC MARKETING  12
BHO6666  GLOBAL MARKETING MANAGEMENT  12
BHO5618  THE EVENTS ENVIRONMENT  12
BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12
BHO5575  NATIONAL CULTURES AND IDENTITIES  12
BHO5615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM  12
BHO6720  THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL  12
OR
Thesis Stream
BHO7742  BUSINESS RESEARCH METHODS  12
BHO7700  THESIS (FULL TIME)  36
or
BHO7701  THESIS (PART TIME)  18
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: BABC
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.
Careers: Marketing and management.
Course Duration: 1.5 years
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
All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.
Core Units of Study
BHO6505  MARKETING MANAGEMENT  12
plus either

BAO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM  12
BHO5623  ADVANCED YIELD MANAGEMENT  12
BHO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM  12
BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT  12
BHO5608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT  12
BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12
BHO5668  HOSPITALITY OPERATIONS MANAGEMENT  12
BHO5657  HOSPITALITY PROPERTY DEVELOPMENT  12

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BHO5574  CONSUMER BEHAVIOUR  12
BHO5583  MARKETING RESEARCH  12
BHO5525  MARKETING STRATEGY  12
Electives - select four units of study from:
BHO5501  ELECTRONIC MARKETING  12
BHO5503  MARKETING COMMUNICATION  12
BHO5502  SERVICES AND RELATIONSHIP MARKETING  12
BHO5504  BRAND AND PRODUCT MANAGEMENT  12
BHO6666  GLOBAL MARKETING MANAGEMENT  12
BHO5505  BUSINESS TO BUSINESS MARKETING  12
BHO5572  LOGISTICS  12
plus either:
Four other approved units of study
OR
BHO7742  BUSINESS RESEARCH METHODS  12
BHO7700  THESIS (FULL TIME)  36
or
BHO7701  THESIS (PART TIME)  18

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, Other, IUAS-Germany.

Course Objectives: 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: 1.5 years

Admission Requirements: To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

Course Structure

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

Coursework Option

BAO5505  ACCOUNTING FOR EVENTS  12
BMO5401  SPECIAL EVENT MANAGEMENT  12
BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12

BH05617  PRODUCING CREATIVE EVENTS  12
BE05408  EVENT EVALUATION AND LEGACY  12
BH05618  THE EVENTS ENVIRONMENT  12
BH05619  BUSINESS EVENTS IN THE GLOBAL CONTEXT  12
BM06623  STRATEGIC ANALYSIS AND DECISION MAKING  12
BH05621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12

plus three Electives offered by the Faculty of Business and Law and approved by the Course Co-ordinator

or

Thesis Option

BAO5505  ACCOUNTING FOR EVENTS  12
BE05408  EVENT EVALUATION AND LEGACY  12
BH05616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12
BH05618  THE EVENTS ENVIRONMENT  12
BH05617  PRODUCING CREATIVE EVENTS  12
BM05401  SPECIAL EVENT MANAGEMENT  12
BM06623  STRATEGIC ANALYSIS AND DECISION MAKING  12
BH05619  BUSINESS EVENTS IN THE GLOBAL CONTEXT  12
BH07742  BUSINESS RESEARCH METHODS  12
BH07700  THESIS (FULL TIME)  36
BH07701  THESIS (PART TIME)  18

On completion of 4 approved units of study, students can choose to exit the program with the Graduate Certificate in Event Management. On completion of 8 approved units of study, students can exit the program and be eligible for Graduate Diploma in Event Management.

MASTER OF BUSINESS (HOSPITALITY AND TOURISM MARKETING)

Course Code: BMHK

Campus: City Flinders.

This course is for Continuing students only

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.

Careers: Marketing.

Course Duration: 1.5 years

Admission Requirements: To qualify for admission to the course an applicant must normally have completed successfully a relevant degree 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, 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 be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

The course may comprise (a) twelve coursework units of study or (b) nine units of study and a thesis:

**Coursework Option**

- BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12
- BHO5568  HOSPITALITY OPERATIONS MANAGEMENT  12
- BHO5605  INTERNATIONAL TOURISM MANAGEMENT  12
- BHO6505  MARKETING MANAGEMENT  12
- BHO5501  ELECTRONIC MARKETING  12
- BHO5575  NATIONAL CULTURES AND IDENTITIES  12
- BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12
- BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  12

plus four approved elective units of study

**Option B - Thesis Stream**

- BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING  12
- BHO5568  HOSPITALITY OPERATIONS MANAGEMENT  12
- BHO5605  INTERNATIONAL TOURISM MANAGEMENT  12
- BHO6505  MARKETING MANAGEMENT  12
- BHO5501  ELECTRONIC MARKETING  12
- BHO5575  NATIONAL CULTURES AND IDENTITIES  12
- BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12
- BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  12
- BHO7742  BUSINESS RESEARCH METHODS  12
- BHO7700  THESIS (FULL TIME)  36

or

- BHO7701  THESIS (PART TIME)  18

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 the Graduate Certificate in Hospitality and Tourism Marketing.

**Course Structure**

All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Compulsory Units of Study**

- BAO5701  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM  12
- BHO5608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT  12
- BHO5616  HOSPITALITY OPERATIONS MANAGEMENT  12
- BHO5520  INTRODUCTION TO HOSPITALITY INDUSTRY  12
- BHO5521  FOOD AND BEVERAGE STUDIES I  12
- BHO5522  FOOD AND BEVERAGE STUDIES II  12
- BHO5586  ACCOMMODATION STRUCTURE AND ORGANISATION  12
- BHO5567  HOSPITALITY PROPERTY DEVELOPMENT  12
- BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12

plus three of the following:

- BHO5615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM  12
- BHO5623  ADVANCED YIELD MANAGEMENT  12
- BLO5550  LAW FOR THE HOSPITALITY INDUSTRY  12
- BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT  12
- BHO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM  12
- BHO6720  THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL  12
- BHO5615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM  12
- BHO5607  CASINO AND GAMING OPERATIONS MANAGEMENT  12
- BHO5506  ADVANCED WINE AND BEVERAGE MANAGEMENT  12
- BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  12

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 Event 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.

**Course Structure**

All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Compulsory Units of Study**

- BMHP  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM  12
- BHO5608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT  12
- BHO5616  HOSPITALITY OPERATIONS MANAGEMENT  12
- BHO5520  INTRODUCTION TO HOSPITALITY INDUSTRY  12
- BHO5521  FOOD AND BEVERAGE STUDIES I  12
- BHO5522  FOOD AND BEVERAGE STUDIES II  12
- BHO5586  ACCOMMODATION STRUCTURE AND ORGANISATION  12
- BHO5567  HOSPITALITY PROPERTY DEVELOPMENT  12
- BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT  12

plus three of the following:

- BHO5515  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM  12
- BHO5623  ADVANCED YIELD MANAGEMENT  12
- BLO5550  LAW FOR THE HOSPITALITY INDUSTRY  12
- BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT  12
- BHO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM  12
- BHO6720  THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL  12
- BHO5615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM  12
- BHO5607  CASINO AND GAMING OPERATIONS MANAGEMENT  12
- BHO5506  ADVANCED WINE AND BEVERAGE MANAGEMENT  12
- BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  12

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.
FACULTY OF BUSINESS AND LAW

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
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.

Hospitality Specialisation
BA05701  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM  12
BH05568  HOSPITALITY OPERATIONS MANAGEMENT 12
BH05608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT 12
BH05613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM 12

Plus two of the following units
BH05667  HOSPITALITY PROPERTY DEVELOPMENT 12
BH05623  ADVANCED YIELD MANAGEMENT 12
BH05624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT 12

Event Management Specialisation
BMO5401  SPECIAL EVENT MANAGEMENT  12
BH05619  BUSINESS EVENTS IN THE GLOBAL CONTEXT  12
BLO5406  LAW FOR EVENTS  12
BE05407  ECONOMIC IMPACTS OF EVENTS  12
BMO5602  BUSINESS PROJECT MANAGEMENT  12

Plus one of the following units
BMO6511  STRATEGIC MANAGEMENT AND BUSINESS POLICY 12
BMO6622  MANAGING INNOVATION AND ENTREPRENEURSHIP 12

MASTER OF BUSINESS (HOSPITALITY AND TOURISM MANAGEMENT)
Course Code: BMTH
Campus: City Flinders.
This course is for Continuing students only
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: 1.5 years
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.

Core Units of Study
BH05622  MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM  12
BH05575  NATIONAL CULTURES AND IDENTITIES 12
BH05615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM 12
BH06720  THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL 12

Group 1 Specialisation Units of Study - Hospitality
BH05568  HOSPITALITY OPERATIONS MANAGEMENT 12
BH05623  ADVANCED YIELD MANAGEMENT 12
BH05667  HOSPITALITY PROPERTY DEVELOPMENT 12
BH05624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT 12

Group 2 Specialisation Units of Study - Tourism
BH05605  INTERNATIONAL TOURISM MANAGEMENT 12
BH05717  SUSTAINABLE DESTINATION MANAGEMENT 12
BH05621  HOSPITALITY, TOURISM AND EVENTS PROJECT 12
BH05718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM 12

Group 3 Coursework Elective Units of Study
BA05701  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM 12
BH05506  ADVANCED WINE AND BEVERAGE MANAGEMENT 12
BH05567  HOSPITALITY PROPERTY DEVELOPMENT 12
BH05568  HOSPITALITY OPERATIONS MANAGEMENT 12
BH05574  CONSUMER BEHAVIOUR 12
BH05605  INTERNATIONAL TOURISM MANAGEMENT 12
BH05607  CASINO AND GAMING OPERATIONS MANAGEMENT 12
BH05608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT 12
BH05613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM 12
BH05616  HOSPITALITY, TOURISM AND EVENTS MARKETING 12
BH05618  THE EVENTS ENVIRONMENT 12
BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT 12
BHO5623  ADVANCED YIELD MANAGEMENT 12
BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT 12
BHO5717  SUSTAINABLE DESTINATION MANAGEMENT 12
BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM 12
BHO6666  GLOBAL MARKETING MANAGEMENT 12
Or other electives offered by the Faculty of Business and Law and approved by the course coordinator.

Group 4 Thesis Option
BHO7742  BUSINESS RESEARCH METHODS 12
BHO7700  THESIS (FULL TIME) 36
BHO7701  THESIS (PART TIME) 18
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.
Careers: Tourism management.
Course Duration: 1.5 years
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
All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Core Units of Study
BAO5701  ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM 12
BHO5608  HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT 12
BHO5616  HOSPITALITY, TOURISM AND EVENTS MARKETING 12
BHO5613  APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM 12
Tourism Specialisation
BHO5717  SUSTAINABLE DESTINATION MANAGEMENT 12
BHO5605  INTERNATIONAL TOURISM MANAGEMENT 12
BHO5621  HOSPITALITY, TOURISM AND EVENTS PROJECT 12
BHO5718  CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM 12
plus either:
Coursework Option
Select four units from:
BE06710  TOURISM ECONOMICS 12
BHO66720  THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL 12
BHO5615  PRODUCT INNOVATION IN HOSPITALITY AND TOURISM 12
BHO5618  THE EVENTS ENVIRONMENT 12
BHO5619  BUSINESS EVENTS IN THE GLOBAL CONTEXT 12
BHO5601  SPECIAL EVENT MANAGEMENT 12
BE05407  ECONOMIC IMPACTS OF EVENTS 12
BHO5607  CASINO AND GAMING OPERATIONS MANAGEMENT 12
BHO5575  NATIONAL CULTURES AND IDENTITIES 12
BHO5624  SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT 12
BHO5623  ADVANCED YIELD MANAGEMENT 12
BMD6511  STRATEGIC MANAGEMENT AND BUSINESS POLICY 12
OR
Thesis Option
BHO7742  BUSINESS RESEARCH METHODS 12
BHO7700  THESIS (FULL TIME) 36
or
BHO7701  THESIS (PART TIME) 18
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.
Careers: Tourism management and event management.
Course Duration: 1.5 years
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
All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.
Tourism Specialisation

BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM 12
BHO5605 INTERNATIONAL TOURISM MANAGEMENT 12
BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT 12
BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM 12

Plus two of the following units
BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT 12
BHO5717 SUSTAINABLE DESTINATION MANAGEMENT 12
BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM 12

Event Management Specialisation

BMO5401 SPECIAL EVENT MANAGEMENT 12
BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT 12
BLO5406 LAW FOR EVENTS 12
BEO5407 ECONOMIC IMPACTS OF EVENTS 12
BMO5602 BUSINESS PROJECT MANAGEMENT 12

Plus one of the following units:
BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY 12
BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP 12

Doctor of Philosophy (I)

Course Code: BPHH
Campus: City Flinders.
Course Objectives: 
Course Duration: 4 years
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent at a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.
Course Structure
The course comprises a research thesis.

BHO8000 PHD (RESEARCH) (FULL TIME) 48
OR
BHO8001 PHD (RESEARCH) (PART TIME) 24

Doctor of Philosophy

Course Code: BPPH
Campus: City Flinders.
This course is for Continuing students only
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPHH (4 year course) from 2009. Course is only available to commencing students from 2009.

BHO8000 PHD (RESEARCH) (FULL TIME) 48
OR
BHO8001 PHD (RESEARCH) (PART TIME) 24

Master of Business [By Research] (I)

Course Code: BRAH
Campus: City Flinders.
Course Objectives: The Master of Business by Research can be offered by the School of Hospitality, Tourism and Marketing. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.
Course Duration: 2 years
Course Structure
The course normally requires two years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 192 credit points.

BHO8000 RESEARCH THESIS (FULL TIME) 48
OR
BHO8001 RESEARCH THESIS (PART TIME) 24
UNITS

Below are unit details for courses offered by the School of Hospitality, Tourism & Marketing in 2011.

IMPORTANT NOTICE: Not all elective units 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

Locations: Footscray Park.

Prerequisites: Nil.

Description: The purpose of this unit is to give students a basic understanding of the study of hospitality as an emerging discipline worthy of rigorous study and to orient the students to the hospitality industry and the issues which confront it. This will include introducing students to the depth and scope of hospitality as a concept that permeates society, with an emphasis on developing a sensitivity to and understanding of the derivatives and contemporary manifestations of the hospitality industry and management therein. Topics to be covered include: hospitality as a field of study; introduction to the hospitality industry; the philosophy of hospitality; the origins of modern hospitality; the structure and dynamic forces of the hospitality industry; consuming hospitality; the commoditisation of the hospitality industry.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to: critically and holistically understand the hospitality industry as both a social and economic phenomenon involving relationships and transactions between people; effectively apply management concepts and techniques; acquire basic evaluation and analytical skills; develop an elementary capacity to reflect; and demonstrate written communication 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.

Required Reading: BHO1110 Introduction to Hospitality: workbook of readings and activities

Assessment: Progressive assessment, 60%; Final examination, 40%.

BHO1114 CULINARY HEALTH, HYGIENE AND SAFETY


Prerequisites:

Description: The aim of this unit is to develop an holistic approach to health, hygiene and safety policy and strategy to encourage sustainable resource management and appropriate occupational practice.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Indentify the drivers of global health, hygiene and safety policy and assess how these may influence context specific sustainable workplace practice. Assess potential hazards within the workplace and develop recommendations for best practice. Demonstrate occupational health, hygiene and safety practices to minimise harm and promote sustainability. Acquire basic evaluation and analytical skills. Develop an elementary capacity to reflect. Demonstrate written academic communication skills.

Class Contact: This unit will be delivered by way of a two hour lecture and a one hour tutorial - practicum.


Assessment: This unit will use graded assessment with both progressive and final assessments.

Essay, Theoretical essay, 20%. Project, Practical based project, 20%. Test, Early at-risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate II or above in Commercial Cookery and undertake BHO1121 Food and Beverage Management I, will receive an exemption for this unit of study.

BHO1116 INTRODUCTION TO KITCHEN OPERATIONS


Prerequisites: BHO1114 - CULINARY HEALTH, HYGIENE AND SAFETY

Description: The aim of this unit is to develop basic application skills and an integrated understanding of the major technologies employed in the production of food and beverages in a modern culinary setting.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Describe the provenance of food and recipes including issues of cultural and social significance. Describe the major technologies employed in modern culinary practice and management. Identify the strengths and weaknesses of a dish from the perspectives of acquisition, storage, handling, preparation, and cooking. Analyse a recipe to determine the ingredients needed and their classification, acquisition, storage, handling, preparation and presentation. Identify the critical path for preparation and cooking a range of ingredients to standard recipes and how culinary technologies may assist in this process.

Class Contact: Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.


Assessment: This unit will use graded assessment with both progressive and final assessments.

Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early at-risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate II or above in Commercial Cookery and undertake BHO1121 Food and Beverage Management I, will receive an exemption for this unit of study.
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Class Contact: Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.


Assessment:
This unit will use graded assessment with both progressive and final assessments.

Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early - at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for this unit of study.

BHO1121 FOOD AND BEVERAGE MANAGEMENT I

Locations: Footscray Park.
Prerequisites: BHO1110 - INTRODUCTION TO HOSPITALITY
Description: To introduce students to the core principles and practices of food and beverage management in order to optimise the managerial and operational efficiency of food service 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.

Credit Points: 12
Learning Outcomes: On the completion of this unit, students are expected to demonstrate an understanding of: the essential characteristics of food and beverages; the structure and nature of the food service industry; the role and function of the menu and the wine lists, including menu planning; various food production methods and food control systems, including food and beverage costing methods; recipe development and standardisation; basic food safety and hygiene principles; the concept of the dining experiences and various examples of the dining experience.

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

Required Reading: Food and Beverage Management, Davis, B, Lockwood, A, Pantelidis, I, and Alcott, P 2008 4e, Elsevier Science & Technology.

Assessment: Presentation, Oral, 30%. Essay, Written assignment, 20%. Other, ePortfolio, 10%. Examination, Final exam, 40%.

BHO1122 FOOD AND BEVERAGE MANAGEMENT II

Locations: Footscray Park.
Prerequisites: BHO1121 - FOOD AND BEVERAGE MANAGEMENT I
Description: To develop a comprehensive understanding of the principles of food and beverage management. Topics include: concepts of food services management; conceptualising quality in a food service setting; quality control; menu engineering; production systems and food and beverage cost control

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students should be able to: demonstrate the essential strategic and executive skills required to deliver quality food and beverage services; describe the roles and responsibilities of a food and beverage manager; and critically analyse and evaluate food and beverage performance based on financial, market and operational criteria.

Class Contact: A two hour lecture and a one hour tutorial or equivalent or a delivery mode as approved by the Faculty of Business and Law.

Required Reading: Food and Beverage Management, Davis, B., Lockwood, A., Pantelidis, I., and Alcott, P. 2008 4e, Elsevier, U. K

Assessment: Test, Post-Lecture quiz, 10%. Project, Management report on simulated environment, 50%. Examination, Final exam, 40%.

BHO1171 INTRODUCTION TO MARKETING

Locations: Werribee, Footscray Park, City Flinders, Other.
Prerequisites: Nil.
Description: 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.

Credit Points: 12
Learning Outcomes: On completion of this unit, students should be able to: demonstrate an understanding of the principles underlying the development of marketing strategies, especially in relation to services and consumer goods; describe the role of the marketer, and the marketer’s contribution to the direction of the organisation which offers products such as: goods, services, ideas, events, activities, people and experiences, as a means of satisfying the needs of consumers; outline the particular challenges confronting marketers in the global environment; demonstrate a knowledge of the marketing strategies that can be implemented to confront these challenges; demonstrate an ability to identify marketing problems in exercises which simulate real world situations, and develop strategies to provide solutions to the marketing problems identified.

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


Assessment: Test, Test (s) - multiple choice or short answer, 30%. Report, Report, 30%. Examination, Final examination, 40%.

BHO1190 INTRODUCTION TO TOURISM

Locations: Footscray Park, Other.
Prerequisites: Nil.
Description: 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Tests and assignments, 50%; Final examination, 50%.

BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY

Locations: Footscray Park, Other.

Prerequisites: BHO1190 - INTRODUCTION TO TOURISM

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to: Research, design, package and market a tourism product. Develop product material for distribution by traditional (i.e. brochure) and electronic (i.e. web-based) distribution channels. Communicate the product to a range of interest groups. Deal effectively with clients and business partners.

Class Contact: 3 hours per week or equivalent.


Assessment: Progressive Assessment Tutorial Multiple Choice Questions and Discussion (10%) - Based on selected readings and subsequent group discussion. Tourism Product Design Group Assignment (30%) - Design of an innovative and memorable tourism product and tour. - Development of supporting brochure and web-based material. Group Product Presentation (20%) 15 Minutes - Presentation of tourism product and tour. - Emphasis on selling the concept to relevant stakeholders. - Imaginative presentations will be rewarded Final Examination (40%) 2 hours duration.

BHO2193 TOURISM PRODUCT DESIGN AND DELIVERY

Locations: Footscray Park.

Prerequisites: BHO1190 - INTRODUCTION TO TOURISM

Description: 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.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to: research, design, package and market a tourism product; develop product material for distribution by traditional (i.e. brochure) and electronic (i.e. web-based) distribution channels; communicate the product to a range of interest groups and deal effectively with clients and business partners.

Class Contact: To be advised.


Assessment: Assignment, Progressive Assessment Tutorial Multiple Choice Questions and Discussion, 10%. Assignment, Progressive Assessment Tutorial Multiple Choice Questions and Discussion, 30%. Presentation, Design of an innovative & memorable tourism product and tour. Development of supporting brochure and web-based material. Group Product Presentation, 20%. Examination, Final Examination, 40%.

BHO204 INTRODUCTION TO KITCHEN MANAGEMENT


Prerequisites: BHO1114 - CULINARY HEALTH, HYGIENE AND SAFETY
BHO1115 - INTRODUCTION TO CULINARY TECHNOLOGIES
BHO1116 - INTRODUCTION TO KITCHEN OPERATIONS
BHO2013 - ADVANCED KITCHEN OPERATIONS

Description: The aim of this unit is to refine advanced application skills and introduce students to the key management concepts that underpin the major operations and operating systems employed in the production of food and beverages in a modern culinary setting.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Monitor and report upon the major operating processes employed in a modern culinary setting. Synthesise and implement appropriate kitchen management processes. Develop, cast and evaluate a menu from a kitchen management perspective. Oversee and evaluate the marketing, managerial and financial performance of a kitchen that produces an a la carte menu.

Class Contact: Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.


Assessment: This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early - at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for this unit of study.

BHO2252 SELLING AND SALES MANAGEMENT

Locations: Footscray Park, City Flinders.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: 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.

Credit Points: 12

Learning Outcomes: 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
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points.


Assessment: Case Study, 20%; Report, 30%; Final examination, 50%.

BHO253 BUSINESS TO BUSINESS MARKETING

Locations: Werribee, Footscray Park.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: The unit of study will cover the general principles of marketing and how they apply to business to business marketing, and introduce students to the particular theories and the body of knowledge that surrounds the marketing of goods and services in the industrial marketing sector. Topics include: The nature of industrial markets, and the major differences between organisational and non-organisational buying processes, and the differences between their particular marketing strategies; business buyer behaviour and 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 industrial marketing research in this process; the formulation of an effective marketing mix and sound marketing plan for business to business marketing; the fundamentals of managing a business to business sales force and effectively servicing major (or key) accounts; the distribution of business to business products; the pricing of business to business products.

Credit Points: 12

Learning Outcomes: 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: Business Report, 30%; Work Sheets, 30%; Final Examination, 40%.

BHO255 TOURISM ENTERPRISE MANAGEMENT

Locations: Footscray Park.

Prerequisites: BHO1190 - INTRODUCTION TO TOURISM

Description: 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.

Credit Points: 12

Learning Outcomes: 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: In-semester assessment, 60%; Examination, 40%.

BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING

Locations: Footscray Park, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit of study, students should be able to: Identify and evaluate the factors that influence the purchase decision process for tourism, hospitality and event products and services; Assess electronic and other communication strategies as a means of reaching consumers of tourism, hospitality and event products and services and influencing their behaviour; Conduct independent research in the field of tourism, hospitality and events marketing.

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


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

BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS

Locations: Footscray Park, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: 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.

Credit Points: 12

Learning Outcomes: Upon satisfactory completion of this unit, the student should be able to: Discuss the role of advertising and marketing communications in Australian society; Segment the market and identify relevant target markets for advertising and marketing communications; Select, with suitable justification, the appropriate communications mix for given marketing problems; Identify promotional opportunities in traditional and new media; Appreciate the ways that marketing communications messages influence and persuade consumers; Identify the role of marketing communications elements in the overall marketing program; Discuss the
decisions which need to be made in budgeting and planning for promotion; Research and prepare a profile of a given target market; Set promotional objectives and identify their relationship with the communications plan; Identify and discuss a range of creative strategies; Organise for marketing communications planning and decision-making; Develop written communication skills in a range of genres, specifically business reports, media releases and advertising copy; Develop analytical skills and problem-solving skills with an applied focus.

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

Required Reading: William Chitty, Nigel Barker and Terence A. Shimp. Integrated Marketing Communications, 1st Pacific-Rim edn, Nelson-Thomson, Australia, 2005

Assessment: Final examination (50%) and in-semester assessment (50%). Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

**BHO2258 PRODUCT AND BRAND MANAGEMENT**

Locations: Footscray Park, Other.

Prerequisites: **BHO1171 - INTRODUCTION TO MARKETING**

Description: 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 product decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product management.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Understand the role of product and brand managers in a competitive environment; Undertake market analysis and develop objectives and strategies for the product or service in question; Make decisions about brand promotion, pricing and relationship management; Comprehend the particular challenges confronting product and brand managers in the global environment; and Demonstrate knowledge of the marketing strategies that can be implemented to confront these challenges.

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


Assessment: Assignment, Progressive Assessment, 60%. Examination, Final Examination, 40%.

**BHO2282 ACCOMMODATION MANAGEMENT**

Locations: Footscray Park.

Prerequisites: Nil.

Description: In this unit students will acquire a basic understanding of the planning, management and operational requirements of the accommodation industry. Topics include: introduction to the accommodation industry; the guest cycle; integrating rooms division management; operating cost structures and control; the revenue cycle; rooms division management; and accommodation information systems.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to demonstrate their understanding of the accommodation industry by being able to: describe the management environment; understand and apply the principles and practices of the guest cycle; examine and explain operating cost structures; analyse and investigate performance metrics and benchmarks; apply stochastic models and use simple heuristics to forecast demand and pricing; and understand the principles and processes of information management.

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


Assessment: Assignment, 20%; Examination, 50%; Semester Test, 10%; Computer Exercise, 20%.

**BHO2285 MARKETING RESEARCH**

Locations: Footscray Park, Sunbury, Other.
Prerequisites: BEO1106 - BUSINESS STATISTICS
BHO1171 - INTRODUCTION TO MARKETING

Description: This 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: recognise that research is the systematic and objective identification, collection, analysis and dissemination of information for the purpose of assisting in decision-making; identify the most appropriate research technique for a given research project; develop and/or evaluate an appropriate data collection form; determine the data analysis technique most appropriate to the research; and prepare and present a research proposal and/or report.

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

Required Reading: To be advised by lecturer
Assessment: Assignments, 50%; Examination, 50%.

BHO2286 NATURE BASED TOURISM

Locations: Footscray Park.
Prerequisites: BHO1190 - INTRODUCTION TO TOURISM

Description: This unit of study aims to introduce students to the concept of nature-based tourism and its specific sub-categories of adventure tourism and eco-tourism. To provide students with an understanding of the operations and visitor management issues for nature-based activities in natural environments. Topics include: motivations for nature-based tourism; the markets for adventure tourism and eco-tourism; operations issues including accreditation, and the management of visitors in natural areas.

Credit Points: 12

Learning Outcomes: 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, fieldtrip, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Assessment: Progressive assessment, 60%; Final examination, 40%. Note: Only hand-held non-programmable calculators may be used in examinations.

BHO2405 MUSIC MARKETING

Locations: Footscray Park.
Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: appreciate the many factors involved in music marketing and understand the processes by which music product moves from the producer to the consumer; set marketing objectives, develop marketing strategies for music products and constructively analyse and evaluate their impact on the consumer; prepare a comprehensive marketing plan for music products; conduct independent research in the field of music marketing.

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

Assessment: Examination, 40%; Case Studies, 30%; Assignments, 30%.
BHO2407  MARKETING ON THE INTERNET

Locations: Werrab and Footscray Park, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: This unit of study aims to give students an understanding of how marketing practices can be applied either in isolation using the web or as part of an integrated communication package incorporating the web. It looks in particular at the major marketing strengths of the internet over traditional methods. The unit of study examines 2 cases in particular, which exemplify highly efficient uses of the web as a selling, advertising, public relations and distribution tool. Topics include: a brief introduction, building a customer relationship, an examination of the 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.

Credit Points: 12

Learning Outcomes: 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: Major report, 30%; Check sheets, 30%; Exam, 30%.

BHO2422  EVENT CREATION AND DESIGN

Locations: Footscray Park.

Prerequisites: BHO2432 - INTRODUCTION TO EVENTS

Description: This unit will examine the following areas: 1. Creativity - the concept of creativity; developing and fostering creative skills; barriers to creativity; 2. Events and creativity in context; historical perspectives; the evolution of creativity in events; the value of extravagant events, specifically closing and opening ceremonies; objectives of events; constraints to creativity in events 3. Design - Principles of design; producing creative events; technical skills; resources; risk factors; review of event creative industries and synergies with events.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students are expected to be able to: - Understand the creative process - Understand the methods for encouraging a creative environment - Understand the ways in which events are created and produced - Know what would constitute a creative event and how to go about producing this - Understand how technical skills can be used to enhance the production of events - Be familiar with the principles of event design - Be able to develop/design a proposal for a unique event.

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


Assessment: Other, Progressive assessment, 100%.

BHO2432  INTRODUCTION TO EVENTS

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: Students will gain a broad understanding of event environment as well as management and administrative processes.

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


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

BHO2434  CONSUMER BEHAVIOUR

Locations: Footscray Park, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: The aim of the unit of study is to provide a detailed study, for both consumer and organisational buying behaviour, of purchasing, processes and the factors which influence them. Topics include: characteristics of individuals, groups and organisations and their influence on purchasing behaviour; consumer behaviour; organisational buying behaviour.

Credit Points: 12

Learning Outcomes: On completion of this unit of study, students should be able to understand: Why studying the consumer is important for marketers; The implications of consumer behaviour for marketing strategy; The different components of a consumer-behaviour audit; A working model of consumer behaviour.

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


Assessment: Assignments and case study, 40%; Final examination and test, 60%.

BHO2500  HOSPITALITY AND TOURISM INDUSTRY PROJECT

Locations: Footscray Park.

Prerequisites: BHO2434  CONSUMER BEHAVIOUR

Description: To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or tourism industry project. Execution of the project which includes: undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: negotiate with industry representatives to identify and develop a hospitality, tourism or event industry project; undertake a literature review; collect and analyse data; formulate conclusion and recommendations and write and present a research report.

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

Required Reading: Business Research Methods Zikmund, W 7th Thomson

Assessment: Assignment, Progressive assessment, 50%. Assignment, Final project report, 50%.

**BHO2505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM**

**Locations:** Footscray Park, Other.

**Prerequisites:**

**Description:** 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.

**Credit Points:** 12

**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.

**Class Contact:** Equivalent to thirty-six hours per semester normally delivered as two hours of lecture and one hour of tutorial.


**Assessment:** Assignment, Progressive Assessment, 60%. Examination, Final assessment, 40%.

**BHO3174 INTRODUCTION TO PSYCHOLOGY**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The history and science of psychology, experimental methods; basic psychological concepts, the measurement of individual differences, sensation and perception, consciousness, conditioning and learning, memory and thinking, introduction to motivation, stress and health, psychology; intelligence; personality, measurement and theory; psychological disorders and treatment; social psychology.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should have achieved an understanding of: The nature of a person, the various capacities of people and some approaches and assumptions, which can be made about people; The relationships between the individual, various social groups, and the wider society; The methods and the value of investigation in behavioural studies.

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

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

**Assessment:** Tutorial Presentation and report, 25%; Major Assignment, 25%; Tests x 2, 50%.

**BHO3254 ADVANCED MARKETING RESEARCH**

**Locations:** Footscray Park, Sunbury, Other.

**Prerequisites:** BE01106 - BUSINESS STATISTICS

**BHO3171 - INTRODUCTION TO MARKETING**

**BHO2285 - MARKETING RESEARCH**

**Description:** The unit of study is principally of an applied nature and is data and technology driven. It will focus on the use of quantitative and qualitative data in the marketing research setting relating to marketing decision making. It will build upon the underlying concepts and the techniques of gathering and analysing data for effective marketing decisions and communication of results covered in Marketing Research and will introduce more advanced methodology, concepts and technology. This unit is designed to equip students with the techniques and skills to access and analyse information relevant to the marketing research activities of both private and public enterprises.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Identify appropriate qualitative and quantitative research methods for a given research project; Be familiar with the use and application of programs available for qualitative and quantitative analysis; Recognise that from an electronic perspective research potential exists that is systematic and objective. This includes the identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making; Apply a variety of qualitative methodologies available to the market researcher; Apply a variety of quantitative methodologies available to the market researcher; Identify the most appropriate research technique for a given research project; Determine the data analysis technique most appropriate to the research; and Prepare and present a research report in accordance with academic, professional and ethical standards.

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


**Assessment:** Project, Project, 50%. Examination, Final examination, 50%.

**BHO3301 HOSPITALITY TECHNOLOGY**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The unit of study is principally of an applied nature and is data and technology driven. It will focus on the use of quantitative and qualitative data in the marketing research setting relating to marketing decision making. It will build upon the underlying concepts and the techniques of gathering and analysing data for effective marketing decisions and communication of results covered in Marketing Research and will introduce more advanced methodology, concepts and technology. This unit is designed to equip students with the techniques and skills to access and analyse information relevant to the marketing research activities of both private and public enterprises.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to: Critically analyse business problems as they confront the hospitality industry evaluate
and identify appropriate technology as required to solve operational and strategic problems in the hospitality industry implement and utilise appropriate technology as required to achieve satisfactory operational and strategic outcomes in the hospitality industry.

Class Contact: 3 hours per week comprising a 2 hour lecture & 1 hour tutorial.

Required Reading: Handbook of Hospitality Operations and IT Jones, P. and Pizam, A. 2008 EElsevier. Chennai, India

Assessment: Other, Progressive assessment, 60%; ICT (Wiki, Web sites), Final assessment, 40%.

**BHO3306 CASINO AND GAMING MANAGEMENT**

Locations: Footscray Park.

Prerequisites: Nil.

Description: This unit of study investigates 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; to analyse the development of casino and gaming complexes in Australia and other international countries, and to evaluate the social and economic impacts of casinos. Topics to be covered include: casino operating environment, table games, staffing, forecasting, probability theory and games, and simulation.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: analyse and evaluate the social and economic impacts of the casino and gaming industry; evaluate and apply effective strategic and tactical techniques in casino operations; solve probability and mathematical problems of several casino games; develop excel simulation spreadsheets for popular casino games; and analyse key aspects from the current literature related to the current and future trends within the casino 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: Project, Industry, 30%. Other, Simulation, 20%. Examination, Final Examination, 50%.

**BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES**

Locations: Footscray Park.

Prerequisites: Nil.

Description: This unit of study develops the students’ knowledge of Australian and international beverages and their application in a commercial environment. Among the topics covered are: Australia’s commercial position as a wine producer in relation to other countries. Principles of sensory evaluation and their application to a diverse range of wine styles. The changes that may occur in wines during ageing and/or production. The variances and international influences on the different wine varieties. Varietal profiles and regional characteristics of Australian wine styles. The principles of production techniques for other alcoholic beverages. The characteristics of champagnes, cocktails, and beers. The application of wine styles to wine and food combining concepts.

Credit Points: 12

Learning Outcomes: After successful completion of this unit of study, students should be able to: understand the principles of sensory evaluation, and apply them to a diverse range of wine styles; discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel; have knowledge of how viticultural practices impact on wine outcomes; understand the changes that may occur in wines during ageing and/or production; appreciate the variances and international influences on the different wine varieties; have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles; extend the principles of production techniques to other alcoholic beverages; apply knowledge of wine styles to wine and food combining concepts.

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

Required Reading: To be advised by the lecturer

Assessment: Progressive assessment, 40%; Final Examination, 60%.

**BHO3311 YIELD MANAGEMENT**

Locations: Footscray Park.

Prerequisites: BEO1105 - ECONOMIC PRINCIPLES

BEO1106 - BUSINESS STATISTICS

BHO1171 - INTRODUCTION TO MARKETING

BHO2282 - ACCOMMODATION MANAGEMENT

Description: 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 yield manager who is the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry. Topics to be covered include: market segmentation, pricing, crystal ball, optimisation and simulation, performance modelling and yield management practical application.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: appreciate the role and importance of yield management in hospitality and tourism; understand yield management in terms of its component parts, strategic factors and critical considerations; understand analytical procedures, including demand analysis, forecasting, pricing, and optimisation needed to apply yield management; and analyse key aspects from the current literature on yield management practices.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.


Assessment: Test, Multiple choice, 10%. Assignment, Report, 20%. Other, Spreadsheet for simulated environment, 20%. Examination, Final exam, 50%.

**BHO3373 INTERNATIONAL MARKETING**

Locations: Footscray Park, City Flinders, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit of study, students should be able to: Analyse and assess world markets, their respective consumers and environments; Appreciate the importance of marketing research in analysing and assessing world markets and marketing opportunities; Appreciate the importance of cultural adaptation in marketing programmes and develop the foundations of cultural and cross-cultural understanding, including business customs in international marketing; Identify different types of economic, political and legal environments; Identify emerging markets, multinational market regions and market groups; Identify different planning processes and organisational structures for managing and implementing marketing strategies in international markets; Identify appropriate strategies for marketing products in international markets including the most appropriate market-entry options for a given product, market and the environment; and Prepare a research project and report comprising a market audit and marketing plan for introducing a product into a selected country and market.

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

Required Reading: To be advised by lecturer.

Assessment: Mid-Semester Test, 10%; Major project, 30%; Class participation, 10%; Formal Examination, 50%.

BHO3405 ELECTRONIC RETAILING

Locations: Werribee, Footscray Park.

Prerequisites: BEO1103 - MICROECONOMIC PRINCIPLES
BEO1104 - MACROECONOMIC PRINCIPLES

Description: The unit of study consists of foundation level studies where particular aspects of electronic retailing are considered and application level studies where results of empirical studies of electronic retailing are discussed and analysed. The contents include: power shift from retailers to consumers; interactive shopping, on-line shopping, television shopping, virtual shopping; electronic connection between retailers and consumers; impact of Internet on consumer behaviour, competition and communication; forces driving changes in consumer shopping behaviour from the supply and demand angles; impact of electronic retailing on consumer shopping behaviour; implications for physical retailers and their strategic response to electronic retailing competition in terms of site architecture, contiguity, merchandise range, pricing, payment methods and promotion research; web strategies for electronic retailers including limitations of electronic retailing; differences and similarities of electronic retailing for consumers and businesses; future of electronic retailing.

Credit Points: 12

Learning Outcomes: 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 (approx. 2500 words), 25%; Presentation (approx. 2500 words), 25%; Examination, 50%.

BHO3420 EVENT OPERATIONS

Locations: Footscray Park.

Prerequisites: BHO2432 - INTRODUCTION TO EVENTS

Description: The Unit will examine the following areas of event operations: - Events in historical contexts - Rationale for hosting events - Allocation and use of resources (human and financial) as well as the infrastructure required for running an event - Bidding for events - Developing the event concept - The development of a sponsorship programme for an event - Financial management - Organisational structures and administration - Logistics and staging of an event - Legal issues and risk analysis - Crisis management and media relationships - Waste management.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students are expected to be able to: Understand the context of business events; Understand the rationale behind business events; Have substantial knowledge of the main types of business events; Understand the planning and development of business events; Understand incentive travel and be able to develop a proposal for a client brief; Recognise the importance of the client relationship; Be able to select venues appropriate for business events; Use EventsPro for the management of conferences and trade shows; Be aware of the challenges facing the future of the industry; Understand the need for flexibility, innovation and creativity and provide solutions for the above challenges.

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


Assessment: Other, Progressive Assessment, 60%. Examination, Examination, 40%.
BHO3422 EVENT CREATION AND DESIGN

Locations: Footscray Park.

Prerequisites: BHO2432 - INTRODUCTION TO EVENTS

Description: This unit will examine the following areas: 1. Creativity - the concept of creativity; developing and fostering creative skills; barriers to creativity 2. Events and creativity in context; historical perspectives; the evolution of creativity in events; the value of extravagant events, specifically closing and opening ceremonies; objectives of events; constraints to creativity in events 3. Design - Principles of design; producing creative events; technical skills; resources; risk factors; review of event creative industries and synergies with events.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students are expected to be able to: Understand the creative process Understand the methods for encouraging a creative environment Understand the ways in which events are created and produced Know what would constitute a creative event and how to go about producing this Understand how technical skills can be used to enhance the production of events Be familiar with the principles of event design Be able to develop/design a proposal for a unique event.

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


Assessment: Exercise, Early assessment exercise - 1,500 words, 15%. Assignment, Individual assignment - 1,500 words, 30%. Assignment, Group assignment, 35%. Presentation, Presentation, 20%.

BHO3423 EVENT EVALUATION AND LEGACY

Locations: Footscray Park.

Prerequisites: BHO2432 - INTRODUCTION TO EVENTS

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 stage) through to post-event evaluation - Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events - Examine the concept of event legacy - Use the economic evaluation kit Encore as the basis for understanding the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students are expected to be able to: Obtain an understanding of feasibility studies and their role in the event evaluation process Understand the basis for evaluating the economic impacts of events Understand the basis for evaluating the social impacts of events Understand the basis for evaluating the environmental impacts of events Understand the concepts behind holistic evaluation of events and triple bottom line reporting Obtain an understanding of the legacy of events Use the economic evaluation tool ENCORE.

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


Assessment: Other, Progressive Assessment, 60%. Examination, Examination, 40%.
BHO3433 FOOD AND BEVERAGE MANAGEMENT III

Locations: Footscray Park.

Prerequisites: BHO1121 - FOOD AND BEVERAGE MANAGEMENT I
BHO1122 - FOOD AND BEVERAGE MANAGEMENT II

Description: This unit of study aims to develop in students an understanding of key principles of a food and beverage cost management strategy; enable students to critically evaluate both well-established and recent theories in catering supply and demand and to develop an understanding of the market in which catering operations exist; develop students capacity to undertake management or large-scale, multi-site and multi-unit catering projects. Topics include: competitive challenges of the restaurant and catering industry; systems theory and restaurant and catering systems including food safety systems; types of costs in restaurant and catering operations. Factors influencing restaurant and catering costs. Costs and menu engineering; Unique cost management problems of large-scale multi-site catering businesses. Contemporary issues in catering cost management. Industry case studies.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to:
- Solve problems in costing through the application of specific tools and techniques;
- Appreciate the importance of maximising stock turnover while maintaining sufficient stock levels;
- Research and understand developments in ‘Systems Theory’ and to apply the ‘Systems’ paradigm to the production, distribution and service phases of large-scale catering operations; Utilise the theory and practice of project management.

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


Assessment: In-semester assessment, 30%; Group Project, 30%; Final examination, 40%.

BHO3435 MARKETING PLANNING AND STRATEGY

Locations: Footscray Park, Sunbury, Other.

Prerequisites: BHO1171 - INTRODUCTION TO MARKETING
PLUS at least one 2nd and one 3rd year marketing unit of study.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to:
- Discuss the theoretical frameworks for strategic planning; Collect, interpret, manage and distil marketing intelligence from a range of diverse sources; Collect and manage environmental scanning for strategic planning purposes; Understand the role of futures research in strategic planning; Appreciate the role of change and be able to identify different types of change scenario for strategic planning; Collect, manage and interpret trends for use in futures research and for building future scenarios; Recognise the importance of high level analysis in strategic planning; Analyse trends and identify growth opportunities; Identify and describe the underlying drivers of demand; Conduct a competitor analysis, environmental analysis, internal analysis and market analysis and SWOT analysis, Identify appropriate marketing strategies and prepare a marketing strategy plan; Operate effectively within a team-based working environment.

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

Required Reading: To be advised by lecturer

Assessment: Final examination, 40%; Individual essay, 20%; Group project, 40%.

BHO3438 TOURISM IN THE ASIA-PACIFIC REGION

Locations: Footscray Park, Other.

Prerequisites: BHO1190 - INTRODUCTION TO TOURISM

Description: This unit of study aims to develop an understanding of the role, significance and impacts of tourism in the Asia-Pacific region. To provide students with knowledge of the institutional framework for tourism in the region; and analyse the implications for the development of tourism in the Asia-Pacific. The unit of study examines the concept of regionalisation and how this influences tourism structures and relationships in the Asia-Pacific region. Issues addressed include the economic, social, cultural, political and environment dimensions of tourism in the region, transport and infrastructure development, and the need for a co-operative approach to tourism development.

Credit Points: 12

Learning Outcomes: 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: Internal Assessment 60%; Final examination, 40%.

BHO3439 MARKETING SERVICE AND EXPERIENCES

Locations: Footscray Park.

Prerequisites:

Description: This is an advanced unit in marketing which examines the special requirements for successfully marketing services. The various activities in the services marketing mix are examined with particular reference to product development, pricing, promotion, place decisions, process design, people, performance and physical evidence. In addition, the role and importance of the service sector to the Australian economy is examined.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to:
- appreciate and understand the unique challenges involved in marketing services and experiences. The unit will also focus on understanding the role of participants in service delivery, satisfaction and recovery as well as other key issues in service businesses.

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

**BHO3487 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM**

**Locations:** Footscray Park, Other.

**Prerequisites:** BHO1190 - INTRODUCTION TO TOURISM

**BH02255 Tourism Enterprise Management** or BHO3499 Managing Sustainable Destinations.

**Description:** 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.

**Credit Points:** 12

**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.

**Class Contact:** 3 hours per week or equivalent.

**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.

**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: - An analysis of 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.

**BHO3473 HUMAN RELATIONS**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The purpose of this unit is to acquire knowledge about all aspects of interpersonal communication and to reflect on and practice the associated skills. This unit is an applied skills-oriented course but in order to develop these skills students will be required to critically evaluate relevant theories and research findings. Some of the topics covered relate to the development of effective listening skills, managing verbal and non-verbal communication in face-to-face situations, intercultural communication, resolving conflict, effective leadership, teamwork and problem solving.

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

**Learning Outcomes:** On successful completion of this unit, students should be able to:
- understand, assess and critically evaluate the conceptual framework for understanding interactions between people, which is the focus of this unit; and demonstrate mastery of the generic interpersonal skills necessary for building and maintaining effective working and interpersonal relationships.

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

**Required Reading:** Reaching Out: Interpersonal Effectiveness and Self-Actualization, Johnson, D. R., 2009, 10e, Pearson Education

**Assessment:** Test, Short answer, 15%. Test, Multiple choice, 35%. Journal, Reflective exercise, 20%. Report, Research, 20%. Presentation, Group, 10%.

**BHO3497 FIELD RESEARCH PROJECT**

**Locations:** Footscray Park.

**Prerequisites:** BHO1190 - INTRODUCTION TO TOURISM

**Description:** 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 and presentations from relevant tourism-related personnel. Students complete a diary during the course of the trip and write this up as an assignment on their return.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Project assignment, 100%. Please note an additional charge applies for this unit of study.

**BHO3499 MANAGING SUSTAINABLE DESTINATIONS**

**Locations:** Footscray Park, Other.

**Prerequisites:** BHO1190 - INTRODUCTION TO TOURISM

**Description:** 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 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. 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.
On successful 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; achieve sustainable outcomes understand the common features of, and contrasts between, tourism planning and sustainable destination management in different settings.

Class Contact: 3 hours per week or equivalent.


Assessment: Progressive Assessment Tutorial Multiple Choice Questions and Test (2 x 10%). - Demonstration of an understanding of key concepts based on selective readings. Individual Written Assignment (20%) 2000 words: - A report which critically examines the practice of planning, developing and managing a specific destination in the context of sustainability. Group Assignment (20%). - A podcast production of a tourism experience at a specific destination that either demonstrates good or poor practice in the sustainable management of that destination. (maximum 10 minutes). - An accompanying one page information sheet providing an overview of the destination, the tourism experience and a critique of how it is managed in the context of sustainable practice. Final Examination (40%) 2 hours duration.

BHO3504 CULTURE AND IDENTITY

Locations: Footscray Park.

Prerequisites:

Description: The aim of this unit is to introduce students to the social complexity of the hospitality and tourism industries. The student will address the complexities of the service environment as experienced by hospitality and tourism workers. In particular, the unit will focus on the complexities of a truly international industry wherein staff deal with colleagues and customers from different cultural backgrounds.

Credit Points: 12

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.

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

Locations: Footscray Park.

Prerequisites:

Description: 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.

Credit Points: 12

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.

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

Locations: Footscray Park.

Prerequisites: BBO3001 - CO-OPERATIVE EDUCATION 1
BBO3002 - CO-OPERATIVE EDUCATION 2
BHO3473 - HUMAN RELATIONS

Description: 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.

Credit Points: 12

Learning Outcomes: Upon completion of this unit 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.

BHO3507 INTERNATIONAL TRENDS AND ISSUES

Locations: Footscray Park, Off-shore.

Prerequisites: Nil

Description: This unit provides an overview of current and future international trends and issues relating to the tourism, hospitality and events industries. The approach has a sectoral and thematic focus. Topics will change over time, reflecting their relative importance. The unit aims to develop students' ability to critically evaluate data and information from a wide range of secondary sources and to interpret their implications. Topics may include trends and issues relating to work and employment, consumers, the emergence of new markets, information technology, quality and accreditation and integrated hospitality, leisure and entertainment destinations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: identify how trends and issues influence future career choices; analyse and understand a wide range of secondary data and information sources; demonstrate the ability to debate the implications of trends and issues for a specific industry; demonstrate high level research and evaluative skills; and analyse and make recommendations about a contemporary international issue for at least two international countries.

Class Contact: To be advised.

Required Reading: List of selected readings to be advised

Assessment: Test, In class, 40%. Report, Research report and proposal, 35%. Presentation, Group Presentation and Workshop, 15%. Participation, Class Participation, 10%.

BHO5405 EVENT EVALUATION AND LEGACY

Locations: City Flinders, Other.

Prerequisites:

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.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to: - Obtain an understanding of feasibility studies and their role in the event evaluation process - Understand the basis for evaluating the economic impacts of events - Understand the basis for evaluating the social impacts of events - Understand the basis for evaluating the environmental impacts of events - Understand the concepts behind the holistic evaluation of events and triple bottom line reporting - Obtain an understanding of the legacy of events - Use the economic evaluation tool - Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination.

Class Contact: 3 hour seminar or equivalent.


Assessment: Literature Review, Critique of current article relating to event evaluation, 20%. Report, Social or Economic evaluation of an actual event, 40%. Essay, Essay on the current trends and issues in Event Evaluation, 30%. Presentation, Presentation on the result of Social or Economic evaluation ., 10%.

BHO5501 ELECTRONIC MARKETING

Locations: City Flinders, Other.

Prerequisites: BHO6505 - MARKETING MANAGEMENT

Description: The unit of study has the objective of students gaining a broad understanding of the many facets of electronic marketing with particular attention to its application for direct marketing and advertising. In addition students will gain an understanding of the legal, social and ethical issues faced by internet marketers and advertisers. Topics covered would include: introduction to the internet; marketing on the internet; communicating with consumers online; computer mediated selling; mechanics of electronic marketing; brand advertising; interactive advertising and direct marketing.

Credit Points: 12

Learning Outcomes: 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.

**Required Reading:** Chaffey, D., Mayer, R., Johnston, K. and Ellis-Chadwick, F., 2000, Internet Marketing, Prentice Hall.

**Assessment:** Coursework, 100%.

### BHO5502 SERVICES AND RELATIONSHIP MARKETING

**Locations:** City Flinders, Other.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Differentiate between the marketing of manufactured goods and services; Demonstrate an understanding of the unique challenges involved in marketing and managing services; Identify and analyse the various components of the services marketing mix; Demonstrate an understanding of the key issues required when managing customer satisfaction and service quality; Understand the role of the participants in service delivery, satisfaction and recovery; Demonstrate an appreciation of other key issues in service businesses such as managing supply and demand, relationship marketing, and the overlap in marketing/HRM/operations; and Demonstrate an understanding of how the concept of service can be used as a competitive advantage in managing organisations.

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

**Required Reading:** McColl-Kennedy, J. R., 2003, Services Marketing: A managerial approach, John Wiley and Sons, Milton, QLD, Australia.

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

### BHO5503 MARKETING COMMUNICATION

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study is aimed at developing managerial decision making skills in all aspects of promotion. Topics covered would include: strategy development and implementation in advertising, personal selling, publicity, public relations, direct response marketing and customer service.

**Credit Points:** 12

**Learning Outcomes:** 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 and class presentation, 60%; Final examination, 40%.

### BHO5504 BRAND AND PRODUCT MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** BHO6505 - MARKETING MANAGEMENT

**Description:** The unit of study is aimed at introducing graduate students to aspects related to the design of marketing of products and services in the marketplace. It will provide students with skills necessary in developing and administering policies and strategies for both the company’s existing and new products with a competitive edge. The topics covered in this unit of study, would include: a framework for product management structure in an organisation; an overview for the need for introducing new products; the importance of an innovation policy; new product strategy, a productive new product development process; market appraisal for opportunity identification; the design process, a focus on importance of the consumer, product positioning, testing and improving new products to meet competition, product introduction and profit management; implementing the new product development process: the imperative need for customer and after-sale service as a competitive edge strategy in both domestic and foreign markets.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Exhibit an awareness of the factors that determine the strategy and planning process for new and existing products— with special reference to competitive analysis and the role of market intelligence, strategic management of the product mix and the use and evaluation of models; Demonstrate an understanding of organisational issues for new products, ideas for new products— their evaluation, screening methods, market analysis, testing and forecasting; and Demonstrate an understanding of core brand concepts such as brand equity, strategic brand management, role of marketing communication in creating a brand, managing brands over time, global brand management and services branding. Other related and emerging issues such as co-branding, strategic alliance branding, tourism and destination branding will also be considered in this unit.

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

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

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

### BHO5505 BUSINESS TO BUSINESS MARKETING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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: Final Examination, 50%; Case study/assignments/research projects, 50%.

BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This aim of this unit of study is to develop the students' knowledge of Australian wines and international beverage products and their commercial and culinary roles in hospitality enterprises. The content is as follows: Sensory evaluation and judging Australian wines. Generic and varietal wine styles. The major wine producing regions of Australia. Contemporary wines and drinks list, costing and pricing, structure and content. Purchasing, storing, and service of beverages. Cost controls and reporting systems. Food and wine harmony. Wine promotions, merchandising and marketing for food and beverage managers.

Credit Points: 12

Learning Outcomes: After successful completion of this unit, students should be able to: Understand the principles of sensory evaluation, and apply them to a diverse range of wine styles; Discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel; To have knowledge of how viticultural practices impact on wine outcomes; To understand the changes that may occur in wines during ageing and/or production; Appreciate the variances and international influences on the different wine varieties; Have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles; Extend the principles of production techniques to other alcoholic beverages; Apply knowledge of wine styles to wine and food combining concepts.

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


Assessment: Progressive assessment, 40%; Final examination, 60%.

BHO5520 INTRODUCTION TO HOSPITALITY INDUSTRY

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: 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 co-modification of the hospitality industry.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should have: a critical and holistic understanding of the hospitality industry as both a social and economic phenomenon involving relationships and transactions between people, which require the effective application of certain management concepts and techniques; and have developed their abilities to critically evaluate and analyse what they read, as well as improve their writing skills.

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

Required Reading: O’Mahony, B. and Simonsen, R., Introduction to the Hospitality Industry: Readings and course materials, Victoria University.

Assessment: Progressive assessment, 60%; Final examination, 40%.

BHO5521 FOOD AND BEVERAGE STUDIES I

Locations: Footscray Park, City Flinders.

Prerequisites: BHO5520 - INTRODUCTION TO HOSPITALITY INDUSTRY

Description: 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.

Credit Points: 12

Learning Outcomes: On the completion of this unit, students are expected to demonstrate an understanding of: The essential characteristics of food and beverages; The structure and nature of the food service industry; The role and function of the menu and the wine lists, including menu planning; Various food production methods; Various food control systems, including food and beverage casting methods; Recipe development and standardisation; Basic food safety and hygiene principles; The concept of the dining experiences and various examples of the dining experience.

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


Assessment: Progressive assessment, 60%; Final examination, 40%.

BHO5522 FOOD AND BEVERAGE STUDIES II

Locations: Footscray Park.

Prerequisites: BHO5520 - INTRODUCTION TO HOSPITALITY INDUSTRY

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Demonstrate essential operational skills required to deliver quality food & beverage services; Describe the roles and responsibilities of a restaurant manager; Analyse and evaluate restaurant performance based on financial, market and operational criteria; Demonstrate basic restaurant management skills.

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/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%.
FACULTY OF BUSINESS AND LAW

BHO5525 MARKETING STRATEGY

Locations: City Flinders.

Prerequisites: BHO6505 - MARKETING MANAGEMENT


Credit Points: 12

Learning Outcomes: 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 and Presentation, 40%; Case Analysis, 20%; Examination, 40%.

BHO5567 HOSPITALITY PROPERTY DEVELOPMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study includes the following topics: principles of land use management; principles of property development; site selection; valuation; land acquisition; regulations governing developments; the development process: conceptualisation, planning and initiation phase; market feasibility analysis; financial feasibility analysis; commitment phase; design and construction phase; management and operational phase. Hospitality operations; facilities planning and design; integration of facilities; investment in real estate; property development in Australia; property development in South-East Asia.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Appreciate the complex nature of hospitality property development; Understand the history and current trends of hotel development; Evaluate the market feasibility of a proposed development; Evaluate the financial feasibility of a proposed development; and Understand the major legal and design issues involved in a development project.

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

Required Reading: To be advised by lecturer.

Assessment: Assignment 1: 25%; Assignment 2: 25%; Examination, 50%.

BHO5568 HOSPITALITY OPERATIONS MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study includes the following topics: introduction to quantitative analysis and the decision making process; overview of hospitality operations and the Schoolal problems and issues that arise in the short and long term; systems overview of short-term and long-term problems, techniques for short term and long term problems, report preparation of results for senior management.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Student handbook (lecture notes, readings, exercise)

Assessment: Progressive assessment, 60%; final examination, 40%. Note: Any hand-held calculators may be used in examinations.

BHO5572 LOGISTICS

Locations: City Flinders.

Prerequisites: BHO6505 - MARKETING MANAGEMENT

Description: The unit of study provides students with a managerial viewpoint or approach in terms of marketing decisions made in all aspects pertaining to distribution systems so as to complete efficiently and effectively in the market place. Topics covered would include: focus on analysis and decision making regarding the functions and institutions in designing and appraising a distribution system, and thereby develop and implement a competitive distribution strategy to enhance the functions; economic and behavioural analysis of distribution intensity, channel length, marketing logistics, transportation, inventory control and warehousing and distribution cost; influence of product mix, prices and promotional activities on designing and appraising 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 distribution 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BHO5574 CONSUMER BEHAVIOUR

Locations: City Flinders.

Prerequisites: Nil.

Description: This interdisciplinary unit of study discusses the consumer as the focus of the marketing system. The unit of study emphasises the use of knowledge about consumer behaviour in marketing decisions and insight for innovation. The contribution of the disciplines of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour is highlighted. Specific area of focus are consumer needs, motives, perceptions, attitudes, personality, the socialisation process, group influences (family, social groups, culture and business) and culture. Theoretical and conceptual consumer behaviour frameworks are applied to purchasing decision-making, buying and the use of goods and services in both Australian and a global context.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Consumer Behaviour: Buying, Having, and Being Solomon, M. R., 2006 7th edn Prentice Hall, New Jersey, USA

Assessment: Assignment and class presentations, 60%; Final examination, 40%.
BHO575 NATIONAL CULTURES AND IDENTITIES

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BHO583 MARKETING RESEARCH

Locations: City Flinders.

Prerequisites: BHO6505 - MARKETING MANAGEMENT

Description: This unit of study aims to develop analytical skills and the knowledge of market research techniques and confidence in the application of the methodologies in solving practical market research problems. Importance of research in strategic and competitive marketing planning is highlighted. This is developed through a focus on the research insight required for effective decision making and innovation in targeted domestic and export markets in order to maintain a competitive edge. Key aspects addressed are the marketing research process; an examination of available research methodologies for the consumer market, industrial market and service market; data collection procedures and qualitative research; experimentation in marketing and experimental designs; designing forms and scales for collecting data; designing the sample and collecting the data; examination of various research techniques and industry ethics and codes of conduct.

Credit Points: 12

Learning Outcomes: 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: Report, Research Report, 30%. Presentation, Presentation, 20%. Examination, Final examination, 50%.

BHO586 ACCOMMODATION STRUCTURE AND ORGANISATION

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study includes: the accommodation industry: overview; overview of the hotel front office; the guest cycle (from check in to check out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Describe the management environment in which the hospitality accommodation industry operates and identify the main stakeholders and their role in the contemporary environment; Evaluate the requirement of a Hotel Information System and be able to select an appropriate Property Management System; Determine an appropriate pricing structure for a hotel property; Effectively utilise staff in the hotel property with regards to: service needs; award provisions and ergonomics of the workplace; Evaluate the role of service quality as a key aspect of competitive advantage and assess the role played by guests, hosts and organisations in the contemporary practice of hospitality accommodation service; Identify key aspects from the current literature on service within the hospitality accommodation environment.

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

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Minor assignment and participation, 20%; Major Assignment, 40%; Examination, 40%.

BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study investigates 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; to analyse the development of casino and gaming complexes in Australia and other international countries, and to evaluate the social and economic impacts of casinos. Topics to be covered include: casino operating environment, table games, staffing, forecasting, probability theory and games, and simulation.
Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: analyse and evaluate the social and economic impacts of the casino and gaming industry; evaluate and apply effective strategic and tactical techniques in casino operations; solve probability and mathematical problems of several casino games; develop excel simulation spreadsheets for popular casino games; and analyse key aspects from the current literature related to the current and future trends within the casino industry.

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


Assessment: Project, Casino Industry Trends, 30%. Other, Casino Game Simulation, 20%. Examination, Final Examination, 50%.

BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study examines the theoretical and practical applications of Human Resource Management within the Hospitality and Tourism Industry. It includes the concept of strategic HRM and its application to HRM practices such as employee recruitment, selection, performance appraisal, training and development, remuneration systems and occupational health and safety. The unit is also concerned with the industrial relations system and its impact on the Hospitality and Tourism Industry, with special attention to the incidence of enterprise bargaining within the industry. The unit investigates best practice within Hospitality and Tourism, the impact of TQM on productivity and current trends in HRM within the industry.

Credit Points: 12

Learning Outcomes: 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: Review report, 40%; presentation, 10%; Case Studies, 50%.

BHO5610 SUSTAINABLE DESTINATION MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil

Description: As from 2009, this unit will no longer be offered. 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Applied Research Methods in Hospitality and Tourism

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study examines 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 quantitative analytical methods such as tests of significance, factor analysis, cluster analysis and discriminant analysis and how they can be applied in an hospitality or tourism setting. Using existing data sets, the students will get to practice these various techniques.

Credit Points: 12

Learning Outcomes: 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: Preliminary essay, 10%; Class Test, 10%; Individual Project, 30%; Final exam, 50%.
BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING

Locations: City Flinders.

Prerequisites:

Description: 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.

Credit Points: 12

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;
- demonstrate an appreciation of cultural and other differences within the market and display an understanding of their effect on the marketing of hospitality, tourism and event management services;
- prepare and plan marketing research and prepare a marketing plan; and - apply the principles and techniques learned to the marketing of hotels, resorts, conventions and conferences, special events and attractions, and to the hospitality, tourism and events industries in general.

Class Contact: Equivalent to thirty-six hours per semester.


Assessment: Test, In-Class Test, 10%. Report, Group Business Report 3,500 - 4,000 words, 30%. Assignment, Individual Assignment - 1500 words, 30%. Presentation, Presentation and workshop of case study in pairs, 20%.

BHO5618 THE EVENTS ENVIRONMENT

Locations: City Flinders.

Prerequisites:

Description: This unit examines the role of special events as a catalyst for tourism destination development and promotion. Furthermore it aims to develop an understanding of the environment in which events are staged and the integral roles that hospitality and tourism play in the event industry. Topics studied will include: - the tourism industry - trends in the use of leisure time and its impact on tourism - the role of events in destination development - crisis management and role of events in destination repositioning - economic, social and environmental impacts of events - tourist industry groups and their relationship to events - pre/post event tours and their importance - banquets, functions and conventions - the social and business function of hospitality.

Credit Points: 12

Learning Outcomes: On successful 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 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.

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


Assessment: Assignment, Events and Tourism, 30%. Assignment, Critical Analysis - Group Assignment 3000 - 3500 words, 40%. Presentation, Class Presentation, 20%. Participation, Seminar Participation, 10%.

BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT

Locations: City Flinders.

Prerequisites:

Description: This unit will provide students with knowledge and understanding of the following: The Scope of Business Events - International business events - Business events in Australia - Tourism Satellite Accounts and their importance - Definitions within the business events sector (MICE, Trade Shows etc.) - Rationale for business events - Stakeholders PCOs, Convention Bureaux, Venues) - Funding and economic considerations Business Events Sectors - meetings and conferences - trade shows and exhibitions - product launches - Incentive travel Operationalising Business Events - Sourcing leads - Managing client relationships and networking - Leveraging business events - Pre- and post- events activities - Accompanying persons programme - Use of EventsPro The future of Business Events - Climate change - Carbon neutral initiatives - Innovations.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to:
- understand the context of business events; Understand the economic importance of business events in the domestic and global market place; Understand the rationale behind business events; Have substantial knowledge of the main types of business events; Understand the planning and development of business events; Understand incentive travel and be able to develop a proposal for a client brief; Recognise the importance of the client relationship - Be able to select venues appropriate for business events - Use EventsPro for the management of conferences and trade shows.
- Understand and be able to critically examine future challenges for business events especially in view of climate change and its implications - Be able to analyse case studies and offer innovative answers for future planning and challenges for business events.

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


**Assessment:** Assignment, Individual Assignment Essay - 1500 words, 20%. Workshop, Networking Workshop, 30%. Assignment, Group Assignment - proposal and presentation, 30%. Assignment, Pair Assignment, 20%.

**BHO5620 HOSPITALITY AND TOURISM PROJECT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This project unit of study provides students with the opportunity to build links with a sector of the hospitality or tourism industry in which they may seek employment (aviation, retail, conventions, hotel, resorts, restaurants, food service). This unit of study enables students to deepen their understanding of their chosen sector. The project will be carried out in groups of no more than four students.

**Credit Points:** 12

**Learning Outcomes:** To be advised.

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

**Required Reading:** Set of readings based on potential topics of interest for students.

**Assessment:** Major Project Report, 80%; Project Presentation, 20%.

**BHO621 HOSPITALITY, TOURISM AND EVENTS PROJECT**

**Locations:** City Flinders.

**Prerequisites:**

**Description:** 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 unit 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.

**Credit Points:** 12

**Learning Outcomes:** On the successful completion of this unit, students will be able to: - Critically review relevant research data. Design and conduct applied research projects. Understand the relative merits of different research techniques. Understand the relevance of research to industry in their chosen field.

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


**Assessment:** Test, In Class Test, 10%. Project, Research Proposal - 1500 words, 20%. Project, Final Project Report - 3500 words, 50%. Presentation, Presentation of Project Findings, 20%.

**BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM**

**Locations:** City Flinders.

**Prerequisites:**

**Description:** This unit of study introduces students to the concept of 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 yield manager who is the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry. Topics to be covered include: market segmentation, pricing, crystal ball, optimisation and simulation, performance modelling and yield management practical application.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to appreciate the role and importance of yield management in hospitality and tourism; understand yield management in terms of its component parts, strategic factors and critical considerations; understand the analytical procedures, including demand analysis, forecasting, pricing, and optimisation needed to apply yield management; and analyse key aspects from the current literature on yield management 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:** Progressive assessment 60%; final assessment 40%.

**BHO623 ADVANCED YIELD MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:**

**Description:** This unit 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 yield manager who is the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry. Topics to be covered include: market segmentation, pricing, crystal ball, optimisation and simulation, performance modelling and yield management practical application.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to appreciate the role and importance of yield management in hospitality and tourism; understand yield management in terms of its component parts, strategic factors and critical considerations; understand the analytical procedures, including demand analysis, forecasting, pricing, and optimisation needed to apply yield management; and analyse key aspects from the current literature on yield management 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:** Test, Multiple choice, 10%. Assignment, Report, 20%. Other, Spreadsheet for simulated environment, 20%. Examination, Final exam, 50%.
**BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:**

**Description:** The aim of this unit 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.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to report, presentation, and final exam. The assessment methods include evaluation, teamwork, and reflection. Students will have a better understanding of sustainable tourism and its impact on the hospitality and tourism industries.

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


**Assessment:** Progressive assessment 60%; final assessment 40%.

**BHO5717 SUSTAINABLE DESTINATION MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** To be advised.

**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.

**Required Reading:** A compilation of readings and articles will be provided by the unit of study coordinator.

**Assessment:** Report, 40%; Presentation, 20%; Final Exam, 40%.

**BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM**

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** 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 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.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Show a greater understanding of current issues in Hospitality and Tourism Management; Appreciate the need to anticipate issues, which are likely to affect the Hospitality and Tourism industries over the next decade; Gain access to and utilise the available range of data and information sources relating to the Hospitality and Tourism industries; Demonstrate their ability to lead a discussion on a specific issue through the presentation of an assignment paper; Demonstrate a high level of research and evaluative skills through a detailed investigation of two contemporary issues; Produce a written report of a high standard reflecting their ability to communicate the results of their investigation and analysis of a contemporary issue, and the way it impacts on the Hospitality and Tourism industries.

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

**Locations:** City Flinders, Other.

**Prerequisites:** Nil.

**Description:** The aim of this unit is to develop students’ understanding of marketing management. The unit aims to develop essential skills necessary to appraise an organisation’s performance in a competitive marketing environment; to formulate and implement marketing mix strategies for products, services and experiences in consumer/business markets for for-profit and not-for profit organisations; to solve marketing problems and make sound decisions based upon available market information.

**Credit Points:** 12

**Learning Outcomes:** This is an introductory unit in marketing management for students who have had little or no exposure in this field. Upon completion of the Marketing Management students will have an understanding of the marketing management process, have an appreciation of the essential skills necessary to undertake the role of a Marketing Manager including the appraisal of an organisation’s performance in a competitive marketing environment; the formulation and implementation of marketing mix strategies in consumer and business markets - for for-profit and not-for-profit organisations that market product, services and/or experiences; and the ability to solve problems and improve marketing outcomes based on evidence.

**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.


**Assessment:** Essay, Individual assignment, 10%. Report, Marketing plan, 35%. Presentation, Individual, 15%. Examination, Final exam, 40%.

**BHO6666 GLOBAL MARKETING MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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 Basic, EC, and Indian and Atlantic basins with market potential and opportunities within global marketing framework.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Final examination, 50%; Assignment/project/term papers, 50%.

BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It provides students with information about models and techniques of inter-personal competence and assists them to use this knowledge to gain an understanding of the prerequisites of interpersonal competence. Topics include - developing and adapting your leadership style to the hospitality and tourism industries, effective interpersonal communication skills, goal setting, teams and creative problem solving, valuing diversity globally, assertiveness and the resolution of conflict.

Credit Points: 12

Learning Outcomes: 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: Class Test, 30%; Reflective Journals, 30%; Group Project, 15%; Individual Assignment, 25%.

BHO7700 THESIS (FULL TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 36

Learning Outcomes: 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 36 credit points.

Required Reading: To be advised by lecturer.

Assessment: Thesis, 100%.

BHO7701 THESIS (PART TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 18

Learning Outcomes: 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 is 18 credit points per semester.

Required Reading: To be advised by lecturer.

Assessment: Thesis, 100%.

BHO7742 BUSINESS RESEARCH METHODS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Class presentations, 50%; Research proposal, 50%.
**BHO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

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 is 48 credit points per semester.

Required Reading: 
Assessment: Dissertation thesis, 100%.

**BHO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

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 is 24 credit points per semester.

Required Reading: 
Assessment: Dissertation thesis, 100%.

**BHO8002 PHD (RESEARCH) (FULL TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

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 is 48 credit points per semester.

Required Reading: 
Assessment: Research thesis, 100%.

**BHO8003 PHD (RESEARCH) (PART TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

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 is 24 credit points per semester.

Required Reading: 
Assessment: Research thesis, 100%.

**BHO9800 RESEARCH THESIS (FULL TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: Normally two years equivalent full time. Unit of study is 48 credit points per semester.

Required Reading: 
Assessment: Research thesis, 100%.

**BHO9801 RESEARCH THESIS (PART TIME)**

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 24
Learning Outcomes: To be advised.

Class Contact: Normally four years equivalent part time. Unit of study is 24 Credit points per semester.

Required Reading:

Assessment: Research thesis, 100%.
**SCHOOL OF ACCOUNTING**

Below are details of courses offered by the School of Accounting in 2011. 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: 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.

Careers: Not allocated

Course Duration: 3 years

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 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. 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 unit to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
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</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
</tr>
<tr>
<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
<td>12</td>
</tr>
<tr>
<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
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<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
</tr>
<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
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Specialisation Units of Study - Accounting

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<tr>
<th>Code</th>
<th>Title</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BAO1107</td>
<td>ACCOUNTING INFORMATION SYSTEMS</td>
<td>12</td>
</tr>
<tr>
<td>BAO2202</td>
<td>FINANCIAL ACCOUNTING</td>
<td>12</td>
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<tr>
<td>BAO2204</td>
<td>MANAGEMENT ACCOUNTING</td>
<td>12</td>
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<tr>
<td>BLO2205</td>
<td>CORPORATE LAW</td>
<td>12</td>
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</table>

Elective Units of Study

Seven approved electives

Professional Development Units of Study

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

**BACHELOR OF BUSINESS (ACCOUNTING/ HOSPITALITY MANAGEMENT)**

Course Code: BBAH

Campus: Footscray Park.

This course is for Continuing students only

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: 4 years

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

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Specialisation Units of Study - Accounting

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<td>BAO2202</td>
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<tr>
<td>BAO3307</td>
<td>CORPORATE FINANCE</td>
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<tr>
<td>BAO3309</td>
<td>ADVANCED FINANCIAL ACCOUNTING</td>
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</table>

Elective Units of Study

Seven approved electives

Professional Development Units of Study

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<tr>
<td>BFP3001</td>
<td>PROFESSIONAL DEVELOPMENT 3</td>
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**FACULTY OF BUSINESS AND LAW**

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**Specialisation Units of Study - Hospitality**

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<td>BHO1121</td>
<td>FOOD AND BEVERAGE MANAGEMENT I</td>
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<td>BHO1122</td>
<td>FOOD AND BEVERAGE MANAGEMENT II</td>
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<td>BHO2282</td>
<td>ACCOMMODATION MANAGEMENT</td>
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<td>BHO3433</td>
<td>FOOD AND BEVERAGE MANAGEMENT III</td>
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<td>BHO3473</td>
<td>HUMAN RELATIONS</td>
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<tr>
<td>BHO3501</td>
<td>HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT</td>
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**Professional Development Units of Study**

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**Work Integrated Learning Units of Study**

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<td>BBB3001</td>
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<tr>
<td>BBB3002</td>
<td>CO-OPERATIVE EDUCATION 2</td>
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**BACHELOR OF BUSINESS (ACCOUNTING/BANKING AND FINANCE) (I)**

**Course Code:** BBSA

**Campus:** Footscray Park, Other, Sunway University College, Kuala Lumpur; Sunway College Johor Bahru, Johor Bahru.

**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.

**Careers:** Not allocated

**Course Duration:** 3 years

**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**

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. As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 6 Specialisation One + 6 Specialisation Two + 1 Common Specialisation, + 3 Professional Development units + 1 Elective.

**Core Units of Study**

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<thead>
<tr>
<th>Course Code</th>
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<th>Credit Points</th>
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<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
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<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
</tr>
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<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
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<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
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<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
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<td>BLO1105</td>
<td>BUSINESS LAW</td>
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<tr>
<td>BMO1102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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**Specialisation Units of Study - Hospitality**

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<tr>
<td>BAO2202</td>
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<td>BAO2203</td>
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<td>BAO2204</td>
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<td>BAO3309</td>
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<td>BAO3307</td>
<td>CORPORATE FINANCE</td>
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<td>BAO3402</td>
<td>INTERNATIONAL BANKING AND FINANCE</td>
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<tr>
<td>BAO3403</td>
<td>INVESTMENT AND PORTFOLIO MANAGEMENT</td>
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<tr>
<td>BAO3404</td>
<td>CREDIT AND LENDING DECISIONS</td>
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<td>BEO3446</td>
<td>FINANCIAL INSTITUTIONS AND MONETARY THEORY</td>
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<td>BEO3447</td>
<td>COMMERCIAL BANKING AND FINANCE</td>
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<td>BLO3405</td>
<td>LAW OF FINANCIAL INSTITUTIONS AND SECURITIES</td>
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**Professional Development Units of Study**

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</tr>
<tr>
<td>BFP2001</td>
<td>PROFESSIONAL DEVELOPMENT 2</td>
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**BACHELOR OF BUSINESS (ACCOUNTING/INFORMATION SYSTEMS)**

**Course Code:** BBSA

**Campus:** Footscray Park.

This course is for Continuing students only

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

**Course Duration:** 3 years

**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).
The objectives of the Graduate Diploma in Professional Accounting are 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 Objectives:
- To provide graduates with a sound post-graduate education embracing a range of accounting disciplines.
- To provide a detailed knowledge of the core principles underlying the practice of accounting.
- To enable graduates to interpret and analyse financial information.
- To qualify graduates for the CPA designation of the CPA Australia.

Course Structure:
The course consists of 8 units of study.

Specialisation Units of Study - Accounting:
- BAO5522 Managerial Accounting
- BAO5524 Professional Auditing
- BAO5525 Financial and Corporate Accounting
- BAO5534 Business Finance
- BAO5535 Issues in Contemporary Accounting
- BAO5543 Accounting Systems and Processes
- BEO6600 Business Economics
- BLO5540 Business and Company Law

Specialisation Units of Study - Information Systems:
- BCO1466 Computer Systems
- BCO1467 Web Enabled Business Systems
- BCO1471 Systems Analysis
- BCO2499 Database Systems
- BCO3444 Systems Design
- BCO3450 Systems Implementation

Professional Development Units of Study:
- BFP1001 Professional Development 1
- BFP2001 Professional Development 2
- BFP3001 Professional Development 3

GRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTING (I)
Course Code: BGAP
Campus: City Flinders, Other, Education Centre of Australia (ECA), Sydney.

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

Careers: The Department of Employment and Workplace Relations has identified accounting as an industry with a national skills shortage. Employment opportunities for accountants are very good and span a variety of roles in many different business settings such as public accounting practice, commercial, and government organisations. The demand both in Australia and overseas for graduates with accounting qualifications is strong and growing, with prospects across Accounting, Business, Banking and Finance fields.

Course Duration: 1 year

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

Course Structure:
The course consists of 8 units of study.

For membership of CPA Australia, students need to complete the following units of study:
- BAO5522 Managerial Accounting
- BAO5524 Professional Auditing
- BAO5525 Financial and Corporate Accounting
- BAO5534 Business Finance
- BAO5535 Issues in Contemporary Accounting
- BAO5543 Accounting Systems and Processes
- BEO6600 Business Economics
- BLO5540 Business and Company Law

MASTER OF BUSINESS (ACCOUNTING)
Course Code: BMAA
Campus: City Flinders.

This course is for Continuing students only

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.

Careers: Accounting, finance.

Course Duration: 1.5 years

Admission Requirements: To qualify for admission to the course an applicant must...
FACULTY OF BUSINESS AND LAW

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 must complete 144 credit points through academic study in order to
graduate.

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

Eight units of study from:

BAO5748  FINANCIAL SERVICES COMMUNICATION  12
BAO5733  CONTEMPORARY ISSUES IN CORPORATE FINANCE  12
BAO5732  CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5731  CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  12
BAO5528  ACCOUNTING FOR PUBLIC SECTOR MANAGERS  12
BAO6615  ACCOUNTING PROJECT  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5736  MANAGERIAL CONTROL SYSTEMS  12
BAO5735  ADVANCED FORECASTING, PLANNING AND CONTROL  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12

plus

BAO7742  BUSINESS RESEARCH METHODS  12
BAO7700  THESIS (FULL-TIME)  36

or

BAO7701  THESIS (PART-TIME)  18

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.

BAO5561  REPORTING AND PROFESSIONAL PRACTICE  12
BAO5562  CORPORATE GOVERNANCE AND ACCOUNTABILITY  12
BAO7742  BUSINESS RESEARCH METHODS  12

plus six units of study from:

BAO5748  FINANCIAL SERVICES COMMUNICATION  12
BAO5733  CONTEMPORARY ISSUES IN CORPORATE FINANCE  12
BAO5732  CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5731  CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  12
BAO5528  ACCOUNTING FOR PUBLIC SECTOR MANAGERS  12
BAO6615  ACCOUNTING PROJECT  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5736  MANAGERIAL CONTROL SYSTEMS  12
BAO5735  ADVANCED FORECASTING, PLANNING AND CONTROL  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12

plus three units of study from:

BAO5566  TREASURY  12
BAO5567  TAXATION  12
BAO5574  STRATEGIC MANAGEMENT ACCOUNTING  12
BAO5575  FINANCIAL ACCOUNTING  12
BAO5576  ASSURANCE SERVICES AND AUDITING  12

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

MASTER OF ACCOUNTING (I)

Course Code: BMAC

Campus: City Flinders, Other, Education Centre of Australia (ECA), Sydney.

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

Careers: The Department of Employment and Workplace Relations has identified
accounting as an industry with a national skills shortage. Employment opportunities
for accountants are very good and span a variety of roles in many different
business settings such as public accounting practice, commercial, and government
organisations.

Course Duration: 1.5 years

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

Course Structure

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

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

Eight units of study from

BAO5571  CORPORATE COLLAPSE AND ETHICS  12
BAO5731  CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  12
BAO5732  CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5733  CONTEMPORARY ISSUES IN CORPORATE FINANCE  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5735  ADVANCED FORECASTING, PLANNING AND CONTROL  12
BAO5736  MANAGERIAL CONTROL SYSTEMS  12
BAO5748  FINANCIAL SERVICES COMMUNICATION  12
BAO6615  ACCOUNTING PROJECT  12
BAO6714  COMPUTERISED ACCOUNTING IN AN ERP SYSTEM  12
Plus
BAO7742  BUSINESS RESEARCH METHODS  12
BAO7700  THESIS (FULL-TIME)  36
or
BAO7701  THESIS (PART-TIME)  18
or three further units of study approved by the School of Accounting and Finance.
Option Two: Students entering with an undergraduate degree in Accounting and wishing to obtain specialist professional accounting qualifications will undertake the following units of study.
BAO5561  REPORTING AND PROFESSIONAL PRACTICE  12
BAO5562  CORPORATE GOVERNANCE AND ACCOUNTABILITY  12
BAO7742  BUSINESS RESEARCH METHODS  12
Plus six units of study from
BAO5528  ACCOUNTING FOR PUBLIC SECTOR MANAGERS  12
BAO5731  CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  12
BAO5732  CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5733  CONTEMPORARY ISSUES IN CORPORATE FINANCE  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5735  ADVANCED FORECASTING, PLANNING AND CONTROL  12
BAO5736  MANAGERIAL CONTROL SYSTEMS  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12
BAO5748  FINANCIAL SERVICES COMMUNICATION  12
BAO6615  ACCOUNTING PROJECT  12
BAO7742  BUSINESS RESEARCH METHODS  12

Electives: An additional specialisation of 2 coursework units may include further specialisation in finance or accounting or in another area approved by the Course Coordinator. On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Professional Accounting. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

MASTER OF ACCOUNTING / MASTER OF BUSINESS ADMINISTRATION (I)
Course Code: BMAX
Campus: City Flinders.
Course Objectives: Objectives of the program include: The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to an accredited qualification in accounting. Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. Provision of units of study that cover a broad range of topics within the business, management and accounting disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, financial accounting, management accounting and commercial law. Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession including analytic, appreciative, personal and interpersonal skills.
Course Duration: 2 years
Admission Requirements: To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration or accounting. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.
Course Structure
The course comprise 16 units of study, consisting of 13 core units of study and 3 elective units of study.
Core Units of Study
BAO5522  MANAGERIAL ACCOUNTING  12
BAO5524  PROFESSIONAL AUDITING  12

Plus one unit of study approved by the School of Accounting and Finance from
BE06000  BUSINESS ECONOMICS  12
BLO5539  AUSTRALIAN INCOME TAX LAW AND PRACTICE  12

Plus four units of study approved by the School of Accounting and Finance from
BAO5528  ACCOUNTING FOR PUBLIC SECTOR MANAGERS  12
FACULTY OF BUSINESS AND LAW

BAO5525  FINANCIAL AND CORPORATE ACCOUNTING  12
BAO5534  BUSINESS FINANCE  12
BAO5535  ISSUES IN CONTEMPORARY ACCOUNTING  12
BAO5543  ACCOUNTING SYSTEMS AND PROCESSES  12
BHO6505  MARKETING MANAGEMENT  12
BLO5540  BUSINESS AND COMPANY LAW  12
BMO6506  WORK AND ORGANISATION SYSTEMS  12
BMO6507  EMPLOYEE RELATIONS STRATEGIES  12
BMO6508  OPERATIONS MANAGEMENT  12
BMO6511  STRATEGIC MANAGEMENT AND BUSINESS POLICY  12
BMO6622  MANAGING INNOVATION AND ENTREPRENEURSHIP  12

Elective Units of Study Unit to the approval of the Course Co-ordinator, select three electives from the following:

BAO5528  ACCOUNTING FOR PUBLIC SECTOR MANAGERS  12
BAO5561  REPORTING AND PROFESSIONAL PRACTICE  12
BAO5562  CORPORATE GOVERNANCE AND ACCOUNTABILITY  12
BAO5566  TREASURY  12
BAO5567  TAXATION  12
BAO5574  STRATEGIC MANAGEMENT ACCOUNTING  12
BAO5575  FINANCIAL ACCOUNTING  12
BAO5576  ASSURANCE SERVICES AND AUDITING  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5735  ADVANCED FORECASTING, PLANNING AND CONTROL  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12
BAO5748  FINANCIAL SERVICES COMMUNICATION  12
BAO6615  ACCOUNTING PROJECT  12
BAO7742  BUSINESS RESEARCH METHODS  12
BCO6503  MANAGEMENT INFORMATION SYSTEMS  12
BEO6500  ECONOMICS FOR MANAGEMENT  12
BEO6501  QUANTITATIVE ANALYSIS  12
BEO6600  BUSINESS ECONOMICS  12
BGP6513  BUSINESS RESEARCH METHODS  12
BLO5539  AUSTRALIAN INCOME TAX LAW AND PRACTICE  12
BLO6502  LAW FOR MANAGEMENT  12

MAJOR OF BUSINESS (PROFESSIONAL ACCOUNTING)

Course Code: BMBG

Campus: City Flinders, Other, Singapore Institute of Commerce (SIC), Singapore.

This course is for Continuing students only

Course Objectives: The course aims to provide graduates 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.

Careers: Accounting, finance.

Course Duration: 1.5 years

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

Students must complete 144 credit points through academic study in order to graduate. The course consists of twelve units of study. Students entering with an undergraduate degree will undertake the following units of study:

BAO5522  MANAGERIAL ACCOUNTING  12
BAO5524  PROFESSIONAL AUDITING  12
BAO5525  FINANCIAL AND CORPORATE ACCOUNTING  12
BAO5527  ACCOUNTING SYSTEMS AND TECHNOLOGY  12
BAO5534  BUSINESS FINANCE  12
BAO5535  ISSUES IN CONTEMPORARY ACCOUNTING  12
BAO5542  ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12
BAO7742  BUSINESS RESEARCH METHODS  12
BLO5537  BUSINESS LAW  12
BLO5538  COMPANY LAW  12
BLO5539  AUSTRALIAN INCOME TAX LAW AND PRACTICE  12

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

BAO5522  MANAGERIAL ACCOUNTING  12
BAO5524  PROFESSIONAL AUDITING  12
BAO5525  FINANCIAL AND CORPORATE ACCOUNTING  12
BAO5543  ACCOUNTING SYSTEMS AND PROCESSES  12
BE06600  BUSINESS ECONOMICS  12
BE05554  STATISTICAL DATA ANALYSIS FOR BUSINESS  12
BLO5537  BUSINESS LAW  12
BLO5538  COMPANY LAW  12
BLO5539  AUSTRALIAN INCOME TAX LAW AND PRACTICE  12

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

BAO5522  MANAGERIAL ACCOUNTING  12
BAO5524  PROFESSIONAL AUDITING  12
BAO5525  FINANCIAL AND CORPORATE ACCOUNTING  12
BAO5534  BUSINESS FINANCE  12
BAO5535  ISSUES IN CONTEMPORARY ACCOUNTING  12
BAO5542  ISSUES IN MANAGEMENT ACCOUNTING  12
BAO5734  FINANCIAL ANALYSIS  12
BAO5743  COMPARATIVE INTERNATIONAL ACCOUNTING  12
BAO7742  BUSINESS RESEARCH METHODS  12
BLO5537  BUSINESS LAW  12
BLO5538  COMPANY LAW  12
BLO5539  AUSTRALIAN INCOME TAX LAW AND PRACTICE  12
MASTER OF ACCOUNTING / MASTER OF BUSINESS (FINANCE) (I)
Course Code: BMFX
Campus: City Flinders.
Course Objectives: Objectives of the program include: The opportunity to complete the Finance degree, recognised as a qualification that develops Responsible Officer skills, in addition to an accredited qualification in accounting. Development of skills commonly applied by finance managers in executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. Provision of units of study that cover a broad range of topics within the business, accounting and finance disciplines. Students will develop technical skills and conceptual knowledge in areas including financial accounting, management accounting, law, financial analysis, communication, treasury and strategic planning. Development of generic skills commonly applied in practice and valued by employers throughout the Financial Services Industry including analytic, appreciative, personal and interpersonal skills.
Course Duration: 2 years
Admission Requirements: To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting or finance. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.
Course Structure
Core Units of Study
- BA05522 MANAGERIAL ACCOUNTING 12
- BA05524 PROFESSIONAL AUDITING 12
- BA05525 FINANCIAL AND CORPORATE ACCOUNTING 12
- BA05534 BUSINESS FINANCE 12
- BA05535 ISSUES IN CONTEMPORARY ACCOUNTING 12
- BA05543 ACCOUNTING SYSTEMS AND PROCESSES 12
- BA05572 TREASURY RISK MANAGEMENT 12
- BA05573 INTERNATIONAL FINANCIAL MANAGEMENT 12
- BA05747 INTERNATIONAL PORTFOLIO MANAGEMENT 12
- BA05748 FINANCIAL SERVICES COMMUNICATION 12
- BE06501 QUANTITATIVE ANALYSIS 12
- BLO5540 BUSINESS AND COMPANY LAW 12
- BLO5738 FINANCIAL INSTITUTIONS LAW 12

Elective Units of Study With the approval of the Course Coordinator, students select three electives from the following:
- BA05528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS 12
- BA05561 REPORTING AND PROFESSIONAL PRACTICE 12
- BA05562 CORPORATE GOVERNANCE AND ACCOUNTABILITY 12
- BA05566 TREASURY 12
- BA05574 STRATEGIC MANAGEMENT ACCOUNTING 12
- BA05575 FINANCIAL ACCOUNTING 12
- BA05576 ASSURANCE SERVICES AND AUDITING 12

BA05734 FINANCIAL ANALYSIS 12
BA05735 ADVANCED FORECASTING, PLANNING AND CONTROL 12
BA05743 COMPARATIVE INTERNATIONAL ACCOUNTING 12
BA05746 CREDIT AND LENDING MANAGEMENT 12
BA05748 FINANCIAL SERVICES COMMUNICATION 12
BA06615 ACCOUNTING PROJECT 12
BA07742 BUSINESS RESEARCH METHODS 12
BE05685 FINANCIAL INSTITUTIONS MANAGEMENT 12
BE05686 FINANCIAL DERIVATIVE MARKETS 12
BE06600 BUSINESS ECONOMICS 12
BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE 12

MASTER OF ACCOUNTING / MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS) (I)
Course Code: BMUX
Campus: City Flinders.
Course Objectives: Objectives of the program include: The opportunity to complete the Master of Business (Enterprise Resource Planning Systems) degree, internationally recognised as a qualification that develops management skills and expertise, in addition to an accredited qualification in accounting. Development of skills commonly applied in enterprise resource planning at executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. Provision of units of study that cover a broad range of topics within the business, accounting and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, strategic planning, financial accounting and management accounting. Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession and enterprise resource planning systems industry including analytic, appreciative, personal and interpersonal skills.
Course Duration: 2 years
Course Structure

DOCTOR OF PHILOSOPHY (ACCOUNTING AND FINANCE) (I)
Course Code: BPAA
Campus: City Flinders.
Course Objectives: 
Course Duration: 4 years
Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.
Course Structure
The course comprises a research thesis.
DEPARTMENT OF BUSINESS AND LAW

BAO8002  PHD (RESEARCH) (FULL TIME) 48
OR
BAO8003  PHD (RESEARCH) (PART-TIME) 24

DOCTOR OF PHILOSOPHY
Course Code: BPPA
Campus: City Flinders.
This course is for Continuing students only.
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: 3 years
Course Structure
The course normally requires three years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 288 credit points. Course replaced by BPAA (4 year course) from 2009. Course is not available to commencing students from 2009.

BAO8002  PHD (RESEARCH) (FULL TIME) 48
OR
BAO8003  PHD (RESEARCH) (PART-TIME) 24

MASTER OF BUSINESS [BY RESEARCH] (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: 2 years
Course Structure
The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

BAO9800  RESEARCH THESIS (FULL TIME) 48
OR
BAO9801  RESEARCH THESIS (PART TIME) 24

GRADUATE CERTIFICATE IN ACCOUNTING (I)
Course Code: BTAI
Campus: City Flinders, Other, SICSingapore.
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.
Careers: Accounting and finance.
UNITS

Below are unit details for courses offered by the School of Accounting in 2011.

IMPORTANT NOTICE: Not all elective units 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

Locations: Werribee, Footscray Park, Other.

Prerequisites: Nil.

Description: The objectives of the unit of study are to provide a basis for further accounting studies, yet meet the needs of students from other areas of business studies; to introduce students to basic accounting concepts and selected accounting practices; and to introduce students to the role of, and the processes involved in, planning and decision making within the business environment. Topics include: introduction to the roles of accounting; management planning and decision making; accounting concepts; cash and accrual accounting; preparation of financial statements; forms of business ownership, and effect on financial statements; an introduction to budgeting; using budgets for control and performance reports; analysis and interpretation; evaluation of performance; the operating cycle; short term decision making and cost behaviour.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students should be able to: Read and appreciate technical material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the resources of the library to supplement the teaching/learning resources; and Take responsibility for their learning.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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.

BAO1107 ACCOUNTING INFORMATION SYSTEMS

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: BAO1101 Accounting for Decision Making.

Description: This unit of study will provide students with an understanding of why and how accounting information is prepared and the broad principles underlying its preparation, with major emphasis on preparation of general purpose income statements and balance sheets. Topics include: introduction to accounting; elements of accounting statements; accrual accounting and the accounting cycle; accounting for merchandising operations; introduction to accounting systems; cash and cash controls; accounting for receivables, inventories, and non-current assets; accounting for partnerships; and introduction to computerised financial accounting systems.

Credit Points: 12

Learning Outcomes: Explicit: At the end of the unit students' should be able to:

Make an informed decision about the reporting of financial information by applying accounting theory and concepts, including the regulatory and conceptual frameworks that influence accounting practice, to particular business transactions; Communicate this decision, in writing, in a timely and professional manner; and Demonstrate the technical skills necessary to record and report financial information using accrual accounting principles in a timely and professional manner. Implicit: At the end of the unit students' should be able to: Read and appreciate technical material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the resources of the library to supplement the teaching/learning resources; and Take responsibility for their learning.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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

Locations: Footscray Park.

Prerequisites: BAO1101 Accounting for Decision Making.

Description: 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.

Credit Points: 12

Learning Outcomes: At the end of this unit of study, students will be able to: Explain the basic principles of financial management as these relate to the sustainability of small business and value creation for business owners; Apply their understanding of basic principles to address cash management, profitability and investment issues; Critically evaluate the various funding alternatives for the small business ongoing operation and growth; Reflect on and report on the accounting system and finance context of a real small business; and Work out capital budgeting techniques for investment decisions and business valuation.

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


Assessment: Class Presentation - Group, 20%; Assignment (2000 words - Individual), 20%; Examination (3 hour closed book), 60%.

BAO2100 INTRODUCTION TO SMALL ENTERPRISE

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to: Outline the characteristics of small business in Australian; Describe the issues facing small business in the current market circumstances; Discuss issues relating to small business success and failure; Describe the benefits that small business brings to an economy; and Identify and describe the support services available to small business.

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


Assessment: Internal Assessment, 50%; Final Exam, 50%.

BAO2202 FINANCIAL ACCOUNTING

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO1107 - ACCOUNTING INFORMATION SYSTEMS

Description: This unit of study provides students with an introduction to regulation of the business environment and an understanding of how to apply professional judgement in the recognition and disclosure of business events. Topics include: introduction to the conceptual and regulatory frameworks, tax effect accounting, lease accounting and foreign currency transactions.

Credit Points: 12

Learning Outcomes: The primary objective of this Unit of Study is to provide the student with knowledge of the accounting principles, procedures and regulations associated with the recording and reporting of specific business transactions and other accounting information. This objective will be achieved by: i) developing an understanding of the issues surrounding company formation, the issue of equity and debt; and, ii) developing an understanding of the relevant legal, professional and conceptual requirements associated with aspects of the preparation of external financial reports for publicly listed Australian companies.

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


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

BAO2203 CORPORATE ACCOUNTING

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO2202 - FINANCIAL ACCOUNTING

Description: 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.

Credit Points: 12

Learning Outcomes: Explicit: At the end of the Unit students should be able to: Record transactions for companies in order to produce external financial reports required under regulatory and conceptual frameworks; Communicate the implications of the information contained in the financial reports; and Demonstrate the technical skills required to record and report transactions; Implicit: At the end of the unit students should be able to: Read and understand technical accounting material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the resources of the library to supplement the teaching resources; Demonstrate an appreciation of the writing skills needed for academic purposes; and Take responsibility for their learning.

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


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

BAO2204 MANAGEMENT ACCOUNTING

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO1101 - ACCOUNTING FOR DECISION MAKING

Description: This unit of study provides students’ ability to deal confidently with the multifaceted 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.

Credit Points: 12

Learning Outcomes: Explicit: At the end of the unit students’ should be able to: Prepare management reports that assist senior management to control routine and non routine business performance; Communicate the information contained in the management reports and make suggestions about possible corrective action; and Demonstrate the technical skills necessary to record and report financial information. Implicit: At the end of the unit students’ should be able to: Read and appreciate technical material; Identify the key issues to a question or problem; Develop the appropriate time management skills for study at the tertiary level and the workplace; Use the lectures and tutorials provided throughout the semester to enhance understanding; Use the spreadsheet problems in the web site and understand how technology can be used to enhance efficiency within the workforce; Demonstrate an appreciation of the writing skills needed for academic purposes; and Take responsibility for their learning.

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


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

BAO2208 COMPUTERISED ACCOUNTING INFORMATION SYSTEMS

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO1107 - ACCOUNTING INFORMATION SYSTEMS

Description: 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 flows to enable them to record, summarise and communicate financial data in a computerised accounting environment. Additionally, the unit of study aims to develop the students' understanding of different accounting software packages available on the market and illustrates the use of MYOB. This unit of study includes the following topics: accounting information systems foundations and concepts; analysis of the information needs of a business; system control structures in a computerised accounting environment and accounting information systems applications.

Credit Points: 12

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

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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%.

BAO209 ENTERPRISE ACCOUNTING INFORMATION SYSTEMS

Locations: Werribee, Footscray Park.

Prerequisites: BAO1101 - ACCOUNTING FOR DECISION MAKING

BAO1101 Accounting for Decision Making.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Internal Assessment, 50%; Final examination, 50%.

BAO2408 ELECTRONIC COMMERCE ACCOUNTING SYSTEMS

Locations: Werribee, Footscray Park.

Prerequisites: BAO1101 - ACCOUNTING FOR DECISION MAKING

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit, the student should be able to: Understand the impact of eCommerce on the business and regulatory environments; Describe the communications infrastructure that supports eCommerce, including the network topologies, hardware, protocols, security infrastructure, the dominance of the internet and the role of emerging network technologies; Define the basic architecture of electronic commerce applications through the integration of back-end processing by database management software with web-based front-ends; Understand the software infrastructure that supports eCommerce; Describe the impact of eCommerce on accounting processes, accounting standards, auditing activities and the accounting profession; and Understand of the complexities of creating an internet based eCommerce solution and how the resultant transactions are processed in the accounting 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: Internal assessment, 50%; Final examination, 50%.

BAO2441 PERSONAL FINANCIAL PLANNING

Locations: Werribee, Footscray Park, City Flinders.

Prerequisites: Nil.

Description: The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of personal financial planning. Topics include introduction to financial planning, the economics of the financial process, financial planning services, various options in financial planning, developing, implementing and reviewing financial plans, matching of ongoing clients needs and financial planning services.

Credit Points: 12

Learning Outcomes: On successful completion of this unit students are expected to have gained a broad understanding of various investment products and the basis of selection to meet the specific goals of clients.

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

Required Reading: Beal, D & McKeown, W 2006, Personal Finance, 3rd edn, John Wiley & Sons Australia Ltd, Milton, QLD.

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

Locations: Werribee, Footscray Park.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 30%; Final examination, 70%.

BAO3100  THE ENTERPRISE PROJECT

Locations: Footscray Park.

Description: 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; undertaking project management and report writing.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students are expected to: Generate and use creative ideas and processes; Identify and assess opportunities; Seek information and advice; Negotiate and influence; Deal with power and authority; Develop a PowerPoint presentation; Present a report outlining a piece of business research; and Demonstrate their ability to work as a member of a team.

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

Required Reading: Articles and case studies.

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

BAO3292  BUSINESS ETHICS

Locations: Werribee, Footscray Park.

Prerequisites: Nil.

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

Credit Points: 12

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

BAO3302  INTERNATIONAL ACCOUNTING

Locations: Werribee, Footscray Park.

Prerequisites: BAO2202 - FINANCIAL ACCOUNTING

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

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies.

Assessment: Assignment, case studies, debates and class participation, 100%.
BAO3306 AUDITING

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO2203 - CORPORATE ACCOUNTING

Description: 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.

Credit Points: 12

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

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


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

BAO3308 ADVANCED AUDITING

Locations: Footscray Park.

Prerequisites: BAO3306 - AUDITING

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies.

Assessment: Internal Assessment, 100%.

BAO3309 ADVANCED FINANCIAL ACCOUNTING

Locations: Werribee, Footscray Park, Other.

Prerequisites: BAO2203 - CORPORATE ACCOUNTING

Description: 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.

Credit Points: 12

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

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


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

**BAO3310 SOCIAL AND ENVIRONMENTAL ACCOUNTING**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BAO1101 Accounting for Decision Making.

**Description:** 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.

**Credit Points:** 12

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

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

**Required Reading:** Articles and case studies.

**Assessment:** Internal assessment, 100%.

**BAO3312 ADVANCED MANAGEMENT ACCOUNTING**

**Locations:** Werribee, Footscray Park, Other.

**Prerequisites:** BAO2204 - MANAGEMENT ACCOUNTING

**Description:** 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.

**Credit Points:** 12

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

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

**Required Reading:**

**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**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BAO2202 Financial Accounting, BLO2206 Taxation Law and Practice.

**Description:** 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 Xlon in the preparation of various tax related reports and returns through computers and it would finally lead to the establishment of a small business accounting practice. Topics include: Understanding of the nature of enterprise skills of problem solving, communication and networking and development of research skills through common Internet sites necessary in an accounting practice for any accounting/taxation changes in legislation; managing client profiles through computers; keeping 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 debts 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 statements such as BAS, IAS, asset schedules, employee wages, payroll taxes and fringe benefit tax calculation, superannuation levy and work care payments and others through computers; calculation of taxation and lodgement of returns and schedules; working effectively as a member of a team achieving the above tasks and being able to assess productivity of the team in certain tasks; introduction to computerised auditing packages.

**Credit Points:** 12

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

**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**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BAO1101 - ACCOUNTING FOR DECISION MAKING

**Description:** This unit of study aims to introduce students to the role of advanced technology in accounting taking a management accounting focus. The unit aims to develop practical management accounting skills complemented by related theoretical issues associated with the use of computers to assist the management accountant in providing information for decision making purposes. Topics included are: the use of computers in management accounting, the difference in objectives of management
and financial accounting, accounting and technology in corporate strategy development, the value chain and the computerised accounting information system, systems development and evaluation from a management perspective, consideration of the objectives and alternatives in package choice for use in computerised management accounting including statistical, graphics, and spreadsheet packages.

Credit Points: 12

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

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

Required Reading: To be advised by the lecturer.

Assessment: Internal Assessment, 100%.

BAO3402 INTERNATIONAL BANKING AND FINANCE

Locations: Footscray Park, City Flinders, Other.

Prerequisites: BAO1101 - ACCOUNTING FOR DECISION MAKING

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

Credit Points: 12

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

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


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

BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT

Locations: Footscray Park, City Flinders, Other.

Prerequisites: BAO1101 - ACCOUNTING FOR DECISION MAKING

Description: 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.

Credit Points: 12

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

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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

Locations: Footscray Park, City Flinders, Other.

Prerequisites: BED3447 - COMMERCIAL BANKING AND FINANCE

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

Credit Points: 12

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

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
BAO5405 SPORT FINANCE

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Howard, D. R. and Crompton J. L., Financial Sport Fitness Information Technology, Morgantown W V.

Assessment: Project 1, 25%; Project 2, 25%; Final examination, 50%.

BAO5504 ACTUARIAL MANAGEMENT, INSURANCE AND ASSET CONSULTING

Locations: City Flinders, City Queen.

Prerequisites:

Description: As from 2009, this unit will no longer be offered. The unit of study covers an introduction to the role of an actuary in superannuation together with the purpose and requirements of actuary reviews. It explains the role of an actuarial 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.

Credit Points: 12

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.

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.

Required Reading: To be advised

Assessment: One research assignment (2500 words), 50%; Final Examination, 50%.

BAO5505 ACCOUNTING FOR EVENTS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies

Assessment: Internal assignments, 100%.

Assessment: Test, Tests, 20%. Assignment, Assessments, 30%. Examination, Final Examination, 50%.

BAO5524 PROFESSIONAL AUDITING

Locations: City Flinders, Other.

Prerequisites: BAO5525 Financial and Corporate Accounting.

Description: 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.

Credit Points: 12

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

BAO5525 FINANCIAL AND CORPORATE ACCOUNTING

Locations: City Flinders, Other.

Prerequisites: BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES

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

Credit Points: 12


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


Assessment: Test, Tests and Assignment for Consolidation using Excel spreadsheets, 50%. Examination, Examination, 50%.

BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY

Locations: City Flinders, Other.

Prerequisites: BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES

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

Credit Points: 12

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

Credit Points: 12

Prerequisites:

Required Reading: Articles and case studies

Assessment: Internal assessment, 100%.

BAO5534 BUSINESS FINANCE

Locations: City Flinders.

Description: 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 role of financial management, Taxation effects on financial decisions, money and capital markets. Time value of money, Risk-return trade off. Valuation of securities. Sources of finance. Capital structure and cost of capital. Dividend policy. Capital budgeting.

Credit Points: 12

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

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

Required Reading: Articles and case studies

Assessment: Internal assessment, 50%; Final examination, 50%. Test, Test 1 (Multiple choice or short answer questions), 10%. Test, Test 2 (Multiple choice or short answer questions), 20%. Case Study, Case Study, 20%. Examination, Final Examination, 50%.

BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING

Locations: City Flinders, Other.

Prerequisites: BAO5525 Financial and Corporate Accounting.

Description: This unit of study is the capstone financial accounting unit drawing upon and further developing the practical skills of Financial Accounting and Corporate Accounting. The unit is designed to develop students’ analytical and appreciative skills and provide students with the opportunity to further develop their mastery of technical and critical thinking skills. The unit aims to: provide students with the skills necessary to critically analyse the foundations of, and the concepts associated with, financial accounting; develop student understanding of the relationship between financial accounting theory and concepts and financial reporting practice; develop students’ cognitive and behavioural skills; develop information literacy in financial accounting; and develop an international awareness of financial accounting issues. Topics include; overview of accounting theories conceptual and regulatory frameworks; the nature and objectives of financial reporting and elements of financial statements; measurement; accounting for intangibles; accounting for financial instruments; accounting for superannuation; corporate social responsibility reporting; corporate governance and business ethics. 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.

Credit Points: 12

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

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and 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, Mid-semester test, 20%. Assignment, Assignment, 20%. Examination, Final Examination, 60%.

BAO5542 ISSUES IN MANAGEMENT ACCOUNTING

Locations: City Flinders, Other.

Prerequisites: BAO5522 - MANAGERIAL ACCOUNTING

Description: 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.

Credit Points: 12

Learning Outcomes: 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
BAO5543 ACCOUNTING SYSTEMS AND PROCESSES
Locations: City Flinders, Other.
Prerequisites: Nil.
Description: This unit of study introduces students to basic accounting concepts and manual and electronic accounting practices within the context of accounting standards and user requirements. It includes: the role of accounting in planning and decision making; the accounting information system; the accounting cycle; accrual accounting concepts; reporting, analysing and interpreting assets, liabilities, equity; profitability and cash flows; internal control; and using computerised accounting systems to process transactions and produce accounting reports.
Credit Points: 12
Learning Outcomes: On completion of this unit, students are expected to be proficient at recording business transactions for service and trading organisations in manual and electronic systems; be capable of preparing accounting reports for decision-making purposes in manual and electronic systems; be able to conduct analysis of financial reports; and exhibit strong problem solving, communication and interpersonal skills.
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Assessment: Presentation, Class presentation, 5%. Assignment, Computer based assignment, 15%. Test, Mid semester test, 25%. Examination, Final examination, 55%.

BAO5551 SUPERANNUATION INVESTMENT OBJECTIVES AND STRATEGIES
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: Students will consider the issues involved in setting appropriate objectives and strategies for superannuation funds.
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.
Required Reading: To be advised
Assessment: One research assignment (2500 words), 50%; Final Examination, 50%.

BAO5561 REPORTING AND PROFESSIONAL PRACTICE
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: CPA Australia Segment notes - Reporting and Professional Practice
Assessment: CPA Australia Examination, 100%.

BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: CPA Australia Segment notes - Corporate Governance and Accountability
Assessment: CPA Australia examination, 100%.

BAO5566 TREASURY
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: CPA Australia Segment notes, Treasury.
Assessment: CPA Australia examination, 100%.
BAO5567 TAXATION

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** CPA Australia Segment notes - Taxation.

**Assessment:** CPA Australia examination, 100%.

BAO5571 CORPORATE COLLAPSE AND ETHICS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Clarke, F. L. , Dean, G. W. and Oliver, K. G. , 2003, Corporate Collapse: Regulatory Accounting and Ethical Failure, Cambridge University Press, Melbourne.

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

BAO5572 TREASURY RISK MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

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

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

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

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

BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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


**Assessment:** Internal assessment, 40%; Examination, 60%.
BAO574 STRATEGIC MANAGEMENT ACCOUNTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: CPA Australia Segment notes - Strategic Management Accounting.

Assessment: CPA Australia examination, 100%.

BAO575 FINANCIAL ACCOUNTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: CPA Australia Segment notes - Financial Accounting.

Assessment: CPA Australia examination, 100%.

BAO576 ASSURANCE SERVICES AND AUDITING

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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.

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

Assessment: CPA Australia examination, 100%.

BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM

Locations: City Flinders.

Prerequisites: Nil.

Description: 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; School of 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.

Credit Points: 12

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

- Analyse the profitability and financial position of a firm in the hospitality and tourism industry; Prepare budgeted financial statements; Demonstrate the use of budgets in performance evaluation; Solve problems in costing and pricing through the application of specific tools and techniques evaluate alternative proposals relating to businesses and projects in the hospitality and tourism industry; Recognise the meaning of accountability in the decision making process in the financial, ethical and environmental context; and Recognise the importance of employees as a success factor.

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

BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies.

Assessment: Internal assessment, 40%; Final examination, 60%.
BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies.

Assessment: Internal assessment, 100%.

BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Peirson and Bird.

Assessment: Internal Assessment, 50%; Final Examination, 50%.

BAO5734 FINANCIAL ANALYSIS

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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

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

Required Reading:

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

BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Internal assessment, 100%.

BAO5736 MANAGERIAL CONTROL SYSTEMS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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; understanding and appraise management accounting research work. The unit of study includes the following topics: corporate strategy and management performance measurement and management; reward systems and control; cost system design.

Credit Points: 12

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

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

Required Reading: Articles and case studies.

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

BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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%.

BAO5746 CREDIT AND LENDING MANAGEMENT

Locations: City Flinders.

Prerequisites: BEO5685 - FINANCIAL INSTITUTIONS MANAGEMENT

Description: The unit of study aims to develop students’ appreciation of the problems, issues and dimensions of international financial institutions and the legal principles related to these activities. Emphasis is placed on the assessment of credit proposals and the management of credit risk. Topics include: Credit policy, retail lending, commercial lending, corporate lending and corporate services; valuation of assets; structuring a loan, traditional techniques of 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 models.

Credit Points: 12

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

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


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

BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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 Assignment, 40%; Final examination, 60%.

BAO5748 FINANCIAL SERVICES COMMUNICATION

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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

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


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

BAO6504 ACCOUNTING FOR MANAGEMENT

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: This unit covers 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.

Credit Points: 12

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

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


Assessment: Students must successfully complete all assessment components and accumulate a total of 50% in all assessments combined to qualify for an overall Pass in this Unit of Study. This Unit of Study has five assessment components as listed below: Test, 1 hour in-class test, 10%; Presentation, Group problem solving and presentation, 10%; Assignment, Preparation of report on the financial and management of well-known companies, 20%; Tutorial Participation, Active participation in tutorials, 10%; Examination, Exam covering topics from week 1 - 12, 50%.

BAO6615 ACCOUNTING PROJECT

Locations: City Flinders.

Prerequisites: BAO6742 - BUSINESS RESEARCH METHODS

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Articles and case studies.

Assessment: Project report, 100%.

BAO6621 STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.

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

BAO6714 COMPUTERISED ACCOUNTING IN AN ERP SYSTEM

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 on 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.

Credit Points: 12

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

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


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

BAO7700 THESIS (FULL-TIME)

Locations: City Flinders.

Prerequisites: BAO6742 - BUSINESS RESEARCH METHODS

Description: 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
BAO7701 THESIS (PART-TIME)

Locations: City Flinders.

Prerequisites: BAO7742 - BUSINESS RESEARCH METHODS

Description: 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.

Credit Points: 18

Learning Outcomes: To be advised.

Class Contact: Unit of study is 18 credit points per semester.

Required Reading: To be advised by lecturer.

Assessment: Thesis, 100%.

BAO7742 BUSINESS RESEARCH METHODS

Locations: City Flinders, Other.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 12

Learning Outcomes: At the end of this unit students will be able to: understand basic research construction and evaluation, and use appropriate research terminology; comprehend research methodologies relevant to social and business research; understand the research process and the role of each of its main components; identify problems and develop a conceptual framework for research; conduct critical reviews of research output; understand the applicability and limitations of experimental, survey and case study research; prepare research proposals and plan the research process; and critically evaluate research proposals and research reports.

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

Required Reading: Articles and case studies.

Assessment: Internal assessment, 50%; Examination, 50%.

BAO8000 DISSERTATION (THESES) (DBA) (FULL-TIME)

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: Unit of study is 48 credit points per semester.

Required Reading: To be advised.

Assessment: Dissertation thesis, 100%.

BAO8001 DISSERTATION (THESES) (DBA) (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: Unit of study is 48 credit points per semester.

Required Reading: To be advised.

Assessment: Dissertation thesis, 100%.

BAO8002 PHD (RESEARCH) (FULL TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: Unit of study is 48 credit points per semester.

Required Reading: To be advised.

Assessment: Research thesis, 100%.
BAO8003  PHD (RESEARCH) (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit of study is 24 credit points per semester.

Required Reading: 

Assessment: Research thesis, 100%.

BAO9800  RESEARCH THESIS (FULL TIME)

Locations: City Flinders.

Prerequisites: BAO7742 - BUSINESS RESEARCH METHODS

Description: Submission of Thesis.

Credit Points: 48

Learning Outcomes: To be advised.

Class Contact: Unit of study is 48 credit points per semester.

Required Reading: 

Assessment: Research thesis, 100%.

BAO9801  RESEARCH THESIS (PART TIME)

Locations: City Flinders.

Prerequisites: BAO7742 - BUSINESS RESEARCH METHODS

Description: Submission of Thesis.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit of study is 24 credit points per semester.

Required Reading: 

Assessment: Research thesis, 100%.

BAO9913  ACCOUNTING INFORMATION SYSTEMS

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

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.

Required Reading: To be advised by lecturer.

Assessment: Test and assignment, 30%; Final examination, 70%.
SCHOOL OF ECONOMICS AND FINANCE

Below are details of courses offered by the School of Economics and Finance in 2011. 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 (BANKING AND FINANCE) (I)
Course Code: BBAB

Campus: City Flinders, Off-shore, Other, Sunway University College, Kuala Lumpur.

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: 3 years

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

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. 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 unit to approval by the course coordinator.

Core Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Banking and Finance

BAO1107 ACCOUNTING INFORMATION SYSTEMS 12
BAO3402 INTERNATIONAL BANKING AND FINANCE 12
BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12
BAO3404 CREDIT AND LENDING DECISIONS 12
BE03446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12
BE03447 COMMERCIAL BANKING AND FINANCE 12
BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12

Electives

Seven approved electives.

Professional Development Units of Study

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

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

Campus: City Flinders, Off-shore, Other, Sunway University College, Kuala Lumpur.

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: 3 years

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

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. 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 unit to approval by the course coordinator.

Core Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BLO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - International Trade

BAO1107 ACCOUNTING INFORMATION SYSTEMS 12
BAO3402 INTERNATIONAL BANKING AND FINANCE 12
BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12
BAO3404 CREDIT AND LENDING DECISIONS 12
BE03446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12
BE03447 COMMERCIAL BANKING AND FINANCE 12
BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12

Electives

Seven approved electives.

Professional Development Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12
BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL COMMERCE)

Course Code: BBCI

Campus: Footscray Park.

This course is for Continuing students only

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: 3 years

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 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.

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 12
BEO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105 ECONOMIC PRINCIPLES 12
BEO1106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BIO1105 BUSINESS LAW 12
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - International Trade

BEO1252 INTERNATIONAL BUSINESS CONTEXT 12
BEO2254 STATISTICS FOR BUSINESS AND MARKETING 12
BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS 12
BEO3257 ECONOMICS OF RETAILING 12
BEO3296 BUYING AND MERCHANDISING 12
BEO3406 STRATEGIC RETAILING 12
BHO3405 ELECTRONIC RETAILING 12

BACHELOR OF BUSINESS (APPLIED ECONOMICS/INTERNATIONAL TRADE)

Course Code: BBEI

Campus: Footscray Park.

This course is for Continuing students only

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: 3 years

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 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.

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 12
- BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105  ECONOMIC PRINCIPLES 12
- BEO1106  BUSINESS STATISTICS 12
- BHO1171  INTRODUCTION TO MARKETING 12
- BLO1105  BUSINESS LAW 12
- BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Applied Economics

- BEO2250  QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS 12
- BEO2254  STATISTICS FOR BUSINESS AND MARKETING 12
- BEO2256  MACROECONOMIC ANALYSIS 12
- BEO2264  MICROECONOMIC ANALYSIS 12
- BEO2283  APPLIED REGRESSION ANALYSIS 12
- BEO2284  BUSINESS FORECASTING METHODS 12
- BEO3366  ECONOMIC POLICY AND RESEARCH 12

Specialisation Units of Study - International Trade

- BEO1252  INTERNATIONAL BUSINESS CONTEXT 12
- BEO2254  STATISTICS FOR BUSINESS AND MARKETING 12
- BEO3378  INTERNATIONAL ECONOMICS AND FINANCE 12
- BEO3430  INTERNATIONAL ECONOMIC ANALYSIS 12
- BEO3432  STRATEGIC INTERNATIONAL TRADE OPERATIONS 12
- BEO3517  INTERNATIONAL TRADE PRACTICES 12
- BHO3373  INTERNATIONAL MARKETING 12

Professional Development Units of Study

- BFP1001  PROFESSIONAL DEVELOPMENT 1 12
- BFP2001  PROFESSIONAL DEVELOPMENT 2 12
- BFP3001  PROFESSIONAL DEVELOPMENT 3 12

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

Course Code: BBFB

Campus: City Flinders, Off-shore, Other, 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: 3 years

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

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

Core Units of Study

- BAO1101  ACCOUNTING FOR DECISION MAKING 12
- BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
- BEO1105  ECONOMIC PRINCIPLES 12
- BEO1106  BUSINESS STATISTICS 12
- BHO1171  INTRODUCTION TO MARKETING 12
- BLO1105  BUSINESS LAW 12
- BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Financial Risk Management

- BAO2441  PERSONAL FINANCIAL PLANNING 12
- BA03403  INVESTMENT AND PORTFOLIO MANAGEMENT 12
- BEO2254  STATISTICS FOR BUSINESS AND MARKETING 12
- BEO2401  RISK MANAGEMENT AND INSURANCE 12
- BEO2431  RISK MANAGEMENT MODELS 12
- BEO3347  PLANNING FOR LONG TERM WEALTH CREATION 12
- BLO2206  TAXATION LAW AND PRACTICE 12

Specialisation Units of Study - Banking and Finance

- BAO1107  ACCOUNTING INFORMATION SYSTEMS 12
- BA03402  INTERNATIONAL BANKING AND FINANCE 12
- BA03403  INVESTMENT AND PORTFOLIO MANAGEMENT 12
- BA03404  CREDIT AND LENDING DECISIONS 12
- BEO3446  FINANCIAL INSTITUTIONS AND MONETARY THEORY 12
- BEO3447  COMMERCIAL BANKING AND FINANCE 12
- BLO3405  LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12

Professional Development Units of Study

- BFP1001  PROFESSIONAL DEVELOPMENT 1 12
- BFP2001  PROFESSIONAL DEVELOPMENT 2 12
- BFP3001  PROFESSIONAL DEVELOPMENT 3 12

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: 3 years

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

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

Core Units of Study

**BAO1010** ACCOUNTING FOR DECISION MAKING 12
**BCO1012** INFORMATION SYSTEMS FOR BUSINESS 12
**BEO1015** ECONOMIC PRINCIPLES 12
**BEO1106** BUSINESS STATISTICS 12
**BHO1171** INTRODUCTION TO MARKETING 12
**BLO1105** BUSINESS LAW 12
**BMO1102** MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Banking and Finance

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

Specialisation Units of Study - International Trade

**BEO1252** INTERNATIONAL BUSINESS CONTEXT 12
**BEO2254** STATISTICS FOR BUSINESS AND MARKETING 12
**BEO3378** INTERNATIONAL ECONOMICS AND FINANCE 12
**BEO3430** INTERNATIONAL ECONOMIC ANALYSIS 12
**BEO3432** STRATEGIC INTERNATIONAL TRADE OPERATIONS 12
**BEO3517** INTERNATIONAL TRADE PRACTICES 12
**BHO3373** INTERNATIONAL MARKETING 12

Professional Development Units of Study

**BFP1001** PROFESSIONAL DEVELOPMENT 1 12

**BFP2001** PROFESSIONAL DEVELOPMENT 2 12

**BFP3001** PROFESSIONAL DEVELOPMENT 3 12

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

Course Code: BBFR

Campus: City Flinders, Other, 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: 3 years

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

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. 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 unit to approval by the course coordinator.

Core Units of Study

**BAO1010** ACCOUNTING FOR DECISION MAKING 12
**BCO1012** INFORMATION SYSTEMS FOR BUSINESS 12
**BEO1015** ECONOMIC PRINCIPLES 12
**BEO1106** BUSINESS STATISTICS 12
**BHO1171** INTRODUCTION TO MARKETING 12
**BLO1105** BUSINESS LAW 12
**BMO1102** MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Financial Risk Management

**BAO1252** INTERNATIONAL BUSINESS CONTEXT 12
**BAO2254** STATISTICS FOR BUSINESS AND MARKETING 12
**BEO1015** ECONOMIC PRINCIPLES 12
**BEO1106** BUSINESS STATISTICS 12
**BHO1171** INTRODUCTION TO MARKETING 12
**BLO1105** BUSINESS LAW 12
**BMO1102** MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Financial Risk Management

**BAO2441** PERSONAL FINANCIAL PLANNING 12
**BAO3403** INVESTMENT AND PORTFOLIO MANAGEMENT 12
**BEO2254** STATISTICS FOR BUSINESS AND MARKETING 12
**BEO2401** RISK MANAGEMENT AND INSURANCE 12
**BEO2431** RISK MANAGEMENT MODELS 12
**BEO3347** PLANNING FOR LONG TERM WEALTH CREATION 12
**BLO2206** TAXATION LAW AND PRACTICE 12

Electives
Seven approved electives.

Professional Development Units of Study

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

BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/INTERNATIONAL TRADE) (I)

Course Code: BBFT

Campus: City Flinders, Other, Central University of Finance and Economics, Beijing.

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.

Careers: Employment opportunities for graduates of this include a variety of roles in many different business settings such as financial planning, fund management, securities trading and risk management, international economics, as well as the trade and business industry.

Course Duration: 3 years

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

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. As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core and 6 Specialisation One and 6 Specialisation Two and 1 Common Specialisation and 3 Professional Development units and 1 Elective.

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING 12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
BEO1105  ECONOMIC PRINCIPLES 12
BEO1106  BUSINESS STATISTICS 12
BHO1171  INTRODUCTION TO MARKETING 12
BLO1105  BUSINESS LAW 12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Financial Risk Management

BEO2441  PERSONAL FINANCIAL PLANNING 12
BAO3403  INVESTMENT AND PORTFOLIO MANAGEMENT 12
BEO2401  RISK MANAGEMENT AND INSURANCE 12

BEO3517  INTERNATIONAL TRADE PRACTICES 12
BHO3373  INTERNATIONAL MARKETING 12
BEO3430  INTERNATIONAL ECONOMIC ANALYSIS 12
BEO3432  STRATEGIC INTERNATIONAL TRADE OPERATIONS 12
BEO3578  INTERNATIONAL ECONOMICS AND FINANCE 12
BEO3430  INTERNATIONAL BUSINESS CONTEXT 12

Common Specialisation Units of Study - Financial Risk Management and International Trade

BEO2254  STATISTICS FOR BUSINESS AND MARKETING 12
BFP1001  PROFESSIONAL DEVELOPMENT 1 12
BFP2001  PROFESSIONAL DEVELOPMENT 2 12
BFP3001  PROFESSIONAL DEVELOPMENT 3 12

Plus one elective unit of study

BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS) (I)

Course Code: BBIB

Campus: Werribee.

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

Course Duration: 3 years

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

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. As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Professional Development units and 1 Elective + 3 Professional Development units. All units selected are unit to approval by the course coordinator.

Core Units of Study

BAO1101  ACCOUNTING FOR DECISION MAKING 12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12

Plus one elective unit of study

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BEO1105 ECONOMIC PRINCIPLES
BEO1106 BUSINESS STATISTICS
BHO1171 INTRODUCTION TO MARKETING
BLO1105 BUSINESS LAW
BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR
Specialisation Units of Study - International Business
BAO3402 INTERNATIONAL BANKING AND FINANCE
BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES
BEO1252 INTERNATIONAL BUSINESS CONTEXT
BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS
BHO3373 INTERNATIONAL MARKETING
BLB4141 INTERNATIONAL TRADE LAW
BMO3352 INTERNATIONAL MANAGEMENT
Electives
Seven approved electives.
Professional Development Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1
BFP2001 PROFESSIONAL DEVELOPMENT 2
BFP3001 PROFESSIONAL DEVELOPMENT 3

Semester Abroad 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 specialisation units of study, a major in language/culture studies, or other minors/majors approved by the Course Coordinator.

BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL MANAGEMENT)
Course Code: BBIR
Campus: Footscray Park.
This course is for Continuing students only
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: 3 years
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
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.

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

BE04403 ADVANCED MICROECONOMICS 12
BE04430 BUSINESS RESEARCH METHODS 12
BE04661 ADVANCED MACROECONOMICS 12
BE04683 APPLIED ECONOMETRICS 12
BE04400 HONOURS RESEARCH THESIS (FULL-TIME) 48
or
BE04401 HONOURS THESIS (PART-TIME) 24

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.
Careers: Accounting, finance.
Course Duration: 1.5 years
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 score of 6.5 and no individual band score less than 6.

Course Structure
All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points.

Coursework Option:
BE05554 STATISTICAL DATA ANALYSIS FOR BUSINESS 12
BE05566 INTRODUCTORY ECONOMETRICS 12
BE06600 BUSINESS ECONOMICS 12
BE05567 INTERNATIONAL ECONOMICS 12
BE06601 ECONOMIC ANALYSIS 12
BE06501 QUANTITATIVE ANALYSIS 12
BE05305 INTERNATIONAL SUPPLY CHAIN STRUCTURE 12
BE0742 BUSINESS RESEARCH METHODS 12
BE05601 ECONOMICS OF INTERNATIONAL TRADE 12
BE05301 INTERNATIONAL ECONOMIC REGULATION 12
BE05304 INTERNATIONAL BUSINESS OPERATIONS 12
BE05303 STRATEGIC INTERNATIONAL TRADE FINANCE 12

Thesis Option:
Eights units of study taken from the above list plus:
BE0742 BUSINESS RESEARCH METHODS 12
BE0700 THESIS (FULL-TIME) 36
or
BE0701 THESIS (PART-TIME) 18

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.
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 Structure
Each unit of study carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

Compulsory Units of Study
- BAO5534 BUSINESS FINANCE
- BAO5734 FINANCIAL ANALYSIS
- BAO5748 FINANCIAL SERVICES COMMUNICATION
- BEO6501 QUANTITATIVE ANALYSIS

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

Admission Requirements: To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and have normally completed successfully a relevant three year undergraduate degree 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
Students must complete 144 credit points through academic study in order to graduate.
Core Units of Study

BAO5534  BUSINESS FINANCE
BAO5572  TREASURY RISK MANAGEMENT
BAO5573  INTERNATIONAL FINANCIAL MANAGEMENT
BAO5574  FINANCIAL ANALYSIS
BAO5577  INTERNATIONAL PORTFOLIO MANAGEMENT
BCO6503  MANAGEMENT INFORMATION SYSTEMS
BEO6501  QUANTITATIVE ANALYSIS
BGP6513  BUSINESS RESEARCH METHODS
BHO6505  MARKETING MANAGEMENT
BLO6508  WORK AND ORGANISATION SYSTEMS
BMO6506  EMPLOYEE RELATIONS STRATEGIES
BMO6511  STRATEGIC MANAGEMENT AND BUSINESS POLICY

DOCTOR OF PHILOSOPHY (APPLIED ECONOMICS) (I)
Course Code: BPEE
Campus: City Flinders.

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

Course Duration: 4 years

Admission Requirements: Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

Course Structure

The course comprises a research thesis.

BE08002   PHD (RESEARCH) (FULL TIME)
OR
BE08003   PHD (RESEARCH) (PART TIME)

MASTER OF BUSINESS [BY RESEARCH] (I)
Course Code: BRAE
Campus: City Flinders.

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

Course Duration: 2 years

Course Structure

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

BE09800   RESEARCH THESIS (FULL TIME)
OR
BE09801   RESEARCH THESIS (PART TIME)

GRADUATE CERTIFICATE IN SUPERANNUATION MANAGEMENT
Course Code: BTSM
Campus: City Flinders.

Course Objectives: This course is designed to equip superannuation trustees and managers with the expertise and skills to manage superannuation funds, having particular regard to: - corporate governance and accountability, in particular the regulatory environment specific to the superannuation industry; - financial risk management; and - portfolio management. The objective of the course is to produce graduates fully capable of managing these specific areas of superannuation.

Careers: 1 - To enhance the ability of trustees and managers in the superannuation industry to be more effective in the execution of their duties and therefore enhance their career prospects. 2 - To prepare candidates who wish to become trustees in the superannuation industry to be able to discharge the duties of trustees and enhance their employability as trustees.

Course Duration: 0.5 years

Admission Requirements: To qualify for admission to the course an applicant normally must have completed an undergraduate business degree or graduate diploma with a business major, and be employed in a position related to superannuation administration.

In the absence of formal qualifications a candidate will have at least 5 years work experience in the superannuation or investment industry and membership of a relevant financial services (including banking sector) professional association, or such training and work experience as to indicate the ability to undertake the course successfully.
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Course Structure: Four units of study, two of which are deemed to be core units. The core units cover the skills that are required to manage and monitor the activities of fund and investment managers, and to formulate strategy for individual enterprises in the superannuation industry. The remaining two units (to be selected from the list below) will equip trustees and managers in complying with their fiduciary responsibilities; in understanding information contained in the accounting statements of the various entities with which they are required to interact; and in understanding the principles involved in the promotion of their respective funds.

There is no specific sequence in which students must complete units of study.

BE05687  PORTFOLIO MANAGEMENT AND PROTECTION  12
BE05688  STRATEGY FOR FINANCIAL INSTITUTIONS  12

Two units to be chosen from the following:

BA06504  ACCOUNTING FOR MANAGEMENT  12
BHO6505  MARKETING MANAGEMENT  12
BMO6509  LEADERSHIP AND CORPORATE GOVERNANCE  12

or a unit approved by the Course Coordinator
UNITS

Below are unit details for courses offered by the School of Economics and Finance in 2011.

IMPORTANT NOTICE: Not all elective units 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.

BBF3512 ENVIRONMENTAL LEGISLATION AND ECONOMICS

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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 bands, tradeable rights.

Credit Points: 12

Learning Outcomes: 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.

Required Reading:

Assessment: Assignment, 30%; Examination, 70%.

BEO1101 QUANTITATIVE TECHNIQUES FOR BUSINESS

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of practical session and one hour lecture

Required Reading: Nil.

Assessment: The assessment in this unit will consist of two, 1-hour, written tests (20% each) and one, 2-hour, written examination (60%). The first test will be conducted in week 4 of the semester and will satisfy the purpose, in part, of assisting to identify “at risk” students.

BEO1103 MICROECONOMIC PRINCIPLES

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: Nil.

Description: 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 possibilities, opportunity costs, nature of economic resources; the market economy, demand and supply, theory and applications, including pricing ceilings, price floors, tariffs and taxes. Theory of the firm, production and costs.

Credit Points: 12

Learning Outcomes: 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: Continuous assessment, 50%; Final examination, 50%.

BEO1104 MACROECONOMIC PRINCIPLES

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: Nil.

Description: This unit of study aims to develop the basic macroeconomic principles applicable to the Australian economy and familiarise students with the macroeconomic environment within which Australian business operates. Topics include: the measurement of macroeconomic performance with reference to national income accounting and trade cycle analysis; the classical economic model and the Keynesian revolution; Keynesian economics and the theory of income determination; monetary influences on aggregate economic activity; inflation, unemployment; traditional demand management; the Phillips Curve revisited; incomes policies; the foreign trade sector and policies for external balance.

Credit Points: 12

Learning Outcomes: 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: Examination, 60%; Continuous Assessment, 40%.

BEO1105 ECONOMIC PRINCIPLES

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites:

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

On completion of this unit of study, students will become acquainted with the role and application of micro and macroeconomics in the business environment. Students will be introduced to the measurement of economic 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 globalization. This unit will enable students to develop and refine their skills to undertake other units of study with advanced standing.

Credit Points: 12

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 relative effectiveness
- Analyse the domestic banking system
- Discuss external economic relations and their impact on the domestic economy
- Examine exchange-rate determination
- Explore global economic issues affecting the domestic economy.

Class Contact: 3 hours per week usually in lecture and tutorial format.

Required Reading:

Assessment:
- Final Examination: 60% (duration 3 hours)
- In Course Assessment: Class Test 20% (Duration 1 hour), Assignment 20% (conducted in an examination environment).

FACULTY OF BUSINESS AND LAW

BE01106 BUSINESS STATISTICS

Locations: Werribee, Footscray Park, City Flinders, Sunbury, Other.

Prerequisites: Nil.

Description: This unit of study enables students to acquire the skills and techniques required to analyse data in a business environment. Topics include: introduction to statistics; descriptive statistics; introduction to probability and probability distributions; normal probability distribution; sampling distributions and parameter estimation; hypothesis testing; simple linear regression and correlation; time-series analysis and forecasting; index numbers. Use will be made of a statistical computer package.

Credit Points: 12

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

- Understand the importance of statistical methodology to the business professional
- Use a variety of graphical and numerical descriptive summary measures relating to data sets
- Calculate and interpret elementary probabilities and use them in statistical applications
- Apply the concept of Binomial, Poisson and Normal probability distributions in statistical problems
- Understand the distribution of sample means and proportions, and their role in statistical inference
- Construct and interpret confidence interval estimates of population means and proportions
- Understand the relationship between the level of confidence, precision and sample size
- Conduct one and two sample hypothesis tests concerning population means and proportions
- Use linear regression and correlation to model relationships between economic variables
- Understand time-series decomposition and construct seasonal indices for seasonal adjustment
- Use simple forecasting methods and evaluate alternative forecasting models
- Calculate and use simple and weighted aggregate indices, and real values
- Conduct statistical analysis using Microsoft Excel.

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


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

BE01195 GLOBAL RETAILING

Locations: Footscray Park.

Prerequisites: Nil.

Description: With the economic growth of developing countries and the trend toward economic unification, interest in global retailing, buying and merchandising has never been greater. This unit of study focuses on the reasons and implications for retail internationalisation; growth of global retailing, forms of global retailing, and method of entry into various international markets. Topics include: the challenges faced by retailers around the world; the differences in retailing between the developed world and developing countries; the benefits and drawbacks of retailing in multinational markets. This unit of study provides a conceptual foundation for understanding how different legal, social and economic environments affect the sourcing and distribution of consumer goods and services around the world. Current retail market structures are analysed in selected countries, mixing anecdotes with important concepts from economic theory. The unit integrates fundamental economic principles with practical, decision-making principles that are required to exchange goods and services. Cultural and sub-cultural diversity, both domestic and international, are emphasized and ethical values are examined in the larger context of the place of global retailing in society.

Credit Points: 12

Learning Outcomes: On completion of this unit of study, students will become aware that if retail firms are to progressively grow and stay profitable, they would have to participate in the global environment and be impacted by global competition, global sourcing, differing technologies and varying legislation in different countries. Students will appreciate how global retail firms structure their organisation, take advantage of business opportunities, increase revenue streams, promote and merchandise international brands in different environments and address multicultural customer profiles.

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


Assessment: Class tests/assignments, 40%; Final Examination, 60%.

BE01252 INTERNATIONAL BUSINESS CONTEXT

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: Nil.

Description: This unit of study examines the context in which business decisions are made. Topics include: cultural, political, legal environment; trade and investment theories and patterns; trade and investment barriers; international business dispute settlement mechanisms; the globalisation of markets; international economic alliances; global institutions; international business strategy; multinational corporations and other business organisations.

Credit Points: 12

Learning Outcomes: 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: Two Tests (2X 40), 80%; Assignment, 20%.

**BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS**

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to develop a command of the basic mathematical tools used in the analysis of many economics and business problems. Topics include: economic models (linear, quadratic, cubic, rational and exponential); equilibrium analysis: the concept of derivatives; rules of differentiation; marginal functions, optimisation and elasticity; partial differentiation; partial elasticities and unconstrained optimisation (two variables).

Credit Points: 12

Learning Outcomes: On completion of this unit, the student should be able to: Demonstrate a sound knowledge and understanding of the application of a variety of basic mathematical functions in the description of economic and business models; Understand and utilise appropriate mathematical notation and techniques for the solution of problems related to the modelling of economic and business situations; Understand the application of the gradient of a curve in providing information about the rate at which the dependent variable changes with respect to the independent variable in an economic or business situation; Apply the rules of differentiation to the basic mathematical functions used in the modelling of economic and business situations; and Understand and utilise the mathematical notation, terminology and basic techniques of the differential calculus to economic and business applications.

Class Contact: Equivalent to three hours per week. Normally to be delivered as a three-hour seminar or in a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

Required Reading: BE02250, Quantitative Methods for Economics and Business, Skeleton Seminar Notes (available from the bookshop)

Assessment: Tests, 40%; Examination, 60%.

**BE02254 STATISTICS FOR BUSINESS AND MARKETING**

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: BE01106 Business Statistics.

Description: This unit of study provides an understanding of the use of statistical techniques in analysing marketing and business problems. Topics include: sampling methods and estimation of point and interval estimates; application of classical and non-parametric tests; goodness of fit test: and introduction to regression and time-series analysis. Use will be made of an appropriate statistical package.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer

Assessment: Case study /lab exercises, 40%; Final examination, 60%. Note: Any hand-held calculators may be used in examinations.

**BE02263 MACROECONOMIC ANALYSIS**

Locations: Footscray Park.

Prerequisites: BE01105 - ECONOMIC PRINCIPLES

Description: This unit of study builds upon the macroeconomic theory and policy previously covered, 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 supply.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

**BE02264 MICROECONOMIC ANALYSIS**

Locations: Footscray Park.

Prerequisites: BE01105 - ECONOMIC PRINCIPLES

Description: This unit of study builds upon the microeconomic theory previously covered, 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 perfectly competitive model and microeconomic policies; monopoly and imperfect competition; markets for factors of production; market failure, externalities and public goods.

Credit Points: 12

Learning Outcomes: 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: Test, 20%; Assignment 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

**BE02283 APPLIED REGRESSION ANALYSIS**

Locations: Footscray Park.

Prerequisites: BE01105 - ECONOMIC PRINCIPLES

Description: 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer
Assessment: Assignments, 50%; Final examination, 50%.

BEO2284 BUSINESS FORECASTING METHODS

Locations: Footscray Park.
Prerequisites: BEO1105 - ECONOMIC PRINCIPLES
BEO1106 - BUSINESS STATISTICS

Description: The unit of study aims to acquaint appropriate forecasting tools used at strategic or tactical levels of management and to provide skills in applying these tools to economic and business data for policy formulation. Topics include: introduction to forecasting and economic indicators used in economics and business; selecting the right forecasting technique; qualitative forecasting models; quantitative forecasting methods; forecasting errors; evaluation of forecasting methods; combining forecasts.

Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer
Assessment: Assignments, 50%; Final examination, 50%.

BEO2302 EUROPEAN BUSINESS ENVIRONMENT

Locations: Footscray Park.
Prerequisites: BEO1252 - INTERNATIONAL BUSINESS CONTEXT

Description: The unit of study aims to build upon the international business theory and policy issues, covered in BEO1252 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer
Assessment: Assignment, 40%; Test 1, 30%; Test 2, 30%.

BEO2381 BUSINESS DECISION METHODS

Locations: Footscray Park.
Prerequisites: BEO1106 - BUSINESS STATISTICS

Description: 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.

Credit Points: 12
Learning Outcomes: 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.
Required Reading: To be advised by lecturer
Assessment: Case studies, 40%; Final examination, 60%.

BEO2401 RISK MANAGEMENT AND INSURANCE

Locations: Footscray Park, City Flinders.
Prerequisites: Nil

Description: The aim of the unit of study is to provide students with knowledge of insurance and how it can be used to manage risk plans for individuals and small firms.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students should: Have knowledge of insurance and insurance industry; Be able to understand how insurance is used to manage risk; Be able to prepare an insurance-based risk management plan for same risk exposure.
Class Contact: Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, tutorial and/or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Required Reading: To be advised by lecturer.
Assessment: Final examination, 60%; Assignment, 40%.

BEO2403 INTRODUCTION TO MUSIC BUSINESS

Locations: Footscray Park.
Prerequisites: Nil.

Description: This unit of study provides an overview of the contemporary music industry and the economic relationship between its various elements. Topics include: principles and issues of copyright; managerial skills; the importance of marketing; business acumen; and comparisons with international territories; the relevant financial implications, legislative and regulatory requirements which impact on the music industry; and a summary of the different music industry business practices in Asia, Europe and America.

Credit Points: 12
**Learning Outcomes:** 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.

**Required Reading:** Simpson, S., 2002, Music Business, Warner chappell, Australia.

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

**BEO2404 ELECTRONIC TRADING**

**Locations:** Werribee, Other.

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES

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

**Credit Points:** 12

**Learning Outcomes:** 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.

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

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

**BEO2410 RISK ANALYSIS AND MANAGEMENT**

**Locations:** Footscray Park.

**Prerequisites:** BEO1106 - BUSINESS STATISTICS

**Description:** This unit of study provides an overview of the concepts and challenges associated with analysing and managing risk.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

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

**BEO2431 RISK MANAGEMENT MODELS**

**Locations:** Footscray Park, City Flinders.

**Prerequisites:** Nil.

**Description:** Introduction to different types of risks, risk models and risk management, overview of investment and risk, introduction to the fundamental of financial mathematics, distribution of asset returns, risk in portfolio construction and management, the efficient market concept, option pricing models, the random walk hypothesis, volatility estimation, volatility and correlation analysis and volatility forecasting.

**Credit Points:** 12

**Learning Outcomes:** 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, 40%; Final Examination, 60%.

**BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS**

**Locations:** Werribee, Footscray Park, City Flinders, Other.

**Prerequisites:** Nil.

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

**Credit Points:** 12

**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.

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

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

**Assessment:** Assignment, 30%, 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.
FACULTY OF BUSINESS AND LAW

BEO3203  SUPPLY AND VALUE NETWORKS

Locations: Werribee, Footscray Park, City Flinders, Other.
Prerequisites: Nil
Description: 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.
Credit Points: 12
Learning Outcomes: On completion of this unit of study, students will gain an understanding of the importance and role of logistics service providers 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%.

BEO3257  ECONOMICS OF RETAILING

Locations: Footscray Park.
Prerequisites: BEO3296 - BUYING AND MERCHANDISING
Description: The unit of study provides students with an understanding of the structure, conduct and economic performance of the Australian retailing industry. Topics include: concentration and competition in Australian retailing markets; the nature of market conduct in relation to various market structures in the retailing industry; including pricing, 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.
Credit Points: 12
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%.

BEO3296  BUYING AND MERCHANDISING

Locations: Footscray Park.
Prerequisites: BEO1195 - GLOBAL RETAILING
Description: 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.
Credit Points: 12
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%.

BEO3301  THE ENTERTAINMENT ECONOMY

Locations: Footscray Park.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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: Case studies, 50%; Examination, 50%.

BEO3302  OPTIONS AND FUTURES MARKETS

Locations: Werribee, Footscray Park.
Prerequisites: Nil.
Description: The unit of study aims to provide students with an understanding of the valuation and hedging of options, forward contracts, futures contracts, swaps, and other derivatives that exist in rapidly growing financial sectors around the globe. Topics included are: Introduction to financial instruments; Futures and Forward Markets; Forward and Futures Prices and Hedging Strategies; Interest Rate Futures; Swaps; Stock Options; Trading Strategies; Introduction to Binomial Trees; The Black-Scholes Model; Options on Stock Indices, Currencies, and Futures; Hedging Strategies; and Valuation Using Binomial Trees.
Credit Points: 12

Learning Outcomes: 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, 60%; Final Examination, 40%.

**BEO3304 ETHICAL INVESTMENT**

Locations: Werribee, Footscray Park.

Prerequisites: Nil.

Description: The unit of study aims to provide students with an understanding of the rapidly-growing ethical investment market in Australia and overseas, and examines definitional parameters, ethical portfolio choice, risk and return of ethical portfolios, emerging trends in investor awareness, and ethical fund management. Topics included are: Introduction to Ethical Investment; Portfolio choice and Screening; Screening and Risk; the Return to Ethical Investment; Ethical Issues and Investor Awareness; Ethical Investment and Superannuation Fund management; Ethical Investment Consulting.

Credit Points: 12

Learning Outcomes: 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, 50%; Tests, 10%; Final Examination, 40%.

**BEO3319 ASIAN BUSINESS ENVIRONMENT**

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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 profiles and characteristics of, and dynamics underpinning, this environment in the Asia Pacific region. Topics include: Asian country profile; trade regimes and relations between business and government; growth and business policies; Asia’s financial crisis and implications; strategic implications of business groups and alliances; Asian culture and business practices; transaction costs; corporate governance; market potential and marketing in Asia; business expansion strategies and entry modes; case studies in China and India.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to identify the important common themes associated with Asian culture and business practices in the Asian business environment and have a sound understanding of the economic and business framework of a number of key economies of particular relevance to 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, 30%; Final examination, 50%; Test, 20%.

**BEO3347 PLANNING FOR LONG TERM WEALTH CREATION**

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: BT Technical Team, 2001, BT Super Book, BT Funds Management, Australia.

Assessment: Mid-Term Examination, 20%; Final Examination, 50%; Assignments, 30%.

**BEO3366 ECONOMIC POLICY AND RESEARCH**

Locations: Footscray Park.

Prerequisites: BEO1105 - ECONOMIC PRINCIPLES

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Test, 20%; Assignment 30%; Final examination, 50%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

**BEO3378 INTERNATIONAL ECONOMICS AND FINANCE**

Locations: Footscray Park, City Flinders, Other.

Prerequisites: BEO1105 - ECONOMIC PRINCIPLES
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Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: To be advised by lecturer.

BE03408 MUSIC PUBLISHING AND RECORDING

Locations: Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Case Studies, 50%; Examination, 50%.

BE03418 GLOBAL TRANSPORT ECONOMICS

Locations: Werribee.

Prerequisites: BEO1105 Economic Principles.

Description: 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 sectors and the rest of the economy; economics of different transport modes.

Credit Points: 12

Learning Outcomes: 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 x 2 worth 30% each, 60%; Final examination, 40%.

BE03404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY

Locations: Footscray Park.

Prerequisites: BEO2403 Introduction to Music Business.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.

BE03406 STRATEGIC RETAILING

Locations: Footscray Park.

Prerequisites: BEO1195 Global Retailing, BH01171 Introduction to Marketing.

Description: This unit of study is designed to provide a range of approaches aimed at assisting students to understand the opportunities and challenges faced in the retailing industry. Students will be exposed various decision making scenarios from a strategic management perspective in the context of globalisation with a view to grow and improve the retail firm’s profitability.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to understand the organization of several types of retailing structures and the entrepreneurial quality required by retailers; appreciate the challenges and opportunities that the global environment provides to Australian retailers; appreciate the new approaches available to retailers for accelerated growth and profitability and recognise the important areas for strategic management decision making in the retail industry.

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


Assessment: Assignment, 40%; Tutorial exercises and classwork, 10%; Case study presentation, 10%; Final examination, 40%.

BE03418 GLOBAL TRANSPORT ECONOMICS

Locations: Werribee.

Prerequisites: BEO1105 Economic Principles.

Description: 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. Topics 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.

Credit Points: 12

Learning Outcomes: 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 x 2 worth 30% each, 60%; Final examination, 40%.
BEO3419  AIRFREIGHT ECONOMICS
Locations: Werribee.
Prerequisites: BEO1105 - ECONOMIC PRINCIPLES
Description: The unit of study introduces the principles of airfreight economics both in the domestic and international sector. Students will be exposed to the different challenges faced by services providers, such as freight forwarders and ground services, as well as passenger carriers. Topics include: industry and government regulations; an analysis of Australian and international airfreight systems; analysis of the role of freight 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.
Credit Points: 12
Learning Outcomes: 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: Assignment, 40%; Test, 20%; Final examination, 40%.

BEO3430  INTERNATIONAL ECONOMIC ANALYSIS
Locations: Footscray Park, City Flinders, Other.
Prerequisites: BEO3378 International Economics and Finance.
Description: 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; analysis of barriers to trade; political economy of trade; trade policy; exchange rate policy; international movement of labour and capital; multinational corporations and FDI; international finance and financial crises; trade and environmental issues; and international trade regulation.
Credit Points: 12
Learning Outcomes: On completion of this unit, students should be able to: Apply international economic theories and concepts to rigorously analyse issues in relation to: intra-industry trade; arguments for and against protection; trade and the environment and labour standards; government policies toward the foreign exchange market; international lending and financial crises; trade policies for developing economies; international movement of labour; direct foreign investment; regulation of trade in international financial services; and WTO, trade and investment.
Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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 handheld non-programmable calculators may be used in examinations.

BEO3432  STRATEGIC INTERNATIONAL TRADE OPERATIONS
Locations: Werribee, Footscray Park, Other.
Prerequisites: BEO1106 - BUSINESS STATISTICS
Description: 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.
Credit Points: 12
Learning Outcomes: 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: Case studies, 30%; Class assessment, 10%; Final examination, 60%.

BEO3433  FIELD RESEARCH PROJECT
Locations: Footscray Park.
Prerequisites: BEO1252 - INTERNATIONAL BUSINESS CONTEXT
Description: This unit of study will expose students to the cultural, political and regulatory environments in particular economic regions, with an initial emphasis on Europe and Asia. The basis of the unit of study is a study tour to select countries of a particular region. Students will visit important regulatory institutions, private enterprises and academic organisations, which will allow the observation of international business in action in the field. The tour will be preceded by a briefing session. Lectures on topics relevant to the unit of study may be provided by selected overseas universities. Students complete a diary during the course of the trip and write this up as an assignment on their return.
Credit Points: 12
Learning Outcomes: 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.
Required Reading: Details of texts and other resources will be provided to the students depending on the country to be visited.
Assessment: Written report (5000 words maximum), 75%; Class presentation of report, 25%.

BEO3446  FINANCIAL INSTITUTIONS AND MONETARY THEORY
Locations: Footscray Park, City Flinders, Other.
Prerequisites: BEO1105 - ECONOMIC PRINCIPLES
Description: 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 financial instruments; efficiency of the financial sector; monetary theory; and monetary policy.
Credit Points: 12
Learning Outcomes: 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: Case studies, 30%; Class assessment, 10%; Final examination, 60%.
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.

**BE03447 COMMERCIAL BANKING AND FINANCE**

**Locations:** Footscray Park, City Flinders, Other.

**Prerequisites:** BE03446 - FINANCIAL INSTITUTIONS AND MONETARY THEORY

**Description:** This unit of study introduces students to a broader view of the changing commercial banking environment and to develop conceptual, analytical and decision making skills for the policy formulation and implementation areas in commercial banking and finance functions. Topics include: money flows in the economy; the nature of operation of intermediaries; 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.

**Credit Points:** 12

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

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**BE03500 APPLIED ECONOMICS RESEARCH PROJECT**

**Locations:** Werribee, Footscray Park, City Flinders.

**Prerequisites:** BE01106 - BUSINESS STATISTICS

AND the completion of 16 units of study in the student’s course.

**Description:** 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 unit 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.

**Credit Points:** 12

**Learning Outcomes:** Following successful completion of the unit, students are expected to be able to produce high quality academic and business research reports in the students’ chosen field of specialisation. In particular, students should be able to perform the following tasks independently: initiate a research, effective time management, motivate team members; engage literature reviews and data collection, apply appropriate qualitative and/or quantitative research and analytical techniques to investigate a well defined research question, interpret research findings, generalise research findings and identify related areas for further investigation.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as one hour of lectures 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:** Assignment, Oral presentation and research proposal, 25%. Assignment, Peer review essay, 15%. Assignment, Oral presentation and final report, 60%. The competency in learning is assessed based on three assignments (five components):

Assignment 1: Oral Presentation for the research proposal (10%) and Research Proposal (15%)

Assignment 2: Peer review essay (15%)

Assignment 3: Oral presentation for the final report (20%) and Final Report (40%)

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**BE03517 INTERNATIONAL TRADE PRACTICES**

**Locations:** Werribee, Footscray Park, City Flinders.

**Prerequisites:** BE01105 - ECONOMIC PRINCIPLES

**Description:** The unit of study introduces business students to the various export documents required to facilitate an international trade transaction, the instruments of trade finance, and the various methods of financing/settling exports and imports transactions. These processes will be introduced using industry-based computer software. Topics include: terms of delivery (Incoterms 2000 and others); rules or origin and customs valuation; determination of VoT 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; barter trade; factoring; forfaiting; traditional methods of payment: prepayment, open account, bill of exchange, letter of credit (UCP 500, eUCP and ISBP).

**Credit Points:** 12

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

- Understand shipping terms and the process of negotiating terms of delivery;
- Generate necessary documents required to process a specific export transaction;
- Understand the various forms of international payments and trade settlements; and Evaluate foreign exchange risk and design appropriate risk management strategies.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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.

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**BE04123 GLOBAL LOGISTICS**

**Locations:** Werribee, City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer
Assessment: To be advised by lecturer

BEO4400 HONOURS RESEARCH THESIS (FULL-TIME)

Locations: City Flinders.

Prerequisites: BEO4430 - BUSINESS RESEARCH METHODS

Description: 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.

Credit Points: 48
Learning Outcomes: 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 48 credit points.

Required Reading: To be advised by lecturer
Assessment: Seminar presentation, 15%; Written thesis, 85%.

BEO4401 HONOURS THESIS (PART-TIME)

Locations: City Flinders.

Prerequisites: BEO4430 - BUSINESS RESEARCH METHODS

Description: 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.

Credit Points: 24
Learning Outcomes: 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 24 credit points per semester.

Required Reading: To be advised by lecturer
Assessment: Seminar presentation, 15%; Written thesis, 85%.

BEO4403 ADVANCED MICROECONOMICS

Locations: City Flinders.

Prerequisites: BEO2264 - MICROECONOMIC ANALYSIS

Description: 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer
Assessment: Test, 20%; Case study, 15%; Project, 15%; Final examination, 50%.

BEO4430 BUSINESS RESEARCH METHODS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer
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.

BEO4572 LOGISTICS

Locations: Werribee, City Flinders.

Prerequisites: BEO3201 - DISTRIBUTION MANAGEMENT AND OPERATIONS

Description: 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.
FACULTY OF BUSINESS AND LAW

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BE04661 ADVANCED MACROECONOMICS

Locations: City Flinders.

Prerequisites: BE0105 - ECONOMIC PRINCIPLES and BE0263 - MACROECONOMIC ANALYSIS

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

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BE04683 APPLIED ECONOMETRICS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 software; 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BE05301 INTERNATIONAL ECONOMIC REGULATION

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BE05303 STRATEGIC INTERNATIONAL TRADE FINANCE

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study introduces students to the concepts 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.

Credit Points: 12

Learning Outcomes: 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: Continuous Assessment, 50%; Final examination, 50%.
BEOS304 INTERNATIONAL BUSINESS OPERATIONS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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 impetuous and problems associated with trade expansion starting with the basic import/export transaction; the strategic aspects of distribution and agency arrangements; more complex international arrangements; strategic alliances focusing on contract manufacturing and agency service provision arrangements; and the challenges of intellectual property based and technology transfer agreements.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Term papers and presentation, 40%; Final examination, 60%.

BEOS305 INTERNATIONAL SUPPLY CHAIN STRUCTURE

Locations: City Flinders, Other.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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: Final examination (3 hours), 50%; Tutorial questions, 10%; Written issue paper, 40%.

BEOS306 SUPPLY NETWORKS AND LOGISTICS STRATEGY

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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

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

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

Assessment: Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final assessment = 40%.

BEOS307 GLOBAL PROCUREMENT

Locations: City Flinders, Other.

Prerequisites: Nil.

Description: The 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.

Credit Points: 12

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

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


Assessment: Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final assessment = 40%.

BEOS321 PORT AND TERMINAL ECONOMICS

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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, 60%; Final examination, 40%.

**BEOS522 COMMERCIAL SHIPPING ECONOMICS**

Locations: Werribee, Footscray Park.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

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

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

**BEOS523 GLOBAL AVIATION ECONOMICS**

Locations: Werribee, Footscray Park.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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, 60%; Final examination, 40%.

**BEOS507 ECONOMIC IMPACTS OF EVENTS**

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Minor assignment, 30%; Major assignment, 50%; Class presentation, 20%.

**BEOS508 EVENT EVALUATION AND LEGACY**

Locations: City Flinders.

Prerequisites:

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.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to: Obtain an understanding of feasibility studies and their role in the event evaluation process Understand the basis for evaluating the economic impacts of events Understand the basis for evaluating the social impacts of events Obtain an understanding of the environmental impacts of events Understand the concepts behind the holistic evaluation of events and triple bottom line reporting Obtain an understanding of the legacy of events Use the economic evaluation tool Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination.

Class Contact: 3 hour seminar or equivalent.


Assessment: Research Assignment essay 20%; Research through academic sources the legacies of major events such as the Olympic games and Commonwealth games. Include the following: -Research on the concept of major event legacies -Whether legacies have part of the planning process of events -Discuss the different types of legacies economic, social, community, infrastructure -Focusing on a specific event critically discuss what legacies resulted from this event -Recommendations for future events Group assignment: The economic impact of events (this assessment would involve data collection, data entry, report writing (3000 words 40%). Presentation of results for an event client (10%). Individual assignment: A review of the methods to assess the social impacts of events focussing on the benefits and disadvantages of
each method (30%) OR Methods for improving the environmental impacts of an event (30%).

**BEOS500 PROBABILITY AND DATA ANALYSIS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

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

**BEOS501 SAMPLING AND INFERENCEAL STATISTICS**

**Locations:** City Flinders.

**Prerequisites:** BEOS500 Probability and Data Analysis.

**Description:** The aim of this unit of study is to introduce students to sampling and estimation issues and procedures. Topics to be covered include: sampling and sampling distributions; interval estimation; hypothesis testing; tests for normality; goodness of fit tests; tests of statistical independence; non-parametric statistics; statistical quality control and other sampling methods.

**Credit Points:** 12

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

**BEOS502 REGRESSION AND TIME SERIES MODELLING**

**Locations:** City Flinders.

**Prerequisites:** BEOS501 Sampling and Inferential Statistics.

**Description:** 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.

**Credit Points:** 12

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

**BEOS552 PUBLIC SECTOR ECONOMICS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

**Learning Outcomes:** 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.

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

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

**BEOS551 BUSINESS STATISTICS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Assignments, 40%; Final examination, 60%.
Credit Points: 12
Learning Outcomes: 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/assessable exercises, 40%; Final examination, 60%.

BEOS544 HUMAN RESOURCE ECONOMICS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12
Learning Outcomes: 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: Test, 40%; Class paper, 30%; Research paper, 30%.

BEOS551 ETHICS IN FINANCIAL MARKETS

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study aims to provide students with an understanding of the ethical issues relevant to financial markets, the growing need for the application of these principles, and the means to quantify and evaluate the benefits flowing from their application. Topics covered will include: The Ethics of 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.

Credit Points: 12
Learning Outcomes: 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, 20%; Case study presentation, 20%; Term paper, 20%; Final examination, 40%.

BEOS554 STATISTICAL DATA ANALYSIS FOR BUSINESS

Locations: City Flinders.

Prerequisites: Nil.


Credit Points: 12
Learning Outcomes: 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: 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%.

BEOS566 INTRODUCTORY ECONOMETRICS

Locations: City Flinders.

Prerequisites: BEOS554 - STATISTICAL DATA ANALYSIS FOR BUSINESS

Description: 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.

Credit Points: 12
Learning Outcomes: 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: Final examination, 50%; Assignments, 50%.

BEOS567 INTERNATIONAL ECONOMICS

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12
Learning Outcomes: On completion of this unit, students should be able to:
1. Understand the fundamental international economic concepts and theories.
2. Explain the bases for trade, commodity composition of trade and gains from trade.
3. Analyse the causes and consequences of international factor movements.
4. Explain the structure and changes in the balance of payments, foreign exchange markets, and exchange rates.
5. Examine the implications of various government policies for international trade, finance, and factor flows.

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

Required Reading: To be advised by lecturer.

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

BEOS601 ECONOMICS OF INTERNATIONAL TRADE

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Class tests and assignments, 40%; Final examination, 60%.

BEOS602 ADVANCED MANAGERIAL ECONOMICS

Locations: City Flinders.

Prerequisites: BEOS601 - ECONOMIC ANALYSIS

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 50%; Final examination, 50%.

BEOS603 ECONOMETRICS AND FORECASTING

Locations: City Flinders.

Prerequisites: BEOS554 - STATISTICAL DATA ANALYSIS FOR BUSINESS
BEOS566 - INTRODUCTORY ECONOMETRICS

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

Credit Points: 12

Learning Outcomes: 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, 50%; Final examination, 50%.

BEOS685 FINANCIAL INSTITUTIONS MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

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

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer

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

BEOS686 FINANCIAL DERIVATIVE MARKETS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12
Learning Outcomes: 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: Project and term paper presentation, 30%; Final examination, 40%; Class assignments, 30%.

BEQ587 PORTFOLIO MANAGEMENT AND PROTECTION
Locations: City Flinders, Other.
Prerequisites:
Description: This unit emphasises the practice of portfolio construction, management and protection. The unit blends theory and applications to provide a managerial perspective of the entire investment management process; from the setting of portfolio objectives to the measurement of the performance of the portfolio.
Credit Points: 12
Learning Outcomes: On successful completion of this unit students will be able to set appropriate portfolio objectives, the appropriate investment policy, understand the benefits of diversification (both domestic and international), and understand the implications of market efficiency with respect to capital markets. The use of security screening and other stock selection models will be understood by students completing the unit, as will the pricing and selection of bonds, and the role of real assets and alternative investments in the portfolio. Further, portfolio management and performance evaluation, fiduciary duties and responsibilities, as well as the ability to evaluate risks and methods of reducing risk in the financial portfolio will be understood by students.
Class Contact: Three-hour weekly seminar.
Assessment: Examination, 2-hour exam, 40%. Project, Portfolio design (LiWC), 30%. Project, Portfolio evaluation (LiWC), 30%.

BEQ588 STRATEGY FOR FINANCIAL INSTITUTIONS
Locations: City Flinders.
Prerequisites:
Description: This unit emphasises the development, practice, implementation and outcomes of superannuation fund strategy. The unit blends theory and practice to provide a managerial perspective of strategic management of superannuation funds.
Credit Points: 12
Learning Outcomes: On successful completion of this unit students will be able to set an appropriate strategy for a superannuation fund. Students will be able to develop, implement and review strategic outcomes, making changes as appropriate and reacting to both internal and external forces.
Class Contact: 3-hour weekly seminar, 12 weeks, total 36 hours; or burst mode (36 hours)
Assessment: Examination, 2-hour open book exam, 40%. Project, Strategic paper development (LiWC), 50%. Presentation, Presentation of strategy (LiWC), 10%.

BEQ6500 ECONOMICS FOR MANAGEMENT
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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: Examination, 50%; Continuous assessment, 50%.

BEQ6501 QUANTITATIVE ANALYSIS
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: On completion of this unit, students should be able to: Use probability concepts to make business decisions using uncertain information; Model economic relationships using regression analysis and perform appropriate tests of hypotheses; Use time-series models to forecast future outcomes; Use a range of optimising techniques including linear programming, network analysis, PERT and inventory analysis, Use appropriate state of the art computer software in these tasks; and Report the results of statistical and mathematical analysis in suitably formatted documents.
Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.
Required Reading: To be advised by lecturer
Assessment: Case studies and continuous assessment, 50%; Final examination, 50%.

BEQ6562 ECONOMICS OF PUBLIC ENTERPRISE
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Individual essay/project, 50%; final examination, 50%.

BEO6567 INTERNATIONAL BUSINESS ENVIRONMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Case studies, 50%; Final examination, 50%.

BEO6600 BUSINESS ECONOMICS

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study is a combination of Business Macroeconomics and Business Microeconomics.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised.

Assessment: Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.

BEO6601 ECONOMIC ANALYSIS

Locations: City Flinders.

Prerequisites: BEO6600 - BUSINESS ECONOMICS

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to apply and appreciate economic principles to understand and solve economic/business problems. In addition, students will increase their understanding of economics and learn a variety of techniques to solve decision problems.

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


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

BEO6617 BUSINESS RISK AND PLANNING

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.

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

BEO6618 RISK MODELS AND MANAGEMENT

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the lecturer.

Assessment: Final examination, 60%; Assignments, 40%.
BEO6704 TOURISM ECONOMICS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer

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

BEO7700 THESIS (FULL-TIME)

Locations: City Flinders.

Prerequisites: BEO7742 - BUSINESS RESEARCH METHODS

Description: 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.

Credit Points: 36

Learning Outcomes: 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 36 credit points.

Required Reading: To be advised by lecturer

Assessment: Thesis, 100%.

BEO7742 BUSINESS RESEARCH METHODS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Thesis, 100%.

BEO8000 DISSERTATION (Thesis) (DBA) (FULL-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 48

Learning Outcomes: 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 is 48 credit points per semester.

Required Reading: To be advised by lecturer.

Assessment: Dissertation thesis, 100%.

BEO8001 DISSERTATION (Thesis) (DBA) (PART-TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 24
Learning Outcomes: 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 8 X 24 credit points.
Required Reading:
Assessment: Dissertation thesis, 100%.

EO9800  RESEARCH THESIS (FULL TIME)
Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 48
Learning Outcomes: 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 is 48 credit points per semester.
Required Reading:
Assessment: Research thesis, 100%.

EO9801  RESEARCH THESIS (PART TIME)
Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 24
Learning Outcomes: 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 is 24 credit points per semester.
Required Reading:
Assessment: Research thesis, 100%.
FACULTY DELIVERED - BL

Below are details of courses offered by the Faculty Delivered - BL in 2011. 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
Course Code: BBBBB
Campus: Werribee, City Flinders.

Course Objectives: The aim of the course is to provide students with a basic grounding in the principles and practice relevant to business in today’s corporate world. It is anticipated that students will transfer into a prescribed business degree program thus deepening knowledge in particular areas and developing a specialist skill base.

Course Duration: 1 year

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 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.

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 unit to approval by the course coordinator.

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 Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
<td>ACCOUNTING FOR DECISION MAKING</td>
<td>12</td>
</tr>
<tr>
<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
<td>12</td>
</tr>
<tr>
<td>BEO1105</td>
<td>ECONOMIC PRINCIPLES</td>
<td>12</td>
</tr>
<tr>
<td>BEO1106</td>
<td>BUSINESS STATISTICS</td>
<td>12</td>
</tr>
<tr>
<td>BHO1171</td>
<td>INTRODUCTION TO MARKETING</td>
<td>12</td>
</tr>
<tr>
<td>BLO1105</td>
<td>BUSINESS LAW</td>
<td>12</td>
</tr>
<tr>
<td>BM01102</td>
<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
<td>12</td>
</tr>
</tbody>
</table>

plus seven Specialisation and seven Elective units of study approved by the Course Coordinator and taken from other Bachelor of Business courses offered by the University.

Professional Development Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFP1001</td>
<td>PROFESSIONAL DEVELOPMENT 1</td>
<td>12</td>
</tr>
<tr>
<td>BFP2001</td>
<td>PROFESSIONAL DEVELOPMENT 2</td>
<td>12</td>
</tr>
<tr>
<td>BFP3001</td>
<td>PROFESSIONAL DEVELOPMENT 3</td>
<td>12</td>
</tr>
</tbody>
</table>


GRADUATE CERTIFICATE IN BUSINESS (I)
Course Code: BITF
Campus: City Flinders.

Course Objectives: The course aims to provide a range of business and managerial skills that are applicable to various industry and professional environments.

Careers: The course will increase graduate employment opportunities within a range of business specialisations including Business Administration, Accounting, Finance, Financial Risk Management, International Trade, Hospitality Management, Tourism Management, Event Management, Marketing, Management, Industrial Relations, Human Resource Management, Workplace Dispute Resolution, Health Industry Management, Global Logistics and Transport, and Enterprise Resource Planning Systems. Graduates of this course are offered the opportunity to articulate into a range of postgraduate and masters programs within the Faculty.

Course Duration: 0.5 years

Admission Requirements: Completion of appropriate undergraduate studies; or, in the absence of such, appropriate work experience to demonstrate ability to undertake postgraduate studies.

Course Structure
Successful completion of any four approved postgraduate units of study in the Faculty of Business and Law.

The Graduate Certificate in Business consists of four approved postgraduate units of study.

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Below are unit details for courses offered by the Faculty Delivered - BL in 2011. IMPORTANT NOTICE: Not all elective units 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

**Locations:** Werribee, Footscray Park, Other.

**Prerequisites:**

**Description:** In this unit of study students will reflect on their full-time professional work experience of 5 months, and: 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 Graduate Capabilities; Reflect on the integration of their academic and workplace learning.

**Credit Points:** 12

**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.

**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.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Situation Analysis Report, 20%; Reflective E-journals, 40%; Self-Appraisal Report, 40%.

### BBB3002 CO-OPERATIVE EDUCATION 2

**Locations:** Werribee, Footscray Park.

**Prerequisites:**

**Description:** In this unit of study students will reflect on their full-time professional work experience of a further 5 months and continue to: 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.

**Credit Points:** 12

**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.

**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.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Reflective E-journal, 40%; Career Plan Report, 20%; Employment Related Report, 40%.

### BBB3100 BUSINESS INTEGRATED LEARNING

**Locations:** Werribee, Footscray Park, City Flinders.

**Prerequisites:**

**Description:** Students will reflect on one or more approved Learning in the Workplace activities totalling 150 industry contact hours as the basis for their studies in this unit. These activities may be either short-term workplace assignments, projects, internships or practicums, part-time or casual employment or voluntary work in a course-relevant industry sector. During their studies, students will: Explore their workplace context by examining a typical organisational structure and identifying their individual role/s as an active member within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the broad issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Critically evaluate their own technical and generic skills against those required by their host organisation/s; Gather evidence of their experiences and skills development for integration into a career portfolio; Reflect on the integration of their academic and workplace learning.

**Credit Points:** 12

**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.

**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.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake a minimum of 150 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Report, Situational Analysis Report, 20%; Journal, Reflective E-Journals, 40%; Report, Career Plan Report, 20%. Other, Self-Appraisal, 20%.

### BBB3200 PROFESSIONAL LEGAL PRACTICE

**Locations:** Footscray Park, City Flinders, City Queen.

**Prerequisites:** Nil.

**Description:** In this unit of study students will: explore their legal workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the field of law; develop an understanding of the key issues relating to the transition to the professional legal workplace, including workplace culture, professional etiquette and communications; critically evaluate their own technical and generic skills against those required by their 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.

**Credit Points:** 12

**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%.

BFP1001  PROFESSIONAL DEVELOPMENT 1

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites:

Description: 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.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to: appreciate the social, cultural, political, economic and 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 and analysis methods; explore entrepreneurial business issues and understand the problems of imperfect information.

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.

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

Assessment: Project, Business Environment Project, 30%. Presentation, Oral Presentation, 10%. Exercise, Problem Working Activities, 40%. Report, Self Appraisal Report, 20%.

BFP1100  PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites:

Description: Professional Development 1 will develop students’ skills in critical thinking, problem solving and collaborative working necessary for professional and academic learning through group and teamwork, interactive class-based activities, team-based projects and a case study approach to business issues.

Credit Points: 12

Learning Outcomes: On completion of the unit, students should be able to: Appreciate the social, cultural, political, economic and legal dimensions of the business environment; Identify aspects of social and cultural diversity; Identify personal skills, interests and motivations; Develop information and business literacy; Use a variety of information gathering and analysis methods; Contextualise information and problem definition; Define business problems within a problem solving framework; Apply problem-solving strategies to business issues; and, Understand the cognitive and dispositional dimension of critical thinking.

Class Contact: To be advised.


Assessment:


BFP2001  PROFESSIONAL DEVELOPMENT 2

Locations: Werribee, Footscray Park, City Flinders, Sunbury, Other.

Prerequisites:

Description: 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.

Credit Points: 12

Learning Outcomes: At the completion of this unit, students will be able to: assess opportunities in a changing business environment; identify the systems that support business decision making; communicate issues, arguments and decisions about a business problem; use knowledge structures and systems for strategic decision making; develop an awareness of their own individual strengths; develop procedures to ensure ethical business decision making; reflect on the differences between leadership and management; identify and assess the contributions they can make in professional relationships; develop strategies for managing competing values and create a project plan.

Class Contact: Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

Required Reading:


BFP3001  PROFESSIONAL DEVELOPMENT 3

Locations: Werribee, Footscray Park, City Flinders, Sunbury, Other.

Prerequisites: BFP2001 - PROFESSIONAL DEVELOPMENT 2

Description: This unit is the third and the last of the units in the professional development stream covering three broad areas of business knowledge, personal attributes and professional skills. In this capstone unit of study, students will demonstrate their understanding of the business environment and the knowledge and skills required for professional practice, via the implementation of a business project to demonstrate professional practice and leadership. Projects may be located in the workplace, the community or on-site and may be supported by Alumni and Business Mentors as Project Managers. Students will critically evaluate their personal and professional skills and how these can be used to support business and personal decision making. In a workplace setting students will be able to examine issues of problem identification, planning and problem solving strategies. Students will be able to reflect on the transition from academic to workplace environments and assess their
current and future career plans.

Credit Points: 12

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.

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.

Required Reading:

SCHOOL OF LAW

Below are details of courses offered by the School of Law in 2011. 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.

GRADUATE DIPLOMA IN NOTARIAL PRACTICE
Course Code: BGCN
Campus: City Queen.

This course is for Continuing students only

Course Objectives: The objective of the course is to provide students with a formal education in relevant legal units of study to enable them to qualify as Public Notaries. The course aims to provide an in-depth knowledge of the work of a notary including notarial acts, Bills of Exchange and other professional functions. It also aims to provide an overview of the world's legal systems that will assist Public Notaries preparing notarial acts for foreign jurisdictions in Europe and the Asia-Pacific region, especially those with culturally diverse populations maintaining connections with many homelands.

Careers: Legal profession.

Course Duration: 1 year

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
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.

ZCC5002 NOTARIAL PRACTICE - THEORY 24
ZCC5003 COMPARATIVE LAW 24
ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS 24
ZCC5004 NOTARIAL PRACTICE - PRACTICAL 24

GRADUATE DIPLOMA IN COMMERCIAL ARBITRATION (I)
Course Code: BGLC
Campus: City Queen.

Course Objectives: This course is designed for lawyers, professionals, executives and others with existing expertise in a broad range of professional, industrial and commercial activities who require a postgraduate qualification in managing and resolving commercial disputes.

Careers: Arbitration.

Course Duration: 1 year

Admission Requirements: To qualify for admission to the course an applicant must have successfully completed a relevant three year undergraduate degree together with relevant experience equivalent to an additional year of study, or four or more years undergraduate degree, or postgraduate qualification. Students who gain admission may be required to undertake additional and preliminary coursework as directed by the Course Co-ordinator. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language.

Course Structure
The course requires the successful completion of either eight coursework units of study or six coursework units of study and the dissertation.

BLB5555 COMMERCIAL CONTRACTS 12
BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION 12
BLB5557 COMMERCIAL ARBITRATION LAW 12
BLB5558 COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE 12
BLB5559 INTERNATIONAL COMMERCIAL ARBITRATION 12
BLB5560 JUDGEMENT, DECISION AND AWARD WRITING 12

Plus:
Two units of study approved by the Course Co-ordinator

BLB5520 DISSERTATION 24

Students who successfully complete four approved units of study are eligible to exit the course with the Graduate Certificate in Commercial Arbitration.

BACHELOR OF LAWS/BACHELOR OF ARTS (I)
Course Code: BLAA
Campus: Footscray Park, City Queen.

Course Objectives: The course will provide students with knowledge, skills and competences 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: 5 years

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.

Course Structure
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. Unit 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
The course will provide students with a broad ranging<br>knowledge of the law. To qualify for admission to the course, an applicant must<br>satisfy the entry requirements for Australian resident students or demonstrating<br>sufficient English language: International English Language Testing System - overall score of 6 and no<br>individual band score less than 6.0.

Admission Requirements:
- Applicants who have completed Year 12 or equivalent*.
- Year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to<br>students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees<br>who have a comparative dimension. To provide graduates with such other attributes<br>and competencies as would be expected of law graduate from an Australian Law<br>School and to satisfy the academic requirements for admission to legal practice in<br>Victoria.

Course Duration: 4 years

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

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

Course Structure
The course is offered over four years on a full-time basis. All undergraduate degree<br>units of study carry a value of 12 credit points. Each student must obtain 384 credit<br>points through academic study to graduate. Unit to Grade Point Average (GPA),
students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees<br>may receive their award with honours. In calculating a specified grade of honours,<br>the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit<br>= 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA,<br>those Bachelor of Laws units successfully completed by the student will be ranked in<br>order commencing with 8 point units and ending with 5 point units (if applicable). The<br>aggregate of points attributed to the first two thirds of units so listed shall then<br>be calculated and a grade point average determined (aggregated so calculated by the<br>number of units being the first two thirds of units in the list). Bachelor of Laws with<br>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<br>Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor
The course will provide students with a broad ranging program

To qualify for admission to the course, an applicant must

BLB4146  WILLS AND THE ADMINISTRATION OF ESTATES 12
BLB2123  TRADE PRACTICES LAW AND POLICY 12
BLB4146  WILLS AND THE ADMINISTRATION OF ESTATES 12

Compulsory Law Units of Study

BLB2122  ADVOCACY AND COMMUNICATION 12
BLB1113  AUSTRALIAN ADMINISTRATIVE LAW 12
BLB1101  AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12
BLB1118  CONSTITUTIONAL LAW 12
BLB1102  CONTRACTS 1 12
BLB1117  CONTRACTS 2 12
BLB2119  CORPORATIONS LAW 1 12
BLB2124  CORPORATIONS LAW 2 12
BLB3128  CRIMINAL LAW 12
BLB3127  DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
BLB4136  EQUITY AND TRUSTS 12
BLB4139  EVIDENCE 12
BLB2126  FEDERAL CONSTITUTIONAL LAW 12
BLB3130  INTERVIEWING AND NEGOTIATION SKILLS 12
BLB3131  LAWYERS AND LEGAL ETHICS 12
BLB1114  LEGAL RESEARCH METHODS 12
BLB2121  LEGAL THEORY 12
BLB2120  LEGAL WRITING AND DRAFTING 12
BLB2125  REAL PROPERTY LAW 12
BLB1115  Torts 12

Electives

Minimum of eight units of study from the following:

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

BACHELOR OF LAWS/BACHELOR OF BUSINESS (ACCOUNTING) (I)

Course Code: BLBA

Campus: Footscray Park, City Queen.

Course Objectives: The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in 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: 5 years

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 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. Unit 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. 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 unit approved by the course coordinator.

Compulsory Law Units of Study

BLB2122  ADVOCACY AND COMMUNICATION 12
BLB1113  AUSTRALIAN ADMINISTRATIVE LAW 12
BLB1101  AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12
BLB1118  CONSTITUTIONAL LAW 12
BLB1102  CONTRACTS 1 12
BLB1115  Torts 12

Electives

Four unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university.
BLB1117  CONTRACTS 2 12
BLB2119  CORPORATIONS LAW 1 12
BLB2124  CORPORATIONS LAW 2 12
BLB3128  CRIMINAL LAW 12
BLB3127  DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
BLB4136  EQUITY AND TRUSTS 12
BLB4139  EVIDENCE 12
BLB2126  FEDERAL CONSTITUTIONAL LAW 12
BLB3130  INTERVIEWING AND NEGOTIATION SKILLS 12
BLB1114  LEGAL RESEARCH METHODS 12
BLB2121  LEGAL THEORY 12
BLB2120  LEGAL WRITING AND DRAFTING 12
BLB2125  REAL PROPERTY LAW 12
BLB1115  TORTS 12

Elective Law Units of Study
Select four of the following:
BLB4144  EUROPEAN UNION LAW 12
BLB3136  FAMILY LAW IN SOCIETY 12
BLB4145  HUMAN RIGHTS LAW 12
BLB3129  INTELLECTUAL PROPERTY LAW 12
BLB4141  INTERNATIONAL TRADE LAW 12
BLB4140  PRIVACY AND MEDIA LAW 12
BBO3200  PROFESSIONAL LEGAL PRACTICE 12
BLB4143  PUBLIC INTERNATIONAL LAW 12
BLB3132  SECURITIES LAW 12
BLB3134  TAXATION LAW 12
BLB1125  Torts 2 12
BLB2123  TRADE PRACTICES LAW AND POLICY 12
BLB4146  WILLS AND THE ADMINISTRATION OF ESTATES 12
BLB4142  ADVANCED LEGAL RESEARCH DISSERTATION 12
BLB4137  ASIAN LEGAL SYSTEMS 12
BLB4135  AUSTRALIAN EMPLOYMENT LAW 12
BLB3133  COMPARATIVE COMMERCIAL LAW 12
BLB4138  CONFLICT OF LAWS 12
BLB3138  CRIMINAL LAW 2 12

Unspecified Law unit of study approved by the Head of School

Core Business Units of Study
BAO1101  ACCOUNTING FOR DECISION MAKING 12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
BEI1105  ECONOMIC PRINCIPLES 12
BEI1106  BUSINESS STATISTICS 12
BHO1171  INTRODUCTION TO MARKETING 12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

BLB1117  CONTRACTS 2 12
BLB2119  CORPORATIONS LAW 1 12
BLB2124  CORPORATIONS LAW 2 12
BLB3128  CRIMINAL LAW 12
BLB3127  DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
BLB4136  EQUITY AND TRUSTS 12
BLB4139  EVIDENCE 12
BLB2126  FEDERAL CONSTITUTIONAL LAW 12
BLB3130  INTERVIEWING AND NEGOTIATION SKILLS 12
BLB1114  LEGAL RESEARCH METHODS 12
BLB2121  LEGAL THEORY 12
BLB2120  LEGAL WRITING AND DRAFTING 12
BLB2125  REAL PROPERTY LAW 12
BLB1115  TORTS 12

Elective Law Units of Study
Select four of the following:
BLB4144  EUROPEAN UNION LAW 12
BLB3136  FAMILY LAW IN SOCIETY 12
BLB4145  HUMAN RIGHTS LAW 12
BLB3129  INTELLECTUAL PROPERTY LAW 12
BLB4141  INTERNATIONAL TRADE LAW 12
BLB4140  PRIVACY AND MEDIA LAW 12
BBO3200  PROFESSIONAL LEGAL PRACTICE 12
BLB4143  PUBLIC INTERNATIONAL LAW 12
BLB3132  SECURITIES LAW 12
BLB3134  TAXATION LAW 12
BLB1125  Torts 2 12
BLB2123  TRADE PRACTICES LAW AND POLICY 12
BLB4146  WILLS AND THE ADMINISTRATION OF ESTATES 12
BLB4142  ADVANCED LEGAL RESEARCH DISSERTATION 12
BLB4137  ASIAN LEGAL SYSTEMS 12
BLB4135  AUSTRALIAN EMPLOYMENT LAW 12
BLB3133  COMPARATIVE COMMERCIAL LAW 12
BLB4138  CONFLICT OF LAWS 12
BLB3138  CRIMINAL LAW 2 12

Unspecified Law unit of study approved by the Head of School

Core Business Units of Study
BAO1101  ACCOUNTING FOR DECISION MAKING 12
BCO1102  INFORMATION SYSTEMS FOR BUSINESS 12
BEI1105  ECONOMIC PRINCIPLES 12
BEI1106  BUSINESS STATISTICS 12
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR 12

BACHELOR OF LAWS/BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)
Course Code: BLBC

Campus: Footscray Park, City Queen.

This course is for Continuing students only

Course Objectives: The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and electronic commerce. The combined degree will equip graduates to obtain employment in law, business and government, in the E commerce sector, at the Bar and elsewhere.

Careers: The combined degree will equip graduates to obtain employment in law, business and government, in the E commerce sector, at the Bar and elsewhere.

Course Duration: 5 years

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 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. Unit 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.

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 unit 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>
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<tr>
<th>Code</th>
<th>Title</th>
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<td>BLB2122</td>
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<td>AUSTRALIAN ADMINISTRATIVE LAW</td>
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<td>BLB1101</td>
<td>AUSTRALIAN LEGAL SYSTEM IN CONTEXT</td>
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Elective Law Units of Study

Select four units of study:

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<th>Title</th>
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<td>BLB3136</td>
<td>FAMILY LAW IN SOCIETY</td>
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<td>BLB1125</td>
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BLB2123 | TRADE PRACTICES LAW AND POLICY             | 12    |
| BLB4146 | WILLS AND THE ADMINISTRATION OF ESTATES    | 12    |
| BLB4142 | ADVANCED LEGAL RESEARCH DISSERTATION       | 12    |
| BLB4137 | ASIAN LEGAL SYSTEMS                        | 12    |
| BLB4135 | AUSTRALIAN EMPLOYMENT LAW                  | 12    |
| BLB3133 | COMPARATIVE COMMERCIAL LAW                 | 12    |
| BLB4138 | CONFLICT OF LAWS                           | 12    |
| BLB3138 | CRIMINAL LAW 2                             | 12    |

Unspecified Law unit of study approved by the Head of School

Core Business Units of Study

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<td>BCO1102</td>
<td>INFORMATION SYSTEMS FOR BUSINESS</td>
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<td>BEO1105</td>
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<td>BUSINESS STATISTICS</td>
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<td>INTRODUCTION TO MARKETING</td>
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<td>MANAGEMENT AND ORGANISATION BEHAVIOUR</td>
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<td>BCO1147</td>
<td>INTRODUCTION TO PROGRAMMING CONCEPTS</td>
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<td>BCO2149</td>
<td>DATABASE SYSTEMS</td>
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<td>BCO2500</td>
<td>ELECTRONIC COMMERCE TECHNOLOGIES</td>
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<td>ELECTRONIC COMMERCE BUSINESS INTERFACES</td>
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<td>DEVELOPING ELECTRONIC COMMERCE SYSTEMS</td>
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<tr>
<td>BFP3001</td>
<td>PROFESSIONAL DEVELOPMENT 3</td>
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BACHELOR OF LAWS/BACHELOR OF BUSINESS (APPLIED ECONOMICS) (I)

Course Code: BLBE

Campus: Footscray Park, City Queen.

This course is for Continuing students only

Course Objectives: The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in law and applied economics. The combined degree will equip graduates to obtain employment in law, business and government, in the economics sector, at the Bar and elsewhere.

Course Duration: 5 years

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 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. Unit 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. 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 unit to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122 ADVOCACY AND COMMUNICATION 12
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12
BLB1118 CONSTITUTIONAL LAW 12
BLB1102 CONTRACTS 1 12
BLB1117 CONTRACTS 2 12
BLB2119 CORPORATIONS LAW 1 12
BLB2124 CORPORATIONS LAW 2 12
BLB3128 CRIMINAL LAW 12
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
BLB4136 EQUITY AND TRUSTS 12
BLB4139 EVIDENCE 12
BLB2126 FEDERAL CONSTITUTIONAL LAW 12
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12
BLB3131 LAWYERS AND LEGAL ETHICS 12
BLB1114 LEGAL RESEARCH METHODS 12
BLB2121 LEGAL THEORY 12
BLB2120 LEGAL WRITING AND DRAFTING 12
BLB2125 REAL PROPERTY LAW 12
BLB1115 Torts 12

Elective Law Units of Study

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

One unspecified Law unit of study approved by the Head of School Core Business Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12
BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
BE0105 ECONOMIC PRINCIPLES 12
BE0106 BUSINESS STATISTICS 12
BHO1171 INTRODUCTION TO MARKETING 12
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Applied Economics

BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS 12
BE02254 STATISTICS FOR BUSINESS AND MARKETING 12
BE02263 MACROECONOMIC ANALYSIS 12
BE02264 MICROECONOMIC ANALYSIS 12
BE02283 APPLIED REGRESSION ANALYSIS 12
BE02284 BUSINESS FORECASTING METHODS 12
BE03366 ECONOMIC POLICY AND RESEARCH 12

Professional Development Business Units of Study

BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12
Course Code: BLB

Campus: Footscray Park, City Flinders, City Queen.

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: 5 years

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 Made: 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 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. Unit 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. 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 unit to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122 ADVOCACY AND COMMUNICATION 12

BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12

BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12

BLB1118 CONSTITUTIONAL LAW 12

BLB1102 CONTRACTS 1 12

BLB1117 CONTRACTS 2 12

BLB2119 CORPORATIONS LAW 1 12

BLB2124 CORPORATIONS LAW 2 12

BLB3128 CRIMINAL LAW 12

BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12

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

Elective Law Units of Study

Select four of the following:

BLB4144 EUROPEAN UNION LAW 12

BLB3136 FAMILY LAW IN SOCIETY 12

BLB4145 HUMAN RIGHTS LAW 12

BLB3129 INTELLECTUAL PROPERTY LAW 12

BLB4141 INTERNATIONAL TRADE LAW 12

BLB4140 PRIVACY AND MEDIA LAW 12

BBB3200 PROFESSIONAL LEGAL PRACTICE 12

BLB4143 PUBLIC INTERNATIONAL LAW 12

BLB3132 SECURITIES LAW 12

BLB3134 TAXATION LAW 12

BLB1125 TORTS 2 12

BLB2123 TRADE PRACTICES LAW AND POLICY 12

BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES 12

BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12

BLB4137 ASIAN LEGAL SYSTEMS 12

BLB4135 AUSTRALIAN EMPLOYMENT LAW 12

BLB3133 COMPARATIVE COMMERCIAL LAW 12

BLB4138 CONFLICT OF LAWS 12

BLB3138 CRIMINAL LAW 2 12

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

Core Business Units of Study

BLB4136 EQUITY AND TRUSTS 12

BLB4139 EVIDENCE 12

BLB2126 FEDERAL CONSTITUTIONAL LAW 12

BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12

BLB3131 LAWYERS AND LEGAL ETHICS 12

BLB1114 LEGAL RESEARCH METHODS 12

BLB2121 LEGAL THEORY 12

BLB2120 LEGAL WRITING AND DRAFTING 12

BLB2125 REAL PROPERTY LAW 12

BLB1115 TORTS 12

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

Specialisation Units of Study - Banking and Finance

BLB4138 INVESTMENT AND PORTFOLIO MANAGEMENT 12

BAO1101 ACCOUNTING FOR DECISION MAKING 12

BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12

BEO1105 ECONOMIC PRINCIPLES 12

BEO1106 BUSINESS STATISTICS 12

BH0171 INTRODUCTION TO MARKETING 12

BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

BAO1107 ACCOUNTING INFORMATION SYSTEMS 12

BAO3402 INTERNATIONAL BANKING AND FINANCE 12

BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12
BA03404 CREDIT AND LENDING DECISIONS 12
BE03446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12
BE03447 COMMERCIAL BANKING AND FINANCE 12
BL03405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12
Professional Development Business Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1 12
BFP2001 PROFESSIONAL DEVELOPMENT 2 12
BFP3001 PROFESSIONAL DEVELOPMENT 3 12

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: Footscray Park, City Flinders, 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 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: 5 years
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.
Select four units of study:

BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12
BLB1118 CONSTITUTIONAL LAW 12
BLB1102 CONTRACTS 1 12
BLB1117 CONTRACTS 2 12
BLB2119 CORPORATIONS LAW 1 12
BLB2124 CORPORATIONS LAW 2 12
BLB3128 CRIMINAL LAW 12
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
BLB4136 EQUITY AND TRUSTS 12
BLB4139 EVIDENCE 12
BLB2126 FEDERAL CONSTITUTIONAL LAW 12
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS 12
BLB3131 LAWYERS AND LEGAL ETHICS 12
BLB1114 LEGAL RESEARCH METHODS 12
BLB2121 LEGAL THEORY 12
BLB2120 LEGAL WRITING AND DRAFTING 12
BLB2125 REAL PROPERTY LAW 12
BLB1115 TORTS 12

Elective Law Units of Study

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

double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are unit to approval by the course coordinator.
The course will provide students with a broad ranging program. To qualify for admission to the course, an applicant must have completed a course of study at Year 12 or equivalent*. Year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to academic performance in the full range of VCE studies undertaken. Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) expressed as an ATAR. Non-current Year 12 applicants: ENTER and/or academic record*. 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 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.

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 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 Structure

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. Unit 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. 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 unit to approval by the course coordinator.

Compulsory Law Units of Study

BLB1101  ADVOCACY AND COMMUNICATION
BLB1113  AUSTRALIAN ADMINISTRATIVE LAW
BLB1101  AUSTRALIAN LEGAL SYSTEM IN CONTEXT
BLB1118  CONSTITUTIONAL LAW
BLB1102  CONTRACTS 1
BLB1117  CONTRACTS 2
BLB2119  CORPORATIONS LAW 1
BLB2124  CORPORATIONS LAW 2
BLB3128  CRIMINAL LAW
BLB3127  DISPUTE RESOLUTION AND CIVIL PROCEDURE
BLB4136  EQUITY AND TRUSTS
BLB4139  EVIDENCE
BLB2126  FEDERAL CONSTITUTIONAL LAW
BLB3130  INTERVIEWING AND NEGOTIATION SKILLS
BLB3131  LAWYERS AND LEGAL ETHICS
BLB1114  LEGAL RESEARCH METHODS
BLB2121  LEGAL THEORY
BLB2120  LEGAL WRITING AND DRAFTING
BLB2125  REAL PROPERTY LAW
BLB1115  TORTS

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
BBB3200  PROFESSIONAL LEGAL PRACTICE
BLB4143  PUBLIC INTERNATIONAL LAW
BLB3132  SECURITIES LAW

Professional Development Business Units of Study

BFP1001  PROFESSIONAL DEVELOPMENT 1
BFP2001  PROFESSIONAL DEVELOPMENT 2
BFP3001  PROFESSIONAL DEVELOPMENT 3

Specialisation Units of Study - International Trade

BE01252  INTERNATIONAL BUSINESS CONTEXT
BE02254  STATISTICS FOR BUSINESS AND MARKETING
BE03378  INTERNATIONAL ECONOMICS AND FINANCE
BE03430  INTERNATIONAL ECONOMIC ANALYSIS
BE03432  STRATEGIC INTERNATIONAL TRADE OPERATIONS
BE03517  INTERNATIONAL TRADE PRACTICES
BHO3373  INTERNATIONAL MARKETING

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

Course Code: BLBK

FACULTY OF BUSINESS AND LAW
BLB3134  TAXATION LAW
BLB1125  TORTS 2
BLB2123  TRADE PRACTICES LAW AND POLICY
BLB4146  WILLS AND THE ADMINISTRATION OF ESTATES
BLB4142  ADVANCED LEGAL RESEARCH DISSERTATION
BLB4137  ASIAN LEGAL SYSTEMS
BLB4135  AUSTRALIAN EMPLOYMENT LAW
BLB3133  COMPARATIVE COMMERCIAL LAW
BLB4138  CONFLICT OF LAWS
BLB3138  CRIMINAL LAW 2

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
BE01105  ECONOMIC PRINCIPLES
BE01106  BUSINESS STATISTICS
BHO1171  INTRODUCTION TO MARKETING
BMO1102  MANAGEMENT AND ORGANISATION BEHAVIOUR

Specialisation Units of Study - Marketing

BE03201  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 Business Units of Study

BFP1001  PROFESSIONAL DEVELOPMENT 1
BFP2001  PROFESSIONAL DEVELOPMENT 2
BFP3001  PROFESSIONAL DEVELOPMENT 3

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BACHELOR OF LAWS/BACHELOR OF BUSINESS (MANAGEMENT) (I)
Course Code: BLBM

Campus: Footscray Park, City Queen.

Course Objectives: The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and management. The combined degree will equip graduates to obtain employment in law, business and government, in the management sector, at the Bar and elsewhere.

Course Duration: 5 years

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 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 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. Unit 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. 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 unit approval by the course coordinator.

Compulsory Law Units of Study

BLB2122  ADVOCACY AND COMMUNICATION
BLB1113  AUSTRALIAN ADMINISTRATIVE LAW
BLB1101  AUSTRALIAN LEGAL SYSTEM IN CONTEXT
BLB1118  CONSTITUTIONAL LAW
BLB1102  CONTRACTS 1
BLB1117  CONTRACTS 2
BLB2119  CORPORATIONS LAW 1
BLB2124  CORPORATIONS LAW 2
BLB3126  CRIMINAL LAW
BLB3127  DISPUTE RESOLUTION AND CIVIL PROCEDURE
BLB4136  EQUITY AND TRUSTS
BLB4139  EVIDENCE
BLB2126  FEDERAL CONSTITUTIONAL LAW
BLB3130  INTERVIEWING AND NEGOTIATION SKILLS
BLB3131  LAWYERS AND LEGAL ETHICS
BLB1114  LEGAL RESEARCH METHODS
BLB2121  LEGAL THEORY
BLB2120  LEGAL WRITING AND DRAFTING
BLB2125  REAL PROPERTY LAW
BLB1115  TORTS
The combined course will provide students with a broad ranging education across various disciplines. To qualify for admission to the course, an applicant must meet specific criteria. This course is offered over five years on a full-time basis, or part-time equivalent. All courses are offered on a continuum of study including English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

Course Structure:

Elective Law Units of Study
Select four units of study:

- BLB4144 EUROPEAN UNION LAW 12
- BLB3136 FAMILY LAW IN SOCIETY 12
- BLB4145 HUMAN RIGHTS LAW 12
- BLB3129 INTELLECTUAL PROPERTY LAW 12
- BLB4141 INTERNATIONAL TRADE LAW 12
- BLB4140 PRIVACY AND MEDIA LAW 12
- BBB3200 PROFESSIONAL LEGAL PRACTICE 12
- BLB4143 PUBLIC INTERNATIONAL LAW 12
- BLB3132 SECURITIES LAW 12
- BLB3134 TAXATION LAW 12
- BLB1125 Torts 12
- BLB2123 TRADE PRACTICES LAW AND POLICY 12
- BLB4146 WILL AND THE ADMINISTRATION OF ESTATES 12
- BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION 12
- BLB4137 ASIAN LEGAL SYSTEMS 12
- BLB4135 AUSTRALIAN EMPLOYMENT LAW 12
- BLB3133 COMPARATIVE COMMERCIAL LAW 12
- BLB4138 CONFLICT OF LAWS 12
- BLB3138 CRIMINAL LAW 12

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

Core Business Units of Study

- BAO1101 ACCOUNTING FOR DECISION MAKING 12
- BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12
- BEG1105 ECONOMIC PRINCIPLES 12
- BEG1106 BUSINESS STATISTICS 12
- BHO1117 INTRODUCTION TO MARKETING 12
- BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

Specialisation Units of Study - Management

- BMO3220 HUMAN RESOURCE MANAGEMENT 12
- BMO2181 OPERATIONS MANAGEMENT 12
- BMO3292 BUSINESS ETHICS 12
- BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION 12
- BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT 12
- BMO3422 STRATEGIC MANAGEMENT 12
- BMO4422 INNOVATION AND ENTREPRENEURSHIP 12

Professional Development Business Units of Study

- BFP1001 PROFESSIONAL DEVELOPMENT 1 12
- BFP2001 PROFESSIONAL DEVELOPMENT 2 12
- BFP3001 PROFESSIONAL DEVELOPMENT 3 12

BACHELOR OF LAWS/BACHELOR OF SCIENCE (I)

Course Code: BLBS

Campus: St Albans, Footscray Park, City Queen.

This course is for Continuing students only.

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: 5 years

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

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

Course Structure:

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. Unit 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.

Compulsory Law Units of Study

- BLB2122 ADVOCACY AND COMMUNICATION 12
- BLB1113 AUSTRALIAN ADMINISTRATIVE LAW 12
- BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT 12
- BLB1118 CONSTITUTIONAL LAW 12
- BLB1102 CONTRACTS 1 12
- BLB1117 CONTRACTS 2 12
- BLB2119 CORPORATIONS LAW 1 12
- BLB2124 CORPORATIONS LAW 2 12
- BLB3128 CRIMINAL LAW 12
- BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE 12
- BLB4136 EQUITY AND TRUSTS 12
The aim of the course is to develop highly skilled and employable effective managers in the legal professional and/or the tourism industry or any other chosen field.

Course Duration: 5 years

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 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. Unit 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. 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 unit 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>Subject</th>
<th>Duration</th>
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<td>CONSTITUTIONAL LAW</td>
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<td>BLB2126</td>
<td>FEDERAL CONSTITUTIONAL LAW</td>
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</tbody>
</table>

BACHELOR OF LAWS/BACHELOR OF BUSINESS (TOURISM MANAGEMENT)

Course Code: BLBT

Campus: Footscray Park, City Queen.

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
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:** 5 years

**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 completion of any VCE units of study is required with a minimum study score of at least 20 in English (any). Selection is based on a 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 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. Unit 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. 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 unit advantage to a specified GPA.

**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 - Tourism Management**

- **BHO1190** INTRODUCTION TO TOURISM
- **BHO1193** TOURISM PRODUCT DESIGN AND DELIVERY
- **BHO2255** TOURISM ENTERPRISE MANAGEMENT
- **BHO2256** TOURISM HOSPITALITY AND EVENTS MARKETING
- **BHO3498** CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM
- **BHO3499** MANAGING SUSTAINABLE DESTINATIONS
- **BHO3500** HOSPITALITY AND TOURISM INDUSTRY PROJECT

**Professional Development Business Units of Study**

- **BFP1001** PROFESSIONAL DEVELOPMENT 1
- **BFP2001** PROFESSIONAL DEVELOPMENT 2
- **BFP3001** PROFESSIONAL DEVELOPMENT 3

**Elective Law Units of Study**

Select four units of study:

- **BLB4144** EUROPEAN UNION LAW
- **BLB3316** 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
- **BLB3312** SECURITIES LAW
- **BLB3334** 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
- **BLB3333** COMPARATIVE COMMERCIAL LAW
- **BLB4138** CONFLICT OF LAWS
- **BLB3338** CRIMINAL LAW 2

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

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
- BLB3138  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
- BEO2403  INTRODUCTION TO MUSIC BUSINESS
- BEO3404  INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY
- BEO3408  MUSIC PUBLISHING AND RECORDING
- BHO2405  MUSIC MARKETING
- BLO2401  MUSIC INDUSTRY LAW
- BMO2402  MUSIC INDUSTRY MANAGEMENT
- BMO3405  LIVE PERFORMANCE MANAGEMENT
- BFP1001  PROFESSIONAL DEVELOPMENT 1
- BFP2001  PROFESSIONAL DEVELOPMENT 2
- BFP3001  PROFESSIONAL DEVELOPMENT 3

BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)
Course Code: BLEV

Campus: Footscray Park, City Queen.

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: 5 years

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 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. Unit 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. 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 unit to approval by the course coordinator.

### Compulsory Law Units of Study

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### Elective Law Units of Study

Select four units of study:

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<tr>
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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:** 3 years

**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

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. Unit 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.

Compulsory Law Units of Study

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Electives

Four units of study selected from the following:

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<th>Title</th>
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<tr>
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BACHELOR OF LAWS / BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT)

Course Code: BLHR

Campus: Footscray Park, City Queen.

Course Objectives: The course will allow students to combine areas of study that have significant synergies. The course will facilitate a deepening of graduates understanding of the importance and application of effective human resource management in legal practice and provide them with a range of skills that are sought after in both the private and public sectors.

Course Duration: 5 years

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 is offered over five years on a full-time basis or over ten years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Unit 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 so listed). 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.
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.

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 unit 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
BLB2122 ADVOCACY AND COMMUNICATION
BLB1113 AUSTRALIAN ADMINISTRATIVE LAW
BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT
BLB1118 CONSTITUTIONAL LAW
BLB1102 CONTRACTS 1
BLB1117 CONTRACTS 2
BLB2119 CORPORATIONS LAW 1
BLB2124 CORPORATIONS LAW 2
BLB3128 CRIMINAL LAW
BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE
BLB4136 EQUITY AND TRUSTS
BLB4139 EVIDENCE
BLB2126 FEDERAL CONSTITUTIONAL LAW
BLB3130 INTERVIEWING AND NEGOTIATION SKILLS
BLB3131 LAWYERS AND LEGAL ETHICS
BLB1114 LEGAL RESEARCH METHODS
BLB2121 LEGAL THEORY
BLB2120 LEGAL WRITING AND DRAFTING
BLB2125 REAL PROPERTY LAW
BLB1115 TORTS

Elective Law Units of Study
Select four units of study:
BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES
BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION
BLB4137 ASIAN LEGAL SYSTEMS
BLB4135 AUSTRALIAN EMPLOYMENT LAW
BLB3133 COMPARATIVE COMMERCIAL LAW
BLB4138 CONFLICT OF LAWS
BLB3138 CRIMINAL LAW 2

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

Core Business Units of Study
BLAO101 ACCOUNTING FOR DECISION MAKING
BCO1102 INFORMATION SYSTEMS FOR BUSINESS
BE01105 ECONOMIC PRINCIPLES
BE01106 BUSINESS STATISTICS
BHO1117 INTRODUCTION TO MARKETING
BM01102 MANAGEMENT AND ORGANISATION BEHAVIOUR

Specialisation Units of Study - Human Resource Management
BL02207 EMPLOYMENT LAW
BM03220 HUMAN RESOURCE MANAGEMENT
BM03323 EMPLOYEE RELATIONS MANAGEMENT
BM03324 CONSULTING AND COUNSELLING
BM03325 HUMAN RESOURCES MANAGEMENT EVALUATION
BM03420 HUMAN RESOURCE INFORMATION SYSTEMS
BM03476 TRAINING AND DEVELOPMENT

Professional Development Business Units of Study
BFP1001 PROFESSIONAL DEVELOPMENT 1
BFP2001 PROFESSIONAL DEVELOPMENT 2
BFP3001 PROFESSIONAL DEVELOPMENT 3

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: 3 years

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 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.

Compulsory Units of Study

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

MASTER OF COMPARATIVE COMMERCIAL LAW

Course Code: BMCL

Campus: City Flinders.

This course is for Continuing students only

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.

Careers: Law.

Course Duration: 1.5 years

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

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.

Introductory Core Units of Study

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Core Units of Study

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OR Option A: Electives - select four units of study

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<th>Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLB5508</td>
<td>MASTERS READING COURSE</td>
<td>12</td>
</tr>
<tr>
<td>BLB5509</td>
<td>INTRODUCTION TO LAW AND ECONOMICS</td>
<td>12</td>
</tr>
<tr>
<td>BLB5510</td>
<td>ADVANCED CORPORATE LAW</td>
<td>12</td>
</tr>
<tr>
<td>BLB5511</td>
<td>PLAIN ENGLISH AND COMMERCIAL DRAFTING</td>
<td>12</td>
</tr>
<tr>
<td>BLB5512</td>
<td>E-COMMERCE AND THE LAW</td>
<td>12</td>
</tr>
</tbody>
</table>

or other electives as approved by the Course Co-ordinator.

OR Option B: Dissertation and Electives

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLB5520</td>
<td>DISSERTATION</td>
<td>24</td>
</tr>
</tbody>
</table>

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.
FACULTY OF BUSINESS AND LAW

MASTER OF LAWS

Course Code: BMLA

Campus: City Queen.

This course is for Continuing students only

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.

Careers: Law.

Course Duration: 1 year

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

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.

Core Units of Study

BLB5500 COMPARATIVE LEGAL SYSTEMS 12
BLB5513 ADVANCED RESEARCH METHODS IN LAW 12

Electives

Select four elective units and BLB5520 Dissertation or six elective units:

BLB5501 LEGAL RESEARCH AND WRITING 12
BLB5502 ASIAN BUSINESS LAW 12
BLB5503 INTERNATIONAL TRADE LAW 12
BLB5505 IMMIGRATION LAW AND PRACTICE 12
BLB5506 TELECOMMUNICATIONS LAW AND POLICY 12
BLB5507 INTERNATIONAL COMMERCIAL LAW 12
BLB5508 MASTERS READING COURSE 12
BLB5509 INTRODUCTION TO LAW AND ECONOMICS 12
BLB5510 ADVANCED CORPORATE LAW 12
BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING 12
BLB5512 E-COMMERCE AND THE LAW 12
BLB5520 DISSERTATION 24
BLB5530 COMPARATIVE CORPORATE LAW 12

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

Course Code: BPJD

Campus: City Flinders, City Queen.

This course is for Continuing students only

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: 3 years

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

The course may be offered on a full time basis over three years or part time equivalent. However students may reduce this period of study by obtaining credits for units of study within the coursework component of the Doctor of Juridical Science (SJD). All units of study carry a value of 12 credit points with the exception of the dissertation, which carries a total value of 192 credit points. Students must complete 288 credit points through academic study in order to graduate.

Core Units of Study

BLB5513 ADVANCED RESEARCH METHODS IN LAW 12
BLB5502 ASIAN BUSINESS LAW 12
BLB5503 INTERNATIONAL TRADE LAW 12
BLB5530 COMPARATIVE CORPORATE LAW 12
BLB5500 COMPARATIVE LEGAL SYSTEMS 12
BLB5505 IMMIGRATION LAW AND PRACTICE 12
BLB5506 TELECOMMUNICATIONS LAW AND POLICY 12
BLB5507 INTERNATIONAL COMMERCIAL LAW 12

And Dissertation (total of 192 credit points) either full or part time.

BLB5522 DISSERTATION (FULL-TIME) 48
Table 1: School of Law Courses and Admission Requirements

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Course Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLB5523</td>
<td>DISSERTATION (PART-TIME)</td>
<td>The Co-ordinator from time to time may substitute one of the following for any core unit:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BLB5508: MASTERS READING COURSE</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BLB5509: INTRODUCTION TO LAW AND ECONOMICS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BLB5510: ADVANCED CORPORATE LAW</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BLB5511: PLAIN ENGLISH AND COMMERCIAL DRAFTING</td>
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<tr>
<td></td>
<td></td>
<td>BLB5512: E-COMMERCE AND THE LAW</td>
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</tbody>
</table>

**DOCTOR OF PHILOSOPHY (LAW) (I)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Description</th>
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</thead>
<tbody>
<tr>
<td>BPLL</td>
<td></td>
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<tr>
<td>Campus:</td>
<td>City Flinders.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Objectives:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Duration:</td>
<td>4 years</td>
</tr>
</tbody>
</table>

**Admission Requirements:** Applicants should normally complete either a Masters degree or a four-year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

<table>
<thead>
<tr>
<th>Course Structure</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>The course:</td>
<td>comprises a research thesis.</td>
</tr>
<tr>
<td>BLO8002</td>
<td>PHD RESEARCH (FULL TIME) 48</td>
</tr>
<tr>
<td>OR</td>
<td></td>
</tr>
<tr>
<td>BLO8003</td>
<td>PHD RESEARCH (PART TIME) 24</td>
</tr>
</tbody>
</table>

**DOCTOR OF PHILOSOPHY**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Description</th>
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</thead>
<tbody>
<tr>
<td>BPPL</td>
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<tr>
<td>Campus:</td>
<td>City Flinders.</td>
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</table>

<table>
<thead>
<tr>
<th>Course Objectives:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Duration:</td>
<td>3 years</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Structure</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>The course:</td>
<td>normally requires three years of full-time study or part-time equivalent.</td>
</tr>
<tr>
<td>BLO8002</td>
<td>PHD RESEARCH (FULL TIME) 48</td>
</tr>
<tr>
<td>OR</td>
<td></td>
</tr>
<tr>
<td>BLO8003</td>
<td>PHD RESEARCH (PART TIME) 24</td>
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</tbody>
</table>

**GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Description</th>
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<tbody>
<tr>
<td>BTAL</td>
<td></td>
</tr>
<tr>
<td>Campus:</td>
<td>City Queen, Other, Flexible delivery mode.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Objectives:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Duration:</td>
<td>0.5 years</td>
</tr>
</tbody>
</table>

**Admission Requirements:** To qualify for admission to the course, applicants will normally hold an Australian Bachelor’s degree or equivalent. Alternatively, applicants who can demonstrate the capacity to study successfully at a postgraduate level will be admitted to the program. Such admissions will be at the discretion of the Selection Officer at the Victoria University School of Law. Students must also meet Victoria University’s admission application requirements.

<table>
<thead>
<tr>
<th>Course Structure</th>
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</thead>
<tbody>
<tr>
<td>The course:</td>
<td>is offered on a full-time basis over one semester and part-time basis over two semesters.</td>
</tr>
<tr>
<td>BLO5602</td>
<td>ADVANCED AUSTRALIAN IMMIGRATION LAW 12</td>
</tr>
<tr>
<td>BLO5603</td>
<td>ADMINISTRATIVE LAW AND PRACTICE 12</td>
</tr>
<tr>
<td>BLO5604</td>
<td>REFUGEE LAW AND PRACTICE 12</td>
</tr>
<tr>
<td>BLO5605</td>
<td>AUSTRALIAN IMMIGRATION LAW 12</td>
</tr>
</tbody>
</table>
## FACULTY OF BUSINESS AND LAW

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
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<tbody>
<tr>
<td>BLO5606</td>
<td>AUSTRALIA'S VISA SYSTEM</td>
<td>12</td>
</tr>
<tr>
<td>BLO5607</td>
<td>VISA COMPLIANCE, CANCELLATION AND REVIEW</td>
<td>12</td>
</tr>
<tr>
<td>BLO5608</td>
<td>APPLIED MIGRATION LAW AND PRACTICE</td>
<td>12</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).
UNITS

Below are unit details for courses offered by the School of Law in 2011.

IMPORTANT NOTICE: Not all elective units 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.

BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT

Locations: Footscray Park, City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On completion of this unit students should be able to: critically analyse scenarios of ICT use and clearly identify the issues, consequences and alternative views; apply ethical principles to case situations of ICT use; understand the role of IT professionals and their interactions with users of information and the wider community; understand, debate and practice the requirements and skills for responsible and ethical membership of the Information Technology profession; understand the issues and requirements of ethical compliance as an information professional; understand the legal and legislative requirements for IT professionals and practice; understand the role played by IT and IT professionals in achieving business goals in contemporary organisations; understand the organisational dynamics and role of an information professional within the business environment; prepare, present and evaluate a business plan; and demonstrate professional skills in business processes such as negotiation.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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), 50%; Final examination, 50%.

BLB1102 CONTRACTS 1

Locations: Footscray Park, City Flinders, City Queen.

Prerequisites: Nil.

Description: 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; the elements of a valid legal contract, formalities associated with contract formation; legal capacity to contract; and factors which may vitiate a contract.

Credit Points: 12

Learning Outcomes: The objective of this unit is to enable students to develop their own understanding of a range of contract law issues through close reading of cases and scholarly materials and participation in class discussion. It is expected that on successful completion of the unit, students will be able to: extract and evaluate the principles and rules from the primary and secondary law sources (cases, statutes); evaluate the arguments and analysis from the secondary law sources (textbooks, articles and other writings about contract law); identify, analyse and challenge the bases of contract law decisions; describe, interpret and apply principles of contract law to particular fact situations and develop creative arguments of the ways in which contract principles could be applied to novel fact situations; evaluate particular principles of contract law; and analyse particular contract problems from a range of theoretical perspectives.

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


Assessment: Assignment (3000 words), 40%; Final examination, 60%.

BLB1103 LAW IN PRACTICE 1

Locations: City Queen.

Prerequisites: BLB1114 - LEGAL RESEARCH METHODS

BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

Description: Law in Practice 1 introduces students to the responsibilities of professional practice. This includes ethical duties, modes of professional presentation and development of legal literacies. In its practice orientation, this unit concentrates on fundamental self management skills, including workload planning and time management. As an integral VLS learning in the workplace and community offering, this unit synthesise curriculum based real world legal industry work and LLB study concepts. The particular contextual focus is courts and community based legal practice. Law in Practice 1 develops capabilities through reflective practice, both in small groups and through individual study in applied contexts.

Credit Points: 12

Learning Outcomes: On successful completion of this unit students should: Begin to understand ethical professionalism and the role of reflective learning as a tool of professional development; Develop time management strategies and demonstrate individual student ability to plan their own activities; Develop professional presentation skills and ability for expression in the language and conventions of professional discourse; Understand collaborative skills and strategies; Appreciate ethical duties including confidentiality, conflicts of interest, pro bono legal work, and practitioner social responsibilities such as recognition of economic disparity and appreciation of the importance of difference.

Class Contact: Four hours per week learning in the workplace and community, specifically in the contexts of courts and community based areas of the legal industry.


Assessment: Journal, Reflective Report, 40%. Case Study, Case Study, 60%.

BLB1113 AUSTRALIAN ADMINISTRATIVE LAW

Locations: Footscray Park, City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.
The aim of the unit is to introduce students to the central concepts, values, debates, institutions, legal discourse and scholarship without which it is impossible to understand the purposes of constitutions in general, and Australia’s in particular. Students are also encouraged to relate in an informed way to current legal, political and constitutional events, particularly in Australia.

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

Required Reading: Blackshield, T. and Williams, G. , Australian Constitutional Law

Learning Outcomes: The aim of the unit is to introduce students to the central concepts, values, debates, institutions, legal discourse and scholarship without which it is impossible to understand the purposes of constitutions in general, and Australia’s in particular. Students are also encouraged to relate in an informed way to current legal, political and constitutional events, particularly in Australia.

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

Required Reading: Blackshield, T. and Williams, G. , Australian Constitutional Law

Assessment: Research Assignment, 40%. Final Examination, 60%.

**BLB125 TORTS 2**

Locations: Footscray Park, City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: At the conclusion of this unit students should be able to describe the rationale for the development of the law of torts. They should be able to demonstrate an appreciation as to whether the law adequately serves its stated aims. Students should demonstrate an appreciation of developments in modern society that are likely to lead to changes in the law of torts. Both the substantive and procedural aspects of tort law should be considered.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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**

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: Upon successful completion of this unit, students will be able to: demonstrate an understanding of the essential features of Corporations Law; demonstrate an awareness of reform proposals and policy issues associated with Corporations Law; acquire and demonstrate through the completion of set assigned tasks the skills of legal analysis and application of the law to problem scenarios; and acquire and demonstrate through the completion of set assigned tasks an ability to critically analyse existing law and reform proposal from a legal and policy perspective.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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**

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: Upon successful completion of this unit, students will: be able to use plain English in modern legal communication; understand the different approaches to legal writing in law firms and other regulatory contexts such as the public sector and policy writing; provide students with practical legal skills that will assist them as a legal professional; (needs to be more specific about what these skills are); specifically develop legal writing and drafting skills such as structure, organisation and clarity, in independent writing and group collaboration contexts; and develop general communication skills with people from a variety of different social and cultural backgrounds (hits the CGA requirements).

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


Assessment: Practical exercises, 40%; Group exercise, 30%; Assignment, 30%.

**BLB2121 LEGAL THEORY**

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: After satisfactorily completing this unit, students will have: a fundamental understanding of leading legal theories; an appreciation of the law’s connection with other disciplines; a recognition of the relevance of conceptualisation, epistemology, morality, ethics and ideology to the law and its justification and critique; a greater appreciation of the theoretical underpinnings of law already studied; applied legal theory to an ethical and/or public policy dilemma, while drawing on primary legal materials; developed their argumentative, research and writing skills; critically reflected on their own theoretical and normative stance towards the law.

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

Assessment: Tutorial participation and tutorial exercise, 20%; Research Essay (3000 words), 30%; Final Examination (3 hours), 50%.

**BLB2122 ADVOCACY AND COMMUNICATION**

**Locations:** City Flinders, City Queen.

**Prerequisites:** Nil

**Description:** The aim of this unit of study is to develop an understanding of the practical aspects of legal work as a member of the legal profession. An introductory examination of the practical aspects of court presentations and contextualisation of the advocacy skills in the presentation of cases; including opening and closing cases, examination in chief, re-examination and cross examinations. An exploration of the basics of interviewing, drafting, briefing, negotiating and risk management techniques.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Perry, Max, 1996, Hampel on Advocacy, Lea Cussen Institute, Melbourne.

**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**

**Locations:** City Flinders, City Queen.

**Prerequisites:** Nil

**Description:** The unit of study will examine aspects of competition law with emphasis on the Trade Practices Act. Issues examined will include price-fixing, boycotts, misuse of market power, anti-competitive exclusive dealing, resale price maintenance and anti-competitive mergers. In addition, the unit of study will examine the new Access and Telecommunication Regimes set out in the Trade Practices Act and conclude with a consideration of the various penalties and remedies under the Act.

**Credit Points:** 12

**Learning Outcomes:** 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:** Major assignment, 40%; Final examination, 60%.

**BLB2124 CORPORATIONS LAW 2**

**Locations:** City Flinders, City Queen.

**Prerequisites:** BLB2119 - CORPORATIONS LAW 1

**Description:** 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 statements and practice notes governing this area. This unit of study will provide students with an in depth knowledge of Corporations Law rules regarding takeovers and corporate reorganisation in Australia.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Little, P., 1997, Law of Company Takeovers, LBC Information Services, Sydney, Australia.

**Assessment:** Assignment, 40%; Examination, 60%.

**FACULTY OF BUSINESS AND LAW**

**BLB2125 REAL PROPERTY LAW**

**Locations:** City Flinders, City Queen.

**Prerequisites:** Nil

**Description:** The concept and characteristics of property rights: their creation, ownership, acquisition and disposal. Consideration and analysis of the historical development and content of interests in real property from general law, native title, tenure estates, possessory interests, easements and restrictive covenants to the Torrens title registration system. The creation of equitable proprietary rights and leasehold interests. Consideration of priority issues and security interests in land.

**Credit Points:** 12

**Learning Outcomes:** 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 paper, 40%; Final examination, 60%.

**BLB2126 FEDERAL CONSTITUTIONAL LAW**

**Locations:** City Flinders, City Queen.

**Prerequisites:** Nil

**Description:** The unit of study will examine key concepts in Australia constitutional law including techniques and principles of constitutional interpretation. Principal Commonwealth and State legislative powers. Examination of the extent of the major powers granted to the Commonwealth. Limitations on governmental power including express and implied constitutional guarantees of rights and freedoms. Concept of separation of powers.

**Credit Points:** 12

**Learning Outcomes:** 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, 40%; Examination, 60%.

BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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 their part in facilitating a speedy, just, and accurate resolution of disputes; jurisdiction; delay and costs; conflict of laws; and appeals.

Credit Points: 12

Learning Outcomes: 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: Assignment, 50%; Simulation exercise, 50%.

BLB3128 CRIMINAL LAW

Locations: City Queen.

Prerequisites: Nil

Description: This unit of study shall provide an introductory examination of the form and content of criminal law and some of the key procedural and evidentiary aspects of criminal trials. It will also include an exploration of the various competing theories as to the bases of criminal behaviour. Finally, the unit of study will examine key issues in respect to sentencing policy in criminal cases.

Credit Points: 12

Learning Outcomes: The main objective of this unit is to understand the general principles of criminal liability. These are found in the cases which interpret the various statutory and common law offences. As a rule of thumb, the leading cases are invariably referred to in the textbooks and case-books. The unit is primarily concerned with criminal law (ie substantive rules of law defining various crimes which form part of the law of Australia).

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


Assessment: Assignment, 25%; Oral presentation/Moot court, 25%; Final examination, 50%.

BLB3129 INTELLECTUAL PROPERTY LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: The following areas will be examined: copyright and neighbouring rights (including performers’ rights and databases); registered designs and the protection of industrial designs; trade secrets and confidential information; patents; and trademarks, including the law of passing off. Competition and trade practices law will also be considered.

Credit Points: 12

Learning Outcomes: 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: Assignment, 40%; Final examination, 60%.

BLB3130 INTERVIEWING AND NEGOTIATION SKILLS

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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 case studies, concentrating on the dynamics of the negotiation process, the variety of strategies available, and the appropriate framing of negotiations.

Credit Points: 12

Learning Outcomes: 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: Negotiation Assignment, 30%; Interviewing Assignment, 30%; Tutorial Presentations, 40%.

BLB3131 LAWYERS AND LEGAL ETHICS

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: This unit of study shall commence with an examination of the origins and the development of the legal profession within the Australian context and the professional divisions within the legal profession. This will be followed by an examination of the general ethical responsibilities of the lawyer; the duties owed by the legal professional to the law, the court and the client; the various types legal services provided by the profession; the role of non-lawyers within the system; the role of the judge; and finally, an examination of the future of the legal profession, including an examination of the ethical implications of the possible future acceptance of MDP’s. This unit fulfils the COLE requirements for professional conduct including basic trust accounting.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Ross, Y. and MacFarlane, P., most recent edition, Lawyers’ Responsibility and Accountability: Case, Problems and Commentary, Butterworths, Sydney, Australia.

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

BLB3132  SECURITIES LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Assignment 1, 50%; Assignment 2, 50%.

BLB3133  COMPARATIVE COMMERCIAL LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Assignment, 40%; Final examination, 60%.

BLB3134  TAXATION LAW

Locations: City Flinders, City Queen.

Prerequisites: BLB1114 - LEGAL RESEARCH METHODS
BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

Description: We are surrounded by pervasive systems of regulation, from formal
statutory frameworks through to informal modes of governance, contractually-based systems, self regulation and rules-based communities and environments. This unit explores the nature of regulation through practical, problem based learning scenarios that simulate real regulatory environments and strategies. The legal power of regulatory systems in the shaping social structures is explored through the role of the ethical professional in evaluating and reforming regulatory systems.

Credit Points: 12

Learning Outcomes: On successful completion of this unit students should be able to:
- Understand the law reform process and the institutions of law reform such as commissions of inquiry.
- Research the operation of law in the context of society.
- Engage with the policy and political context of law reform.
- Appreciate ethical review of legal issues and understanding of role of accountability in the governance of the public sector.
- Demonstrate an ability to work in teams and to consult with key stakeholders and community groups.

Class Contact: To be advised.

Required Reading: The Promise of Law Reform Opeskin B and Weisbrot D 2005 Federation Press: Sydney

Assessment: Report, Reflective learning report (1000 words + footnotes & bibliography), 30%; Project, Project report (3500 words + footnotes & bibliography), 70%.

BLB4135 AUSTRALIAN EMPLOYMENT LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: This unit of study will introduce students to core concepts in employment law. Common Law tests for employment relationship. Modification of common law relationship by legislative provisions. Setting of terms and conditions of employment both at common law and pursuant to statute. Consideration of the powers of the States, in particular Victoria, and the Commonwealth with particular emphasis on s51 of the Commonwealth Constitution. Consideration of industrial action rights and modification of these by statute. Limitations on the right to hire and fire. Discrimination and equal opportunity in the workplace.

Credit Points: 12

Learning Outcomes: 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: Assignment, 25%; Practical exercise, 25%; Final examination, 50%.

BLB4136 EQUITY AND TRUSTS

Locations: City Flinders, City Queen.

Prerequisites: BLB2125 - REAL PROPERTY LAW

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.
BLB4137  ASIAN LEGAL SYSTEMS

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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 paper 1, 50%; Research paper 2, 50%.

BLB4138  CONFLICT OF LAWS

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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).

Credit Points: 12

Learning Outcomes: 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: Assignment (2,500 words), 40%; Final examination, 60%.

BLB4139  EVIDENCE

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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 (e.g. hearsay, privilege and immunity); (vi) inclusionary rules (e.g. res gestai); exceptions to both these rules; and the development of students’ skills in presenting both oral and written argument.

Credit Points: 12

Learning Outcomes: 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 exercise, 25%; Moot court, 25%; Final examination, 50%.

BLB4140 PRIVACY AND MEDIA LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: The aim of this unit of study is to provide students with an overview of the laws that affect broadcasting and print media in Australia. Principle topics in privacy law will include clarification of concepts; the legal profile of privacy; territorial privacy or intrusion; information privacy; the Privacy Act 1988 (Cth) and its sectoral applications; databases and identifiers; comparison between Australian and overseas regimes; industry codes and regulation; common law actions indirectly protecting privacy interests; and current issues. Topics in media law will include freedom of speech in Australia and elsewhere; civil defamation law; court reporting; contempt of court; reporting political events; contempt of Parliament; the Press Council; illegal publications.

Credit Points: 12

Learning Outcomes: On successful conclusion of this unit, students will be able to: Critically analyse media law issues within their social context; Discuss the effects of technology, globalisation and convergent media on regulatory systems; Identify legal issues and describe legal remedies and procedures in media law; Develop policy around technology and innovation and plan for change; Write a professional report on an area of media law; Understand the impact of new and convergent media technologies on communications practices; Work well in teams in a problem-based learning environment and develop work plans as a collective; Work as a reflective and ethical media law practitioner; and Identify the interests of key stakeholders within a media issue, including regulators, media owners, professionals, industry bodies, individual citizens, specialised interest groups and the community’.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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), 40%; Final examination, 60%.

BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION

Locations: City Flinders, City Queen.

Prerequisites: BLB1114 - LEGAL RESEARCH METHODS

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised.

Assessment: Research assignment (5,000 - 8,000 words), 100%.

BLB4143 PUBLIC INTERNATIONAL LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: This unit of study provides an overview of the principles and basic legal rules of the international system. It covers key issues in public international law including: the basis of international legal obligation and history of the discipline; the nature and status of international law in relation to national and constitutional law; the application of international law in the Australian legal order; the sources of international law; the units of study of international law, including states, international organisations, non-state actors and individuals; recognition, sovereignty and equality of states; state jurisdiction; compliance with international law; state responsibility; the law of treaties; the use of force by states; the settlement of disputes; the United Nations, human rights and peacekeeping; the law of the sea; the international regulation of Economic activity; the international protection of the environment; the international regulation of criminal activity; the future of public international law.

Credit Points: 12
Learning Outcomes: On successful conclusion of this unit, students will be able to: Critically analyse Public International Law issues and challenges within their political and social context; identify and understand the implications of international law for Australian domestic law and practice, as well as its relevance in international affairs; Work effectively and collaboratively in tutorial groups; Prepare and submit a high-quality Research Assignment in compliance with the Assessment’ component of this unit outline; Work productively and communicate well in a group learning environment; Work independently and originally to communicate analysis of Public International Law questions, including preparation, presentation, and writing of the Research Assignment; and Work within diverse social and cultural groups to address questions in Public International Law.

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

Required Reading:
Assessment: Assignment (3000 words), 40%; Final Examination (3 hour), 60%.

BLB4144 EUROPEAN UNION LAW

Locations: City Flinders, City Queen.
Prerequisites: Nil.
Description: This unit of study primarily examines EU law and integration in their political, social and economic contexts. It covers a range of topics and issues including: European integration and the EU legal order: foundations, defining events, constitution; the sources of EU law, legislative acts, general principles of law and international agreements; the relationship between EU law and national law: direct effect and supremacy over conflicting national law; judicial remedies; ECJ: reasoning and techniques; enforcement of EU law; EU trade law and policy: the free movement of goods, workers and services and freedom of establishment; competition law and policy; anti-discrimination law; and future directions.
Credit Points: 12

Learning Outcomes: On successful completion of this unit, 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 Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops 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%.

BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES

Locations: City Flinders, City Queen.
Prerequisites: Nil.
Description: 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.
Credit Points: 12

Learning Outcomes: On completion of this unit, students should be able to explain the legal requirements for the making of a valid Will, the principles involved in the construction of a Will and various clauses within Wills, together with the principles and procedure of probate and the administration of estates generally.

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.

Required Reading: Succession: Families, Property and Death R Croucher, P Vines 2009 LexisNexis Butterworths
Assessment: Assignment, 3,000 words, 40%. Examination, 3 hours, 60%.

BLB5500 COMPARATIVE LEGAL SYSTEMS

Locations: City Flinders, City Queen.
Prerequisites: Nil.
Description: 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.
Credit Points: 12
Learning Outcomes: 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: Research paper, 50%; Examination, 50%.

BLBS501 LEGAL RESEARCH AND WRITING

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to: locate and interpret legislation and case law as well as secondary legal materials; critically evaluate the social, political and cultural situations which have shaped the creation, and affect the use, of law; locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.

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


Assessment: Research assignment, 40%; Examination, 60%.

BLBS502 ASIAN BUSINESS LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Two research papers and class presentations of draft papers, 100%.

BLBS503 INTERNATIONAL TRADE LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: This unit aims to provide students with: An understanding of international economic relations; Treaty interpretation skills; Critical legal analysis skills; An understanding of the WTO and WTO jurisprudence; And an understanding of contemporary public international law issues relating to the WTO.

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


Assessment: Assignment, 30%; Examination, 70%.

BLBS505 IMMIGRATION LAW AND PRACTICE

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: This unit of study will introduce students to the sources of immigration law. It will introduce the structure of Australian visas and the Australian citizenship. It will focus on the migration applications. The migration agent registration scheme is also included. The administrative and judicial review of the decisions on immigration applications are also key parts of this unit of study.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised.

Assessment: Assignment, 25%; Examination, 75%.

BLBS506 TELECOMMUNICATIONS LAW AND POLICY

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12
FACULTY OF BUSINESS AND LAW

Learning Outcomes: 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, 40%; Examination, 60%.

BLBS507 INTERNATIONAL COMMERCIAL LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 40%; Examination, 60%.

BLBS508 MASTERS READING COURSE

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised.

Assessment: Major research assignment, 70%; Contribution to weekly class discussions and debates, 30%.

BLBS509 INTRODUCTION TO LAW AND ECONOMICS

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Research paper, 50%; Examination, 50%.

BLBS510 ADVANCED CORPORATE LAW

Locations: City Flinders, City Queen.

Prerequisites: BLBS530 - COMPARATIVE CORPORATE LAW

Description: 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.

Credit Points: 12

Learning Outcomes: 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%.

BLBS511 PLAIN ENGLISH AND COMMERCIAL DRAFTING

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: The unit of study covers the principles of good legal writing. A critical appreciation of traditional legal English and its impact on comprehensibility. The consumer driven movement towards comprehensible documents. The formation of plain English guidelines. The critics of plan English. The application of plain language guidelines worldwide and the empirical evidence supporting them.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: A Manual of Readings and Exercises to be provided.

Assessment: Assignment, 50%; Individual exercises, 25%; Group exercises, 25%.
BLB5512 E-COMMERCE AND THE LAW

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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, 40%; Examination, 50%; Seminar participation, 10%.

BLB5513 ADVANCED RESEARCH METHODS IN LAW

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study provides a comprehensive introduction to research methodologies in law, including the consideration of possible research topics for academic thesis/dissertations. Included in the unit of study matter of the course are examinations of the research process, considerations of ethical issues in legal research, problem definition and the research proposal, survey research, questionnaire design, quantitative research in law, and an exploration of different research paradigms and writing styles in legal research.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to: locate and interpret legislation and case law as well as secondary legal materials; critically evaluate the social, political and cultural situations which have shaped the creation, and affect the use, of law; locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.

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

Required Reading: To be advised by lecturer.

Assessment: Assignment on applying research methodology to legal issues and/or ethical issues in legal research, 25%; Applied legal research assignment (can be done in group or individual mode), 35%; Research Proposal, 40%.

BLB5520 DISSERTATION

Locations: City Flinders.

Prerequisites: Please Enquire.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

Required Reading: To be advised.

Assessment: 15,000 word Dissertation, 100%.

BLB5522 DISSERTATION (FULL-TIME)

Locations: City Flinders.

Prerequisites: Completion of coursework units of study in the professional doctorate in law.

Description: 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.

Credit Points: 48

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.

Class Contact: Students are required to meet regularly with their appointed supervisor. Unit of study equal to 4 x 48 credit points (f/t).

Required 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)

Locations: City Flinders.

Prerequisites: Completion of coursework units of study in the professional doctorate in law.

Description: 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.

Credit Points: 24

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.

Class Contact: Students are required to meet regularly with their appointed supervisor. Unit of study equal to 8 x 24 credit points (p/t).

Required 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%.

BLB5530 COMPARATIVE CORPORATE LAW
Locations: City Flinders.
Prerequisites: Nil.
Description: 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 study depending on the interests of the lecturer. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.
Credit Points: 12
Learning Outcomes: 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: Major Assignment 1, 50%; Major Assignment 2, 50%.

BLB5551 INTRODUCTION TO SUPERANNUATION AND ITS REGULATORY ENVIRONMENT
Locations: City Queen.
Prerequisites: Nil.
Credit Points: 12
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.
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.
Required Reading: The Australian Tax Practice 4 Volume loose-leaf service. The Dictionary of Superannuation Quinlivan, Beth, 1997, (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824.
Assessment: One research assignment (2,500 words), 50%; Final Examination, 50%.

BLB5552 DUTIES OF SUPERANNUATION TRUSTEES
Locations: City Flinders, City Queen.
Prerequisites: Nil.
Description: Who may be a Trustee What is a trust Trustee requirements; SIS duties; Duties of a Trustee; Equitable duties; SIS duties; Partial codification of duties; Trustee unit to private law; Powers of a Trustee; Exercising a power; Types of power; Liability of a Trustee; Personal liability under law of equity; Liability of directors of a corporate trustee; Limitation of liability in trust deed; Statutory protection; Liability indemnity insurance; Right of reimbursement; Penalties under SIS; Becoming a Trustee; Considerations; Appointment; Retirement; Policy committees; Future of Trusteeship; Review.
Credit Points: 12
Learning Outcomes: At the end of this topic you should be able to: define the roles of a trustee as a legal custodian, executive officer and fiduciary; list and define the fiduciary duties imposed by the law of equity upon trustees; list and define the statutory duties imposed upon trustees of regulated superannuation funds by SIS; describe the powers of a trustee; understand the liability of trustees and the limitations of that liability; appreciate the impact of recent initiatives on the future of superannuation fund trusteeship;
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%.

BLB5553 SUPERANNUATION COMPLIANCE FRAMEWORK
Locations: City Flinders, City Queen.
Prerequisites: Nil.
Description: Overview: Why keep records and have information systems What records are kept Who keeps these records For how long are these records maintained How long a period are records to be kept Compliance, Influencing Records, Legislation, Type of fund, Benefit type, Member Records, Basic member data, Tax Film Number, Records for defined benefit funds, Records for defined contribution plans, Plan Accounting Records, Introduction, Contribution income, Investment assets, Investment, Benefit payments, Fund expenses, Fund liabilities, Financial statement, New Members, Eligibility versus compulsion, Joining a plan, Reporting to Members, Annual statement, Information relating to significant events, Information on request, Benefit Payments, Information to members, Processing termination payments, Other administrative considerations, Plan Returns and Reports, ASIC requirements, Public offer funds, Annual reports to members, APRA requirements, Audit requirements, Other annual report, Current Issues, Casual employees, Fund choice, Member investment choice, Divorce, What is a rollover What can be rolled over What can’t be rolled over Tax reasons for rolling over, How rollovers are taxed Rollover options, Consolidating benefits, Superannuation funds and RSAs, Approved Deposit Funds, Annuities, Review.
Credit Points: 12
Learning Outcomes: At the end of this topic you should be able to: describe the Commonwealth Government’s power to regulate superannuation under the Constitution; explain the principles of common law relevant to superannuation, trust law and fiduciary principles; outline the standards under the Superannuation Industry (Supervision) Act 1993 (Cth) and accompanying Regulations (SIS) which superannuation funds are required to meet for concessional tax treatment; distinguish between complying and non-complying superannuation funds and outline the taxation treatment of complying and non-complying superannuation funds, under the Income Tax Assessment Act 1936 (Cth) (1936 Tax Act); explain what member investment choice is, and outline the effects on trustees of a fund offering member investment choice; outline the regulation of funds which fall under the Corporations Act rather than SIS; explain the regulatory structure and taxation of life insurance companies; outline the compulsory provision of superannuation by employers, including the Superannuation Guarantee Charge; outline the changes established by the Financial Services Reform Act (FSR) and the Family Law Legislation Amendment (Superannuation) Act; understand the effect of recent developments.

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%.

BLB5554 TAXATION OF SUPERANNUATION

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: The unit of study gives an overview of the policy and legislative framework for the taxation of superannuation. It covers superannuation contributions, the taxation of superannuation funds in Part IX of the Income Tax Assessment Act 1936 (Cth), reasonable benefit limits, the taxation of eligible termination payments and the taxation of pensions and annuities.

Credit Points: 12

Learning Outcomes: Students will have a detailed understanding of the policies, technical rules and current practical problems involved in the taxation of superannuation.

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


Assessment: Research assignment (2,500 words), 50%; Final Examination, 50%.

BLB5555 COMMERCIAL CONTRACTS

Locations: City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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 (2500 words), 50%; Final examination, 50%.

BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION

Locations: City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

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.

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

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: This unit of study will cover the law relating to domestic arbitration in a comprehensive compass. It will enable students to gain a knowledge of the law applicable to the initiation and conduct of an arbitration as a form of alternative dispute resolution and the obtaining and enforcement of an arbitral award. Specific topics covered will be matters preliminary to arbitration; disputes that may be referred to arbitration; the arbitration agreement; enforcing the duty to arbitrate; appointment of the arbitrator(s); challenges to the appointment of arbitrators; the Commercial Arbitration Act 1984 and its operation in relation to domestic arbitration; the role of arbitral institutions; what is domestic arbitration as opposed to an international arbitration; the role of the court in respect of arbitration; rules applicable...
to the conduct of arbitrations; procedural powers of arbitrators; confidentiality of proceedings; the arbitral award; making the award; challenges to the award; enforcement of the award; appeals from arbitrators. The relationship of arbitration to other methods of dispute resolution will form part of the unit of study. The unit of study presupposes a good knowledge of contract and commercial law. In addition to the statutory basis for arbitration in Victoria students will be expected to read and discuss a number of leading cases dealing with arbitration since much of the law of arbitration is contained in the cases.

Credit Points: 12

Learning Outcomes: A thorough knowledge of the principles of commercial arbitration law.

Class Contact: One semester, thirty-six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

Required Reading: Commercial Arbitration Act 1984 (Vic), International Arbitration Act 1974 (Ch)

Assessment: Take home examination paper or term paper at the election of candidates.

BLB5558 COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE

Locations: City Queen.

Prerequisites: BLB5557 - COMMERCIAL ARBITRATION LAW

Description: 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.

Credit Points: 12

Learning Outcomes: A thorough knowledge of the conduct of an arbitration from directions hearing through to the handing down of a final arbitral award.

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

Required Reading: Commercial Arbitration Act 1984 (Vic)

Assessment: Seminar Participation, 20%; Role Play Mock Arbitration, 80%.

BLB5559 INTERNATIONAL COMMERCIAL ARBITRATION

Locations: City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: Students will understand and evaluate the role of arbitration in international commercial disputes.

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: Two practical exercises during the course, 50%; One research essay or case study (2500 words), 50%.

BLB5560 JUDGEMENT, DECISION AND AWARD WRITING

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: Parties who resort to the Arbitral process, whatever its results for them, need assurance that they have a fair hearing. To a small extent, information as to this can come from the conduct of the Arbitrator during the hearing. But the major source of such information is the judgement, decision and award of the Arbitrator. Such documents must accurately disclose the cast of mind of the Arbitrator. They must convey a logical train of thought in the decision making. They must convey that evidence or other materials upon which the Arbitrator has acted and why he has done so. They must convey that evidence or other material upon which the Arbitrator is not prepared to act and why. They must convey a sufficient understanding of the relevant legislation and authorities and the manner in which the Arbitrator has used them in decision making. They must convey a sufficient understanding in the Arbitrator of the Advocates submissions and why some have been upheld and some rejected. Hence the necessity for this unit of study for Arbitrators. It is also necessary for Advocates in that it enable them to detect flaws and errors in judgements and decisions made in the Arbitral process.

Credit Points: 12

Learning Outcomes: A thorough knowledge of the principles of judgment, decision and award writing.

Class Contact: One semester, thirty-six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

Required Reading: Commercial Arbitration Act 1984 (Vic); International Arbitration Act 1974 (Ch).

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

Locations: City Flinders, City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: 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: One research assignment (2500 words), 50%; One group exercise (2500 words), 50%.

BLB6002 COMPLIANCE AND SELF-REGULATION: THE CORPORATE ROLE

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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: One case study (2500 words), 50%; One essay (2500 words), 50%.

BLB6003 CROSS-BORDER REGULATION

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: The unit of study traces the growth of functional regulatory networks and international organizations (such as Interga, 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.

Credit Points: 12

Learning Outcomes: 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: One report (2500 words), 50%; One research assignment (2500 words), 50%.

BLB6004 MULTI-JURISDICTIONAL CRIMINAL JUSTICE

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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: One report (2500 words), 50%; One case assignment (2500 words), 50%.

BLB6005 RESEARCH METHODS AND PROFESSIONAL STANDARDS

Locations: City Flinders, City Queen.

Prerequisites:

Description: 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 united to scrutiny, both internally within codes of professional conduct and externally in the courts and the new administrative law.

Credit Points: 12

Learning Outcomes: 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: One case study (2500 words), 50%; One essay (2500 words), 50%.

BLB6607 PUBLIC INTEREST LITIGATION AND CIVIL REMEDY

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: Both the common law and legislative schemes provide regulatory agencies and private citizens with opportunities to sue wrongdoers for civil remedies. Through case studies and practice guides, the unit of study explores the uses made of civil action. It considers such innovations in litigation as class actions, conditional fees, and civil penalties and responses to litigiousness like case management, ADR, limitation of liability and statutory insurance funds. The civil action will be compared with other strategies including criminal prosecution and law reform campaigns. This unit will be taught with input from a public interest law centre such as the consumer law centre, environmental defender’s office or the public interest advocacy centre.

Credit Points: 12

Learning Outcomes: To be advised.
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: One research assignment (2500 words), 50%; One practical exercise (preparation and delivery of brief), 50%.

BLB6608 CONTEMPORARY REGULATORY POLICY AND LAW

Locations: City Flinders, City Queen.

Prerequisites: Nil

Description: 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.

Credit Points: 12

Learning Outcomes: 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: One literature study (2500 words), 50%; One research assignment (2500 words), 50%.

BLB6630 TAX ADMINISTRATION AND PRACTICE

Locations: City Queen.

Prerequisites: Nil

Description: This unit of study examines the procedural requirements for the efficient tax administration and practice and covers the following topics: (a) the universal concept of income and self-assessment in the Australian taxation system; (b) the interaction of section 51 and section 55 of the Constitution with the Income Tax Assessment Act 1936 and the power of the Commissioner in respect of taxation; (c) the power of the Commissioner to issue notices of assessment and the reliance on section 175 for the validity of assessment and section 177 as conclusive evidence of the tax liability; (d) the objection, review and appeal process to challenge the validity of the assessment; (e) the Freedom of Information Act as an effective tool for the taxpayer to obtain information from the Australian Taxation Office; (f) the private ruling system and the legal effect of a private ruling; (g) the Commissioner’s power to access information and documents under section 263, 264 and 264A of the Income Tax Assessment Act; (h) the taxpayer’s claim to legal professional privilege; (i) the structure of administrative penalties and the Commissioner’s discretionary power.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have a sound knowledge and understanding of the following: the power and the authority of the Commissioner to impose income tax; the statutory framework provided in sections 263, 264 and 264A of the Income Tax Act 1936 giving power to the Commissioner to gather information and documents for the proper administration of the tax legislation; the procedure adopted by the Commissioner to serve a notice of assessment, a notice of amended assessment and recovery of outstanding tax liability; the taxpayer’s defence to recovery proceedings, objections and appeal process to challenge the notice of assessment; ATO Rulings and principles in relation to penalty provisions; procedure for the application of private rulings to the Commissioner and the legal effect of private rulings; the penalty tax regime and the Commissioner’s discretionary power to impose and remit penalties; and the criminal offences and consequences arising from breaches of the tax 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.

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.

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%.

BLB6631 TAXATION OF TRUSTS, COMPANIES AND PARTNERSHIPS

Locations: City Queen.

Prerequisites: Nil

Description: This unit of study aims to provide an analysis of the law relating to the following: (a) the meaning of Trust and Trust Estate; (b) the position of a beneficiary and a trustee in relation to tax liability in general; (c) the special position of infants and beneficiaries under a disability in relation to tax liability under a trust; (d) the nature of beneficiary’s interest in fixed and unit trusts; (e) the legal consequences and tax implications arising from deceased estates; (f) issues of capital gains and losses arising under Part IIIA; (g) tax consequences for ‘New Generation’ trust stripping schemes; (h) withholding tax liability of non-resident beneficiaries of Australian trusts; (i) the application of the ‘use test’ for interest deductions; (j) the rules in relation to company tax liability by private, public companies and shareholders receiving income by way of dividends; (k) the responsibility of company directors in relation to tax liability by the company; (l) the tax rules in relation to partnership and tax liability by the partners.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have a thorough knowledge and understanding of the following: the relevant trust relationship; whether the Commissioner can ignore the trust relationship in certain situations; the position of trustees and beneficiaries: liability to tax in general; the operation of the provisions of Part IIIA of the Income Tax Act; the tax position of a beneficiary under a legal disability and presently entitled and a beneficiary not under a legal disability and presently entitled; the nature of a beneficiary’s interest in fixed, unit trusts, discretionary trusts and deceased estates; Trustees: compliance with Act and payment of Tax.

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

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.

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%.

BLB6632 CAPITAL GAINS TAX: PRINCIPLES AND PROBLEMS

Locations: City Queen.

Prerequisites: Nil

Description: 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
A student who has successfully completed the unit will have: an understanding of the historical background of taxation of Capital Gains in Australia; an up to date knowledge of the Capital Gains Tax statutory framework; a capacity to identify the events that trigger the operation of the Capital Gains Tax legislation and be able to advise; a capacity to identify and differentiate between capital and income for the purpose of the Capital Gains Tax legislation; a working knowledge of the calculation of capital gains and losses.

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

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.

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%.

Credit Points: 12

BLB6634 INTERNATIONAL TAXATION AND TRANSFER PRICING

Locations: City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: A student who has successfully completed this unit will have: an understanding of the following: the provisions in the Australian taxation system dealing with international taxation; the way the Income Tax Assessment Act 1936 interacts with overseas jurisdictions; the various provisions in the Double Tax Agreements between Australia and other contracting parties in relation to certain taxes of non-residents; the taxation of trust distribution, dividends and income to foreign residents from an Australian source; the taxation of income, trust receipts and dividends by an Australian resident from a foreign source; the power of the commissioner to gather information in relation to an audit from a foreign taxing authority; the way the OECD Model Convention deals with matters of international taxation.

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

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.

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%.

Credit Points: 12

BLB6635 TAXATION AND INVESTMENT LAW IN ASIA

Locations: City Queen.

Prerequisites: Nil.

Description: 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 Lebanon 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.

Credit Points: 12
Learning Outcomes: A student who has successfully completed the unit will have a sound knowledge of: the taxation regimes of the countries in the Asian region; the various incentives that such countries provide for the attraction of foreign capital; a comparison of the taxation incentives offered by the countries in the Asian region; Labuan as a tax haven in the Asian-Pacific region; the economic, legal and taxation systems of the countries in the Asian Pacific region; the advantages and disadvantages for foreign investors wishing to invest in such 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.

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.

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

Locations: City Queen.

Prerequisites: Nil.

Description: 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 avoidance practice in the US and European Union countries and a comparison with Part IVA provisions; (h) the role of the tax profession in relation to tax avoidance.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will: have a thorough understanding of the policy underlying the anti-avoidance provisions; 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; have a thorough understanding of the impact on tax structures so as to be able to advise in the area; be able to scrutinize 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; have a sound knowledge of the legislative framework of Part IVA; have an up to date knowledge of the courts’ interpretation of the elements constituting a scheme for the purpose of Part IVA; 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.

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

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.

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

Locations: City Queen.

Prerequisites: Nil.

Description: This unit of study aims to provide an analysis and historical development of the legal professional privilege by studying the following topics: (a) the government’s right to access information and documents to ensure the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; (b) the common law development of the legal professional privilege to protect the individual right to privacy and self incrimination; (c) the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the interaction between legal professional privilege and access powers; (e) the rationale for legal professional privilege and the content of the privilege; (f) exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; (g) legal professional privilege and third party communication; (h) the Commonwealth Evidence Act 1995 and legal professional privilege; (i) the Commissioner’s perspective on the legal professional privilege; (j) proposals for reform of the law on legal professional privilege.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have a thorough knowledge and awareness of the following: the historical development of the law on legal professional privilege; the competing interests of the individual’s right to privacy and the state’s right to access information and documents; the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; the remedies available to the taxpayer: injunctive relief, judicial review and freedom of information; the circumstances in which legal professional privilege may be claimed and exemptions to the rule; challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

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

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.

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%.

BLB6638 CRIMINAL LAW, THE TAX ADVISER AND THE TAX PAYER

Locations: City Queen.

Prerequisites: Nil.

Description: This unit of study examines the criminal law risks for the tax adviser and the taxpayer by analysing the following areas: (a) the structure of the criminal code and the general principles and responsibility under the laws of the Commonwealth; (b) the law of complicity as it applies to tax advisers; (c) the potential criminal liability of tax advisers and the dividing line between discharging one’s professional obligation and participating in a criminal enterprise; (d) the necessity to identify the client, dealing with the client and the potential conflict of interest; (e) the operation of the Commonwealth Evidence Act 1995 and the limitation on legal professional privilege; (f) the Commissioner’s access and information gathering powers under section 263 and section 264 of the Income Tax Assessment Act 1936; some issues for tax advisers and criminal law practitioners.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have an understanding of: the changing role and landscape of the tax adviser in the commercial world; the Australian taxation system based on the assumption of honesty; the criminal law risks involved in tax practice for both the tax adviser and
the taxpayer; the fine distinction between tax avoidance and tax planning schemes from a criminal law point of view; the caution and steps to be employed by the tax adviser in promoting and advising on a tax scheme; the courts’ unpredictability in determining a particular commercial transaction as an illegal scheme under Part IVA and the conclusion of fraudulent behaviour by the tax adviser; matters and issues that the tax adviser should not overlook in offering tax advice; the criminal law as it applies to international tax advisers and their clients.

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.

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.

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

Locations: City Queen.

Prerequisites: Nil.

Description: 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) the special rules for non-arm’s length transactions; (g) Capital Gains Tax consequences in restructuring mergers, consolidations and roll-overs; (h) Capital Gains Tax consequences in marriage breakdown 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.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have a thorough understanding of: the policy, economic and fiscal considerations behind the introduction of the Capital Gains Tax legislation; an overview of the statutory framework of the Capital Gains Tax legislation; the way net capital gains and losses are calculated; the events that trigger the operation of the Capital Gains Tax legislation; the application of Capital Gains Tax legislation to trusts, companies and partnerships; when an asset becomes a CGT asset and the end of a CGT asset; general CGT exemptions and exempt taxpayers under the legislation; Capital Gains Tax consequences of a deceased estate.

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.

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.

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

Locations: City Queen.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have a thorough understanding of: the law and practice in relation to the taxation of multinational companies operating within Australia; the law and practice in relation to multinational companies with Australian interests operating outside Australia; the relationship between the double tax treaties and multinational companies in relation to taxation.

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.

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.

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

Locations: City Queen.

Prerequisites: Nil.

Description: This unit of study aims to provide the student with a critical assessment of the social consequences of tax law by studying the following areas: (a) the historical development of the Australian taxation system; (b) the concept of tax as an economic tool to achieve an equitable distribution of wealth in society; (c) the fluid concept of fairness and social justice within the fiscal policies and taxation system in Australia; (d) the relationship between the Australian taxation system and the management of the economy; (e) is there scope within the Australian taxation system for the family rather than the individual being the taxpayer; (f) the Australian taxation system is based on convenience and expediency rather than social justice; (g) the Australian taxation system should take into account ‘bracket creep’; (h) Australian public attitudes to taxation: distributive justice and equality of opportunity; (i) why religious and charitable institutions are treated differently by the Australian taxation system; (j) the fiscal policies of the major political parties; (k) tax reform as an implement of social change.

Credit Points: 12

Learning Outcomes: A student who has successfully completed the unit will have an understanding of: (a) the history of tax; (b) the role of tax in society; (c) the process of tax reform; (d) the manner in which tax reform is implemented; (e) the role of tax as an implement of social change; (f) the relationship between tax and the economic philosophies in society.

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.

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.

Assessment: Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.
BLO1105  BUSINESS LAW

Locations: Werribee, Footscray Park, City Flinders, Off-shore, Other.

Prerequisites: Nil.

Description: This unit of study aims to provide students with an understanding and awareness of the basic principles of Contract Law, a familiarity with relevant case law and an introduction to the statutory provisions pertinent to the course. The instructional methodology is also aimed at providing students with a format from which they may develop an understanding of legal reasoning as it applies to the analysis of contractual relationships. Topics include: an introduction to the Australian legal system; definition of contract; offer and acceptance; termination of offer; consideration; intention to be legally bound; express terms; statutory and common law implied terms; certainty; mistake; misrepresentation; duress, undue influence and unconscionable conduct; legality of purpose; discharge of contract; remedies for breach of contract.

Credit Points: 12

Learning Outcomes: On completion of the Unit of Study, students should be able to: Identify the legal issues in a business situation. Students should be able to set out the rights, duties and responsibilities of different parties in a business context; Directly extract the appropriate law from particular statutes and case law; and Have a working knowledge of the law relating to contract issues.

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


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

BLO1452  TOURISM LAW

Locations: Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

Description: This unit of study aims to provide supplementary legal knowledge concerning business practices and fields of law especially relevant to the tourism industry. Topics will include forms of potential business organisations, partnership, company, trust. Trade practice and consumer protection legislation affecting the tourism industry, legal status of persons, nationality and citizenship, domestic restrictions and international conventions on the passage of persons and goods, taxation matters affecting the tourism industry, agency status and liability, negotiable instruments and the international transfer of funds.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Latimer, P. , 1990, Australian Business Law, CCH.

Assessment: Class Test, 20%; Assignment, 20%; Examination, 60%.

BLO2205  CORPORATE LAW

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: BLO1105 - BUSINESS LAW

Description: This unit of study aims to provide students with a sound appreciation of the principles relating to different business organisations. Students will consider non-corporate business forms including associations, sole trader, partnerships, trusts and joint ventures. More particularly, the unit of study aims to provide students with a sound understanding of the principles of company law and to develop their ability to apply those principles to situations they may encounter in their professional lives. Topics covered include: types of companies; registration of a company; corporate personality; corporate veil and lifting the corporate veil; company constitution; contracts made by the company; prospectus provisions; share capital; loan capital and security; directors and officers, directors duties; fraud on the minority and oppression of minority shareholders. It is hoped that the unit of study will also encourage and equip students to proceed to advanced study in the unit of study.

Credit Points: 12

Learning Outcomes: This unit is designed to enable students to: Knowledge Distinguish between the legal frameworks for various business structures available for conducting business, in particular partnerships and companies; Understand the types of companies that can be incorporated; Understand the internal constitutional regulation of companies and the external regulatory framework of companies in Australia; Know how companies are incorporated, the effect of incorporation on managers, shareholders and ‘outsiders’; Know the rights investors and shareholders and remedies of shareholders when their rights are affected; Understand the duties of directors and other officers and their role in corporate governance; Know the dimensions of corporate governance and implications for law and accounting practice; Know the reporting requirements, the rules regarding fundraising and aspects of external administrator; and Be aware of reform issues. Skills: Appreciate the implications of corporate governance issues on management and accounting practice; Be able to engage in the debate about how best to regulate companies; Use their knowledge to enhance good accounting practice; Further develop analysis, problem solving and critical writing skills; Further develop an ability to undertake independent research; Work co-operatively with others; and Reflect on their own learning Attitudes See law as a necessary, practical and positive tool for achieving better management and practice in business; Develop an attitude to learning which views reading, reflection and group discussions as essential to learning; Appreciate creative and innovative ways of thinking and working; and Appreciate a sense of law’s interconnection with other disciplines, society in general as well as its international dimension.

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


Assessment: Assignment, 30%; Examination and Tests, 70%.

BLO2206  TAXATION LAW AND PRACTICE

Locations: Werribee, Footscray Park, City Flinders, Other.

Prerequisites: BLO1105 - BUSINESS LAW

Description: Students will study the constitutional aspects of taxation, concepts of residence, income, capital, capital gains, deductions, GST, FBT, business taxation and tax avoidance.

Credit Points: 12

Learning Outcomes: 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.

**Required Reading:** Income Tax Assessment Act (latest edition).

**Assessment:** Assignment, 30%; Final Examination, 70%.

**BLO2207 EMPLOYMENT LAW**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** On the completion of this unit students should be expected to:
- understand the historical development of the contract of employment and appreciate how that development has affected the nature of the contract of employment;
- be able to demonstrate an understanding of the general principles of the contract of employment;
- understand the need for and consequences of regulation of the contract of employment, and in particular, of termination of employment;
- understand the history and the political economy of the legal regulation of health and safety in the workplace; be able to explain, analyse and apply the common law provisions which attempt to regulate the workplace; have a grounding for further development in the fundamental legal skills of analysing, applying, synthesizing and evaluating legal rules and principles, and have developed a system of values pertaining to, and a greater interest in the role of the law in regulating workplace regulations.

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

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

**Assessment:** Assignments and class work, 50%; Final examination, 50%.

**BLO2233 HEALTH AND SAFETY LAW**

**Locations:** Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** 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; compensation issues; possible reforms.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Assignment, 20%; Final examination and tests, 80%.

**BLO2300 COMMERCIAL LAW**

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Latimer, P., Australian Business Law, (current edn), CCH.

**Assessment:** Assignment, 30%; Examination, 70%.

**BLO2401 MUSIC INDUSTRY LAW**

**Locations:** Footscray Park.

**Prerequisites:** BEO2403 - INTRODUCTION TO MUSIC BUSINESS

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** At the completion of the unit of study students should be able to explain the main legislative provisions giving copyright protection, copyright implications in various music products including broadcasts, sampling and new digital technologies. Students will also be expected to explain the role of a music publisher and a record company, options in recording and publishing contracts and relevant international perspectives.

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


**Assessment:** Examination, 50%; Presentation, 10%; Two assignments 20% each, 40%.

**BLO2406 CYBER LAW**

**Locations:** Werribee.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** To develop a knowledge, and an understanding in the legal and intellectual property issues that arise in the utilisation of electronic commerce practices
within the wider business community; an understanding of the legal consequences and practices that arise from the production, implementation and execution of electronic commerce applications. Topics covered: An introduction to the Internet and Cyberlaw: definition of the internet and electronic commerce; identification of relevant areas of law; identification of current issues; commerce infrastructure issues. Copyright, Trade Mark and Patents Issues in Cyberspace: the status of computer programs and stored electronic data under copyright and patents legislation; fair uses; special statutory protections for electronic database contents; licensing and assignment of rights; Contract: formation of contracts in cyberspace; electronic signatures and their authentication; enforcement of contracts and conflict of laws. Privacy, Anonymity and Censorship: cryptography; criminal law regulation (eg. Fraud, communications decency, pornography, etc); Governance: trade practices issues (Trade Practices Act 1974 (Cth)); liability for security breaches; specialised regulatory schemes e. g. data protection legislation.

Credit Points: 12

Learning Outcomes: 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: Presentation, 20%; Research Essay (5,000-8,000 words), 80%.

BLO2501  LAND LAW

Locations: Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

Description: This unit of study aims to provide students with an understanding of how different cultures place different values on property ownership in general and land ownership in particular; the historical development under the English legal system of the right to land usage and ownership; the significance of land to the Australian Aboriginal; to evaluate recent developments in recognition of Native Title in Aboriginal communities; to understand the factors which shaped current Native Title rights and possible future developments.

Credit Points: 12

Learning Outcomes: 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: Assignment, 40%; Examination, 60%.

BLO2502  TRANSPORT LAW

Locations: Werribee, Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

Description: The unit of study examines the body of law governing the international and domestic carriage of passengers and goods by air, sea, road and rail. Emphasis is given to the regulatory framework of international civil aviation; the liability of air carriers in the carriage of passengers, baggage and cargo; the international regulatory aspects of shipping and liability in sea transport; and the regulation of road and rail transport. The unit of study reviews the main international transport conventions and their implementation in Australia, where relevant. Specific areas covered include: the legal status of airspace under the Chicago Convention on International Civil Aviation

1944; international conventions for the carriage of passengers and goods including air carriers’ liability under the Warsaw Convention 1929 as amended. Reform of the system the Montreal Protocols and Intercarrier Agreements; the United Nations Convention on the Law of the Sea (UNCLOS) 1982 (establishing rules governing the various uses of the oceans); the London Convention on the Limitation of Liability for Marine Claims 1976 and the Limitation of Liability for Marine Claims Act 1989 (Cth.) the International Maritime Organization (IMO) Liner Conventions primarily concerning cargo; the Berne Convention on International Railway Transport (COTIF) 1980, domestic railway operations governed by Commonwealth and State legislation, including liability regimes, private operator access to Australian railways; the Geneve Convention on the Contract for the International Carriage of Passengers and Luggage by Road 1973 and Protocol 1978; Road Transport: regulation and liability within Australia, liability for dangerous goods; occupational health and safety, privatisation through toll roads; carriage of goods by land under the Carriers and Innkeepers Act 1958 (Vic); implications of the Trade Practices Act 1974(Cth) on carrier liability; border controls, regulatory (Customs and Quarantine) aspects of carriage of goods and persons.

Credit Points: 12

Learning Outcomes: 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: Assignment, 40%; Examination, 60%.

BLO2504  ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY

Locations: Footscray Park.

Prerequisites: Nil.

Description: This unit of study will examine Commonwealth and Victorian environment and planning legislation, policy and case law. The role of various levels of government will be examined, including the division of powers between state and local (Victorian and Commonwealth) governments. Consideration will also be given to: the objectives of planning policy; balancing private and public interests; the role of law in achieving environment and planning goals; environment and planning instruments and regulatory mechanisms for implementing environment and planning policies; the nature of environment and planning decisions; the role of appellate courts and tribunals in reviewing environment and planning decisions; and, the rights of citizens including citizen participation in environment and planning land use and development.

Credit Points: 12

Learning Outcomes: To be advised.

Class Contact: Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.


Assessment: 50% internal assessment and 50% examination.

BLO3250  LAW OF INSOLVENCY

Locations: Footscray Park.

Prerequisites: BLO2205 - CORPORATE LAW

Description: The aim of the unit of study is to provide students with the knowledge of the law relating to personal and corporate insolvency in a practical setting.
BLO3305 ADVANCED CORPORATE LAW

Locations: Footscray Park.

Prerequisites: BLO2205 - CORPORATE LAW

Description: This unit of study aims to build on the knowledge students have gained in Corporate Law concerning the law relating to business structures and companies. Topics include: The role of the Australian Securities and Investment Commission and the Australian Stock Exchange, takeovers, shareholder rights, corporate groups, effect of privatisation and corporatisation of publicly owned enterprises such as Telstra and the SEC, impact of CLERP and other current issues.

Credit Points: 12

Learning Outcomes: 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: Class Presentation, 15%; Assignment, 25%; Final Exam, 60%.

BLO3313 ADVANCED TAXATION LAW AND PRACTICE

Locations: Footscray Park.

Prerequisites: BLO2206 Taxation Law and Practice.

Description: The aim of the unit of study is to make students aware, at an advanced level, of the principles of taxation studied in BLO2206 Taxation Law and Practice. The unit of study covers: taxation administration, tax avoidance, current problems in taxation an introduction to international taxation and double tax treaties, tax structures and tax planning.

Credit Points: 12

Learning Outcomes: 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: Assignment, 30%; Examination, 70%.

BLO3332 ADMINISTRATIVE LAW

Locations: Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

Description: 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.

Credit Points: 12

Learning Outcomes: 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: Assignment, 30%; Case Presentation 10%, Class Participation, 10%; Examination, 50%.

BLO3351 LEGAL TOPICS A

Locations: Footscray Park.

Prerequisites: BLO2205 - CORPORATE LAW

Description: This unit of study is designed to assist students in their future careers 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Research paper, 50%; Final examination, 50%.

BLO3352 LEGAL TOPICS B

Locations: Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

Description: 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.

Credit Points: 12
FACULTY OF BUSINESS AND LAW

Learning Outcomes: 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: Examination, 70%; Research Paper, 30%.

BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES

Locations: Footscray Park, City Flinders.

Prerequisites:

Description: The unit of study aims to provide a knowledge of the legal framework within which bank and non-bank financial institutions (NBFIs) operate, including their regulation under legislation, the general law and the Code of Banking Practice; the assessment and operation of securities accepted by them, and the legal consequences of a borrower’s insolvency. Topics include: the legal setting of the Australian banking system, nature of the banker customer relationship, the conduct of financial institutions and their responsibilities to customers, cheques, negotiable instruments, securities, credit cards and electronic banking services, and insolvency.

Credit Points: 12

Learning Outcomes: On successful completion of the unit of study, students should be able to: recognise the importance and forms of legal regulation, analyse the legal principles which govern the relationship between financial institutions and their customers, identify potential areas of liability to customers and third parties, and demonstrate their understanding of the legal rules governing negotiable instruments, securities and insolvency.

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


Assessment: Internal assessments and final examination, 100%. Examination, Final Examination, 100%.

BLO3451 CATERING AND HOTEL LAW

Locations: Footscray Park.

Prerequisites: BLO1105 - BUSINESS LAW

Description: The aim of the unit of study is not to impact a rigorous legal training but to produce intelligent lay persons informed of the legal obligations, rights and privileges attaching to their future professions. Particular areas of the law to be looked at include various aspects of business law and consumer protection law, liquor control, innkeepers, gaming and food law. This unit of study covers the interpretation, comprehension and application of the body of law affecting the hospitality industry. Although the unit of study does not pretend to be exhaustive, it is hoped that it will provide the student with a working knowledge of where relevant law is to be found, what such law consists of, and how it is practically applied.

Credit Points: 12

Learning Outcomes: 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.

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

Assessment: Tests, assignments and examinations, 100%.

BLO5400 SPORT AND THE LAW

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To alert students to the wide range of legal issues involved in sport and recreation; To provide students with an understanding of the legal issues involved in commercial aspects of sport and the running of sporting organisations; To give students confidence to deal with legal issues in sport and recreation, including taking part in discussions and making oral presentations; To teach students the ability to read and write in a law style; and To teach students to become competent consumers of legal advice and to recognise the circumstances when they should seek such advice.

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


Assessment: Papers/presentations, 50%; Examinations, 50%.

BLO5406 LAW FOR EVENTS

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 12

Learning Outcomes: To be advised.

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.

Required Reading: To be advised by lecturer.

Assessment: Minor assignment, 40%; Major assignment, 60%.

BLO5513 LAW OF EMPLOYMENT

Locations: City Flinders.

Prerequisites: Nil.
Description: 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by the Lecturer.

Assessment: Case study 1, 50%; Case study 2, 50%.

BLO5537 BUSINESS LAW

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to: provide students with a working knowledge and overview of the legal system - students will understand and be able to speak, write and read in the language and technology of business law; provide students with an appreciation of contract and tort law issues - students in their working life should be able to avoid problem situations, and possibly be more aware of the need for reform in particular areas; and, to enable students to learn the techniques of finding the appropriate law when necessary to apply law to a contract problem. The unit of study includes: an introduction to the law, an examination of the litigation process, 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 principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions.

Credit Points: 12

Learning Outcomes: On successful completion of the unit, students should be able to: Identify the contractual legal issues in a business situation. Set out the rights, duties and responsibilities of different parties in a business context. Directly extract the appropriate law from particular statutes and case law; and Have a working knowledge of the law of contract, negligence and related commercial law 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: Research assignment, 40%; Examination, 60%.

BLO5538 COMPANY LAW

Locations: City Flinders, Other.

Prerequisites: BLO5537 - BUSINESS LAW

Description: To provide students with: a working knowledge and overview of company law; an appreciation of the company forms, the advantages and disadvantages attached to this business organisation; and to enable students to learn the techniques of finding the appropriate law when they wish to apply law to a company principle. The unit of study includes: historical background to Corporations Law, registration and its legal effects; types of companies and the process of incorporation; corporate constitution, fundraising and the protection of investors; corporate management; rights of minority shareholders; law of meetings; takeovers; share capital; loan capital; insolvency.

Credit Points: 12

Learning Outcomes: On completion of the unit, students should have an in-depth knowledge and understanding of corporations, their creation, management and winding up. Students will have: An understanding of the principles of corporations law; An understanding of the relevant provisions of the Corporations Act 2001 (Cth) and of the common law and equity; Be able to apply the relevant law relating to the creation, operation and winding up of companies; Be familiar with the contexts in which laws relating to companies are significant; Be able to find the relevant law and law reform proposals relating to companies; Be able to analyse applicable policies underlying rules and principles relating to companies; and Have improved skills in legal research and writing, critical analysis, problem solving, advocacy, client presentation and communication.

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

Required Reading: To be advised by lecturer.

Assessment: Mid-semester Test, 20%; Essay, 20%; Final examination, 60%.

BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE

Locations: City Flinders, Other.

Prerequisites: BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES

Description: 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 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.

Credit Points: 12

Learning Outcomes: The aims of this unit is to introduce students to the general principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions.

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

Required Reading: To be advised by lecturer.

Assessment: Assignment, 30%; Examination, 70%.

BLO5540 BUSINESS AND COMPANY LAW

Locations: City Flinders.
FACULTY OF BUSINESS AND LAW

**Prerequisites:**

**Description:** This unit will equip the students with knowledge of relevant business rules and regulations to help them in managing business organizations dynamically and efficiently. First, the basic principles of contract law will be explained. This topic comprises the nature and legal consequences of contract, formation of contract, legal capacity, performance of contract, breach of contract and remedies. The second part of the unit will specifically discuss relevant laws in relation to company law. The coverage of these topics however will be minimal and focused on information literacy since the unit aims to provide the students with general guidelines.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to: Explain the principles of contract as the core of business transactions. Identify the pertinent sources of law (statutes or/and case laws) applicable to specific business problem. Understand the basic requirement of company law. Apply the principles of company law as an important governance of business entities. Develop an ability to identify the pertinent sources of law (statutes or/and case laws) applicable to specific problem in company activities.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be 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:** Case Study, 500 words, 10%. Assignment, 2,000 words, 30%. Examination, 3 hours, 60%.

**BLO5550 LAW FOR THE HOSPITALITY INDUSTRY**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

**Required Reading:** Atherton, T. C. and Atherton, T. A. , 1998, Tourism, Travel and Hospitality Law, LBC.

**Assessment:** Presentation, 10%; Research Paper, 30%; Final examination, 60%.

**BLO5555 INDUSTRIAL LAW**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** 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.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Test, 60%; Class Papers, 40%.

**BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide students with the ability to demonstrate an ability to understand and interpret the provisions of the Migration Act, Regulations and case law and have the capacity to solve and analyse migration problems at an advanced level.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Assignment, 30%; Examination, 70%.

**BLO5603 ADMINISTRATIVE LAW AND PRACTICE**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide students with the ability to develop knowledge and skills in the area of Administrative Law in migration context. Topics include consideration of the institutional framework of modern governments in Australia and the various ideological perspectives on the nature and role of government; understanding of the legislative and administrative system of government; and an appreciation of recent legislation in the field of administrative law with reference to the role of the Ombudsman, AAT Tribunals, freedom of information, and the Courts.

**Credit Points:** 12

**Learning Outcomes:** 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.

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

**Assessment:** Assignment, 30%; Examination, 70%.

**BLO5604 REFUGEE LAW AND PRACTICE**

**Locations:** City Flinders.

**Prerequisites:** BLO5605 - AUSTRALIAN IMMIGRATION LAW

**Description:** The unit of study aims to provide participants with an understanding and a working knowledge of Australian Refugee 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.

**Credit Points:** 12
Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Open book examination, 100%.

BLO5605 AUSTRALIAN IMMIGRATION LAW

Locations: City Queen.

Prerequisites: Nil.

Description: This unit of study aims to provide participants with an understanding and a working knowledge of Australian Immigration Law, policy, practice and procedures. It prepares students for professional life as a migration agent with an understanding of the ethics and statutory responsibilities of being a migration agent. Topics include: introduction to Australian legal system; general principles of statutory interpretation; philosophy of the Australian migration system; legislative framework for migration law and practice; Australian citizenship; research tools and information sources for migration agents; professional codes of conduct, ethics and professional practice; Migration Agents Registration Authority’s role and responsibilities.

Credit Points: 12

Learning Outcomes: The unit of study will provide students with the ability to understand and interpret the provisions of the Migration Act and Regulations, case law and policy, and have the capacity to: (a) investigate alternatives in applying law, policy and administrative practices and (b) discriminate between ethical and unethical operational practices.

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


Assessment: Assignment (3000 words), 30%; Final examination (3 hours duration with 15 minutes reading time), 70%.

BLO5606 AUSTRALIA’S VISA SYSTEM

Locations: City Queen.

Prerequisites: BLO5605 - AUSTRALIAN IMMIGRATION LAW

Description: This unit of study aims to provide participants with the knowledge and skills required to practice 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 DILMA.

Credit Points: 12

Learning Outcomes: On completion of this unit students will demonstrate an ability to understand and interpret the requirements of the Migration Act and Regulations and relevant Commonwealth Government policy and procedures in relation to the Australian visa system and have the capacity to: identify the appropriate visa to meet a client’s needs; identify the requirements and application procedures for a range of different visas; determine the alternative pathways to meet a client’s needs; research case law.

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%.

BLO5607 VISA COMPLIANCE, CANCELLATION AND REVIEW

Locations: City Queen.

Prerequisites: BLO5605 - AUSTRALIAN IMMIGRATION LAW

BLO5606 - AUSTRALIA’S VISA SYSTEM

Description: This unit of study aims to provide participants with an understanding and a working knowledge of the requirements to achieve compliance with the 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.

Credit Points: 24

Learning Outcomes: On successful 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; and 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

Locations: City Queen.

Prerequisites: BLO5605 - AUSTRALIAN IMMIGRATION LAW

BLO5606 - AUSTRALIA’S VISA SYSTEM

Description: This unit of study aims to provide participants with the knowledge and skills required to practice 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 DILMA.

Credit Points: 12

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 TAXATION

Locations: City Flinders.

Prerequisites: Nil.

Description: The 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 levying 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 Australia; 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 accrued income; Australian taxation of foreign source income; Australian taxation of non-residents’ Australian accrued 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.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

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

BLO5738 FINANCIAL INSTITUTIONS LAW

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit of study examines the following areas: The Australian Financial System - a review of the regulation of banks and NBFIs; the Reserve Bank and its functions; the regulation and deregulation of the Australian finance industry. The relationship between Financial Institutions and Customers: an examination of the legal character of the relationship; the duties of the customer and of the financial institution; the duty of secrecy and the impact of the Commonwealth Privacy Act and of the Financial Transactions Reports Act on the duty of secrecy; the role of the Code of Banking Practice; the impact of the Trade Practices Act on dealings of financial institutions with customers and third parties. Consumer Credit regulation under the Consumer Credit Code. Lending and Securities - a review of bankers’ lending criteria and the types and legal characteristics of securities accepted by them - in particular the personal guarantee, mortgage and debenture fixed and floating charges; the enforcement of debts through insolvency or winding-up proceedings; and the enforcement of securities. Payment methods - this topic covers negotiable instruments (including cheques); consumer and commercial electronic funds transfer and regulation under the EFT Code of Conduct. Law Reform Issues.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: To be advised by lecturer.

Assessment: Assignments and Internal assessment, 40%; Presentation, 10%; Examination, 50%.

BLO6502 LAW FOR MANAGEMENT

Locations: Other.

Prerequisites: Nil.

Description: An introduction to law, including historical origins of our legal system, the sources of law, the doctrine of precedent and the court hierarchy, the adversary system. Also examination of types of precedent, history of tort of negligence and the rules of statutory interpretation and the identification of the essential elements in the formation of a contract. Examination of the elements of contract including the distinction between a condition, a warranty and an innominate term. Examination of Misrepresentation, Duress, Undue influence, Unconscionability. Consideration of the concept of a tort and the difference between the types of tort. Different types of business structures; sole traders; partnerships, joint ventures; incorporated and unincorporated associations and company law; a survey of the legal rules regulating administrative action.

Credit Points: 12

Learning Outcomes: 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.

Required Reading: Latimer, P., Australian Business Law (latest edition), CCH.

Assessment: Class Participation, 10%; Examination, 50%; Assignment, 40%.

BLO7700 THESIS (FULL TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 36

Learning Outcomes: 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 36 credit points.

Required Reading: To be advised by lecturer.

Assessment: Thesis, 100%.

BLO7701 THESIS (PART TIME)

Locations: City Flinders.

Prerequisites: Nil.

Description: 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.

Credit Points: 18
Learning Outcomes: 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 2 X 18 credit points.
Required Reading: To be advised by lecturer.
Assessment: Thesis, 100%.

BLO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 48
Learning Outcomes: 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 4 X 48 credit points.
Required Reading: Please enquire
Assessment: Dissertation, 100%.

BLO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 24
Learning Outcomes: To be advised.
Class Contact: Unit of study equal to 8 X 24 credit points.
Required Reading: Please enquire
Assessment: Dissertation, 100%.

BLO8002 PHD RESEARCH (FULL TIME)
Locations: City Flinders.
Prerequisites: Please Enquire.
Description: 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.
Credit Points: 48
Learning Outcomes: To be advised.
Class Contact: Unit of study is 48 credit points per semester.
Required Reading: Please enquire
Assessment: Research Thesis, Research Thesis, 100%.

BLO8003 PHD RESEARCH (PART TIME)
Locations: City Flinders.
Prerequisites: Nil.
Description: 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.
Credit Points: 24
Learning Outcomes: 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 X 24 credit points.
Required Reading: Please enquire.
Assessment: Research Thesis, Research Thesis, 100%.

BLO9211 SPORT, LAW AND THE ATHLETE
Locations: Other.
Prerequisites: BLO1105 - BUSINESS LAW
Description: 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
ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS

Locations: City Queen.

Prerequisites: Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit study equal to 24 credit points.

Required Reading: To be advised by lecturer.

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

Locations: City Queen.

Prerequisites: Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit of study equal to 24 credit points.

Required Reading: To be advised by lecturer.

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

Locations: City Queen.

Prerequisites: Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

Description: 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.

Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit of study equal to 24 credit points.

Required Reading: To be advised by lecturer.

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

Locations: City Queen.

Prerequisites: Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

Description: 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. 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.
Credit Points: 24

Learning Outcomes: To be advised.

Class Contact: Unit of study is equal to 24 credit points.

Required Reading:

Assessment: Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.